

# How to choose a Contractor

## Our Guidelines

1. Expect the estimator to be on time for the appointment. That person, whether the owner or a sales rep, should be able to explain the details of what your installation will require and answer your questions about a new roof , replacement roof, siding, windows and gutters
2. Find out if the company has a track record. It should have an address, not just a P.O. box number. Ask for referrals, preferably in your area, and check them out. Call the Better Business Bureau.
3. He/She should also evaluate siding, soffits, fascia, decking, gutters and downspouts, chimneys and flashing and landscaping near the job site.
4. Expect to be shown samples of roofing materials, siding windows or gutters and to have the differences in their properties and warranties explained. Make sure you understand how various materials affect the cost.
5. Ask for proof that a roofer carries comprehensive liability insurance and workers comprehensive insurance; to be sure you and your property are protected. Don't settle for a verbal assurance. The proof must come directly from the insurance broker. Proof in the form of a certificate the sales rep shows you does not indicate the contractor has workers comp or liability insurance.
6. Ask for any credentials. Many manufacturers often award certificates to contractors who complete training to install their products. These certificates demonstrate the contractors' commitment to the business and contribute to their professionalism.

## Tips to Help You Evaluate a Proposal from a Professional Company

**A proposal is an agreement that has the weight of a contract in Pennsylvania. It should spell out your product options by brand name, and itemize services and prices. It should be more detailed than a checklist, and it should be customized to your job.**

**Questions? Contact Lane today and we'll help you with any questions, get you an estimate, even help you evaluate another estimate.**

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