GRADE THE CONTRACTOR

Contractor # 1

Contractor Name:_____ Visit Date:_____

P1 Problems (0-5 score in each of the 5 questions below)

Determining and Qualifying Your Needs, what do you want to fix or remodel

Questions you should ask

SCORE

1. _____ What is the proper design or scope for your project?
2. _____ What are the specifications that will achieve the scope of the work?
3. _____ What criteria are required for the Contractor Qualification and Selection
4. _____ Does the contractor have adequate insurance?
5. _____ What are the risks and liabilities of uninsured, or underinsured contractor's?

_____ **Total P1 Problems**

P2 Product (0-5 score in each of the 5 questions below)

Satisfaction and Trouble-Free Service

Questions you should ask

SCORE

1. _____ What are the preparation requirements that impact long-term performance?
2. _____ What are the proper materials for the project?
3. _____ Do the manufacturers have any special requirements for their long-term warranty?
4. _____ What are the craftsmanship requirements?
5. _____ What styles, options, grades, and warranties are available?

_____ **Total P2 Products**

P3 People (0-6 score in each of the 5 questions below)

Never Buy a Product Buy a Contractor

Questions you should ask

SCORE

1. _____ How long has the contractor been in business?
2. _____ Is the contractor active in their community?
3. _____ Is the contractor a member of his/her trade association?
4. _____ Is the contractor licensed?
5. _____ Is the contractor approved or certified by the manufacturer?
6. _____ Can the contractor provide references?

NOTES

Contractor # 1

P4 Price (0-5 score in each of the 5 questions below)

Expense or An Investment

Questions you should ask

SCORE

1. _____ Has the contractor worked nearby for price comparison?
2. _____ Has the contractor done similar projects in the scope and size?
3. _____ Are there potential unforeseen and unknown extra costs?
4. _____ What are your options for funding your construction investment?
5. _____ Is the contractor's proposal clear and understandable?

_____ **Total P4 Price**

P5 Proces (0-5 score in each of the 5 questions below)

Peace of Mind; A contractor is only as good as their written game plan

Without a written plan, results are unpredictable

Questions you should ask

SCORE

A contractor is only as good as their execution

1. _____ Does the contractor have a written process for material selection?
2. _____ Does the contractor have a written process to confirm proper materials are delivered?
3. _____ Does the contractor have a written process to ensure build?
4. _____ Does the contractor have a written process for inspection?
5. _____ Does the contractor have a written process for handling disputes?

_____ **Total P5 Process**

Score Contractor 1

To arrive at the final score, add up the individual scores you have awarded them in every category above to see how this contractor has done.

100-125 Excellent

75-99 Good

50-74 Moderate

0-49 Fail

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