

**4 Crucial Phases To Effective Contractor Screening**

[Simplifying Phases For Implementing The “Home Service Validation System”]

***Necessity Of Delay Pending Full Research***

**(Phase 3)**

**[4 Crucial Phases To Effective Contractor Screening]**

**Preview**

In this moment, we are considering the third most crucial step in fortifying our resolve for conscientiously positioning ourselves to be better prepared for making safer and wiser decisions about contractor candidates.

In our previous moment, Phase 2 *“Learning Parameters For Returned Paperwork,”* we learned a bit more about implementing the requirements of the system for being more discreet about the quality and relevance of the information contractors submit to us. We considered using a number of safety techniques to ensure that we do not settle for less than what we expect contractors to return to us for validating their credentials, reliability, and overall competence in order to merit serious consideration.

For sure, we mean business. This means that it is most important for us to be tough enough and sufficiently determined to successfully implement the requirements of the system. And again, our possession and effective use of the *“Service Validation Form”* variously known as “the form” or as “our screening document,” (the basic paperwork) is central to that.

**Reminders**

When contractors return the screening documents, all the spaces are suggested to be filled in and legible and they should be accompanied by a minimum five (5) recent residential references from the people for whom contractors claim to have done the same or similar work.

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Please always remember that the majority of residents documented as being victimized by detrimental contractors *did not* have an effective system for preventing it.

**No Prior Interest In Learning More = Vulnerability**

If we were to make a fairly honest evaluation of victimizations, we will find that many of our most unfortunate private home heads demonstrated no reputable prior interest in *learning* and doing more to ensure they would not be on the receiving end of contractor-related improprieties. In such cases, they unknowingly placed themselves in a defenseless situation by not proactively developing effective protocol for self-defense. They suffered the ramifications from involuntary lack of preparedness and effective counteraction against predatory contractors.

Invariably, through these 4 crucial phases to effective contractor screening, it is our ultimate objective to continually prepare for defending ourselves, families, homes, finances, and future.

**\*Refresher For Phases 1 and 2 In Relation**

**Phase 1** entails presenting contractors with our screening document to fill out completely using the numeric instructions which come with it, then returning it, along with reachable references of a minimum of five (5) residents for whom contractor candidates claim to have done the same or similar work.

**Phase 2** entails contractors returning the screening documents 100% complete, along with appropriate residential references. In this second step, we are also presented with a few options of approach surrounding our procedures for accepting or declining the forms, and for either *accepting, declining, and/or re-scheduling* contractors for another time.

In relation, **Phase 3**, entails considering the necessity of delaying to get back to contractors until after we have conducted *proper service validations* to ascertain if they are whom and what they say they are, and considerate and trustworthy enough to *begin* our projects *on schedule* and to *complete* them *on schedule*.

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Furthermore, we may want to consider *delegating* this to trustworthy relatives, friends, or associates if time is not available to us to *personally* do the required *detailed validations*. Realistically, we have not collected this vital information from the contractor just to *sit on it*. Have we? By no means! Therefore, as time allows, we may want go right into it or *delegate*.

Also, in this phase (as in the second), we are sending contractor candidates away making an allowance for another time lapse of a minimum 24 hours before connecting with them again. After all, it may serve us well to enforce this additional delay since we may not want to be pressured into making these significant decisions without first having ample time to validate the information. It may not be a good idea to rush into this.

\*Here is a very important interjection: We are *validating* for the BEST. Typically, the best of practically anything always requires quite a bit more time and preparation. The extra time devoted to the process is always worth it. Please be assured that by devoting the time necessary to this seemingly “slow” process, we are going to be amazed by the difference it makes.

#### The Importance Of a Minimal 24-hour Delay

All things considered, the fact is granted that we may have access to resources which enable us to completely validate the *productive usefulness* and *reputation* of contractor candidates on the same day, but we may not want to be so enthusiastic about seeing them again before a minimum of 24 hours have elapsed. We may require this extra time to go over our plans a bit more? We can also use it to discuss our ideas with others closest to us. Get more ideas.

Plot our strategies. Review the *scope of our project* i.e., *the details of what we need accomplished*. Who knows? We may want to add, delete, or modify something. This is the time to do these. Breathe. Tomorrow is another day. Be ready.

