

Choosing a Builder

When choosing a builder, it is important to consider their experience and expertise. An RFI (Request For Information) can be created to both help qualify the builder and to discover the strengths you need in a building partner. The following are things to consider before making your decision.

- What is the builder's history of on-time performance?
- What is the builder's history of staying on budget?
- How does the builder handle change orders?
- What warranty does the builder offers? What is his history of satisfying the client in warranty work?
- Does the builder only build churches? If not, how many churches has he built?
- How does the leadership feel about the person who represents the company? Remember, you may spend 18 months to 2 years working with the person. Do not underestimate the importance of personality.
- Does the builder offer a Guaranteed Maximum Price?
- How does the builder handle issues of disagreement with the client? Ask the builder to give you the name of a church where the project did not go as well as the client anticipated. How was the issue resolved?
- Don't just ask the builder for references. Ask the builder to supply you with the name of churches they have built.

A good builder wants to come as a partner and will desire to bring the project to completion on time and within budget: Examining their performance history will be a good barometer of what you might anticipate with your project.

Dave Blattner
Loan Consultant
AG Financial Loan Solutions
dblattner@agfinancial.org