



PRESTON & SONS
CONSTRUCTION PTY LTD

How to Choose a Builder

7 Questions you should consider before hiring a Builder.

Have you ever “price-shopped” for a Builder”? If so, then you’ve probably been surprised by the differences. **After all, some Builders charge significantly LESS than their competitors.**

And that’s a good thing, right?

Why shouldn’t you spend a couple of hours shopping around for a better deal? All Builders are about the same... aren’t they?

Nope.

Just like in any market, there are big differences between Builders. Don’t let a few bucks stand in the way of your security in something as critical as this.

Here are 7 important questions to ask before hiring a Builder to ensure that you’re working with someone who is qualified and experienced.

To Your Success!

Bruce & Richard Preston



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Question #1

What Kind of License Do You Hold?

No matter whom you choose for your building project, they absolutely **MUST** be a licensed builder for your protection.

After all, there's a reason that Builders are licensed.

It's because, as a Builder, if you don't know what you're doing, you can create serious problems in both the long term and the short term for the clients you've been hired to "help."

Whenever you're speaking with a potential Builder, ask to see his or her license.

They should have no problem showing you the documents that prove that they are compliant with the trade's most important standards and are fully qualified to do the work that you need.

If they um and ah, or are reluctant to produce the paperwork, you should be starting to worry that they may be some back yard builder without the proper paperwork and that it's time to look elsewhere.

At Preston & Sons, we hold Builders Licence number 214545C which can be cross referenced at the Department of Fair Trading on their website.



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Question #2

What Kind of Experience Do You Have?

When it comes to Builders, experience and training are critical.

In the industry, we usually say it takes AT LEAST twenty jobs for a provider to start developing a knack for creating high-quality, reliable results.

But “cheap” Builders rarely have that kind of experience.

A reputable Builder receives hands-on, in-the-field training--giving them necessary experience as they learn the trade...and before they ever take a solo job.

Cheap Builders may not have that kind of critical education. Some train online or by correspondence and the bargain hunters are often their practical training ground!

Remember, a quality Builder performs between five and ten jobs each year. If you're talking to a builder who is considerably cheaper than the competition, chances are you're talking to someone who lacks the experience necessary to do quality work.

Is that something you can REALLY afford?

At Preston & Sons, each of our tradesmen has at least ten years experience ensuring you get the highest quality standards and often much more.



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Question #3

What Kind of Insurance Do You Carry?

Would you see a doctor who didn't carry malpractice insurance? Of course not! That's like saying, "Hey, if you mess me up or make me worse, it's cool! I don't mind!"

Well, did you know there are similar insurance policies for Builders?

They exist so that in the event your Builder makes a mistake; YOU can receive compensation for the error. This is critical to minimising your risk.

You should NEVER work with a Builder who doesn't carry insurance for your protection.

But quality insurance is expensive. And not just anyone can be insured. Which is why cheap Builders rarely carry it.

Remember, when you buy Building services, you're not just buying the work for today: you're buying something that should last years.

For your protection and peace of mind, Preston & Sons, carry Contract Works/ Public Liability, Workers Compensation and arrange mandatory 6 years Home Owners Warranty insurance for your protection.



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Question #4

Can I Talk to Some References?

Every quality Builder has a long list of references - people who are satisfied with the work that was done on their behalf, and would be willing to recommend the Builder to others.

So be sure to ask for references when you're deciding which Builder to hire. If they can't produce several right off the bat, run in the other direction.

Positive word of mouth is where a lot of our work comes from and a list of happy customers references is available on request.

What some of our clients have to say about their building experience with Preston & Sons is listed below for your convenience.



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Question #5

What Is the Projected Timeline for This Project, and How Often Do You Finish Projects On-Time?

On-time delivery is important. You want to be able to be confident that you will get your work done in a timely manner. Be sure to ask your Builder if they have a projected timeline (if they don't, choose another), and how frequently they finish projects on-time.

Now, most Builders will respond that they finish on time “most of the time” even when the opposite is true. That’s why it’s so important to check in with the references they furnish: ask the references specifically about on-time delivery, and how the Builder handled any delays that came up.

You can be confident of on time delivery with Preston & Sons as we have a proven system and checklist to ensure your project runs smoothly and on time on time.



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Question #6

What Guarantees Do You Offer for Your Work?

Guarantees separate the professionals from the posers in this business.

When you have a Builder who is willing to back up their work with a guarantee, you know they're willing to put their money where their mouth is. This provides you with peace of mind...and incentivises them to do quality of work.

So be sure to ask, "What kind of guarantees do you offer for your work?" If they don't have a guarantee, find a Builder who does.

Preston & Sons are committed to quality, service and fulfilling your every expectation and beyond, so much so that we offer a 9 Point Gold Medal Guarantee...

Your 9 Point Gold Medal, Preston & Sons Guarantee

- 1. You are Guaranteed on time completion for your project regardless of size.**

Your time is precious and delays are not acceptable. With Preston & Sons your project will be completed ready on time or early – NEVER late.

- 2. You are Guaranteed to receive the highest quality finish.**

Your project will be completed to the highest standards, using only quality materials to deliver outstanding quality

- 3. You are Guaranteed Value for Money.**

You set your budget and we will deliver you the best results to suit your needs

- 4. You are Guaranteed NO Surprises and NO Excuses!**

You will receive EXACTLY what is agreed upon – we deliver what we say we will

- 5. You are Guaranteed to be kept up to date at every stage of your project**

You will know exactly where your project is up to and what is happening with regular updates and constant communication with our team throughout your project

- 6. You are Guaranteed all your needs and requests will be incorporated into your project**

Meeting your needs to deliver a high quality result that fulfills your needs is what our company is all about and we have a track record of working alongside our clients needs to deliver exceptional results



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7. You are Guaranteed Excellent results with Preston & Sons award winning team

Your project is with builders and renovation specialists who have consistently won nationally recognized awards for excellence in the building industry since 2009, so excellent results are assured

8. You are Guaranteed any changes with your project will be met and solved to deliver you the high quality end results you desire

At Preston & Sons, no challenge is too big – we are renowned for stepping up to any challenge and providing the solutions to deliver outstanding results

9. You are Guaranteed minimal disturbance and safety for your family while your project is being completed

Your project is your dream and at Preston & Sons we share your dream and treat your project as if it was our own home to deliver quality results while maintaining a safe working environment for you and your family

You deserve the absolute best and fulfilling your needs and expectations to deliver outstanding results is our highest priority.



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Question #7

What Is the Payment Schedule?

This can vary from Builder to Builder, but you should never expect to pay the entire amount of a job upfront.

So be sure to ask, "What's the payment schedule?"

Some jobs are larger and some are smaller -- and a fair down payment is fine -- but be wary of Builders who want the entire sum before the work is completed to your satisfaction.

At Preston & Sons, we offer friendly payment terms and are always willing to work with your budget.



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Are You Looking for a Quality Builder in the Shoalhaven Area?

Remember, Builders are no different than everything else: you get what you pay for.

Sure, you could call around for the cheapest deal on the block. But what are you risking in the process?

That's why I encourage you to call Bruce or Richard at Preston & Sons Construction Pty Ltd.

Our prices are fair and reasonable. You're GUARANTEED to receive efficient, reputable service, and results that you're delighted with.

We'd love to find out if we can help you with your next Building project.

For a no-hassle Estimate and Works Program

CALL US NOW: 02 4465 1331

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