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WHEN MAKING YOUR FINAL DECISION AS TO WHO SHOULD DO YOUR REMODELING WORK,
HERE ARE SOME FACTS THAT YOU SHOULD ALSO TAKE INTO CONSIDERATION.

YOU ALWAYS HEAR STORIES ABOUT CONTRACTORS,,,,,HOW THEY DON'T SHOW UP ON

TIME, ,,,OR DO POOR QUALITY WORK, OR TAKE SHORTCUTS.??? THIS IS BECAUSE AN ESTIMATED 82%
ARE NOT BUSINESS PEOPLE. THEY MAY BE GOOD AT WHAT THEY DO, THEY MAY BE HONEST,,,,,,BUT,,,,

THEY HAVE NOT TAKEN THE TIME TO FIGURE OUT EXACTLY WHAT IT TAKES

MONITARILY, TO RUN THEIR COMPANIES. SOME OF THEM ARE IN FINANCIAL TROUBLE, BECAUSE
THEY DO NOT CHARGE ENOUGH TO: PAY COMPANY EXPENSES,,,,,, PAY EMPLOYEES A FAIR WAGE,

PAY TAXES, ,,,,WORKMAN'S COMPENSATION. DID YOU KNOW THAT IF A WORKMAN OR HIS "HELPERS" ARE
INJURED IN YOUR HOME, AND THEY DO NOT HAVE TDI OR WORKMAN'S COMP INSURANCE,,, YOU ARE
RESPONSIBLE FOR THEIR MEDICAL BILLS ??? MOST DO NOT HAVE MEDICAL OR DENTAL INSURANCE. DO
YOU ?? IF A CONTRACTOR CANNOT, OR DOES NOT PAY HIS FAIR SHARE OF TAXES,,GUESS WHO GETS A
HIGHER TAX BILL,,,,,Y-O-U !

MOST CONTRACTORS DO NOT SET ASIDE MONEY FOR SUCH THINGS AS RETIREMENT, VEHICLE
MAINTENANCE,,,,,SICK DAYS,,,,, VACATION DAYS,,,,, OR HAND/ POWER TOOL REPLACEMENT. DID YOU
KNOW THAT IF AN UN-INSURED WORKMAN GETS INJURED IN YOUR HOME,, YOU
ARE RESPONSIBLE FOR MEDICAL PAYMENTS ??? no bargain there !!!

SOME CONTRACTOR'S DO NOT KNOW HOW TO PROPERLY PRICE THEIR JOBS,,,,,SO, ,,,,WHEN THEY ARE ON A
JOB THAT THEY HAVE UNDER-PRICED,,,,,AND A BETTER PAYING JOB COMES ALONG,

SOME WILL EITHER DO YOUR JOB TOO QUICKLY, TAKING SHORTCUTS,,,,,,OR THEY WILL JUST NOT
SHOW UP, AND SKIP OUT TO THE NEXT,,,,,, MORE PROFITABLE JOB..... LEAVING YOU HANGING. AND

,,PROBABLY TAKING A LOT OF YOUR MONEY WITH THEM. DOESN'T SOUND LIKE A BARGAIN TO ME !!!

WHEN WE GIVE YOU A PRICE, IT IS A FAIR ONE FOR WHAT YOU NEED DONE, AND IT IS A PRICE THAT WILL
ALLOW

US TO RUN OUR COMPANY,,,,,,AND KEEP YOU, AND OUR EMPLOYEES HAPPY.

SO, IN ESSENCE WE ARE APPLYING FOR A JOB WITH Y-O-U. YOU ARE OUR EMPLOYER,,, AND, OUR
RESUME' CONSISTS OF ONLY ONE FACT,

WE HAVE NOT HAD A SINGLE REGISTERED COMPLAINT ON OUR WORK FOR
OVER 38 YEARS.

AND, YES, YOU CAN ALWAYS FIND A CHEAPER PRICE, BUT PRICE IS WHAT YOU PAY, VALUE IS WHAT YOU
GET.

BARGAINS ARE NOT ALWAYS WHAT THEY SEEM.....PLEASE,, TAKE THESE FACTS INTO CONSIDERATION

WHEN MAKING YOUR DECISION .

SINCERELY,

HAL PHILLIPS