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## **A Story**

The theme of our story is *“Everything you see is not what it seems to be.”*

Last April (2018), a man was arrested in New Jersey for scandalizing several private home heads. What is ironic about this case is that this contractor was *registered* in the state as a home improvement contractor between the years of 2014 to 2016. Yet in that two-year period reports indicate that he was overwhelmingly an undesirable among residents. In New Jersey, a *registered* home improvement contractor is the equivalent of a *licensed* one in other states in that it establishes a contractor’s legal right to conduct business relative to the vocation for which it is granted. However, as this case establishes, being a *registered* contractor does not necessarily mean the person is morally correct.

Nevertheless, our hiring priorities are often sabotaged/retarded by much of the information we get from broadcast and other media. We hear things like *“Hire ONLY licensed contractors,”* and equivalent *“good advice.”* Subsequently, when we see the license/registration, and *validate* its current legitimacy online or via a call to the county clerk’s office, we often tend to relax our home safety priorities and authorize the hire. We can infer that this is exactly how most (if not all) his victims felt knowing that he was *registered*. Some may not have gone beyond simply viewing his card.

Summarily, this contractor’s home improvement registration expired in March 2016. However, according to reports, he allegedly continued to work as a contractor until around August the same year (Four months later). As it seems, from July 24, 2014 until sometime in August 2016, he habitually preyed on residents. He is accused of receiving various denominations of down/interim payments but leaving behind below-standard projects he apparently dubbed *“complete,”* incomplete ones, or projects he was given money to deliver but never returned to do so. We are talking about a man who is accused of creating a 2-year trail of victims who apparently did not have a working or enforced preventative system.

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Quite evidently, had they a system for him to fill out a *contractor screening document* for them to personally or by delegation “run a check,” they would have discovered these things about him. Public records.

<https://www.app.com/story/news/crime/jersey-mayhem/2018/04/10/little-egg-home-contractor-accused-fraud-arrested-galloway-hotel/502171002/>

#### The Usual Delusion

Why would anyone hire a contractor without FIRST conducting a *proper service validation* on him? Is it because he can prove that he is *licensed/registered, bonded, and insured*? Is the reason buried in the way he looks or sounds? Perhaps it is how well-versed he is and the speed at which he presents clear ideas? What is it about a contractor which moves some residents to prematurely judge this person as uniquely trustworthy and loaded with integrity? Whatever the reason, it boils down to the notion that all things *seemed to be in order*. But that is because, as it appears, these victims gave themselves no explanation as to why they would be otherwise. Why should they bother to look? Their hearts *told* them all they needed to know. And that was one of the greatest mistakes. They were listening to their *hearts* rather than to their *minds* for reasoning needed to discover the masquerade. Self-delusion.

#### Avoid Delusion When Contractors Return Forms

This is comparable to what can occur when contractors return our *contractor screening documents 100% complete* along with the recommended minimum number (5) of residential references. Since all *seems to be in order*, we can easily suppose “*Well. Hmm. Why delay! This is the guy I need.*”

Then we may put him to work. However, in so doing, we have defeated the purpose of the system. In such case, we no longer HAVE a system since it is *tossed out the window*. Therefore, it can serve us well to be very alert when contractors return fully completed forms along with what they claim to be the minimum required residential references. Things may *seem in order*, but then, as in the top of our story: “*Everything you see, is not what it seems to be.*” **VALIDATE!**

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**THEY MUST BE FIRST “VALIDATED”**

This is the overall purpose for us having the system. Albeit that Phase 2 is a bit more intense than Phase 1. Nonetheless, Phase 3 is quite a bit more profound than Phase 1 and Phase 2 combined. The reason is that we are now called upon to do what most residents do not. They lose focus on the nature of this interacting with contractors because it is suspected that it now becomes a matter *fearing the worst* if they were to do it, instead of a matter of *fearing the worst* if they did not.

Here, the term “fearing” is used as it pertains to our having the need to escape a perceived or imagined situation which threatens our well-being. However, this also gives rise to consider what our interpretation of that phrase may be in relation to our expectations. In this case, those who normally forego doing necessary *service validations* on contractors apparently do it out of a basic self-defeating sense of permissiveness.

Consequently, they invent sentimental justifications for their decision. But behind this capricious condensation is very likely the presence of unconscious fear (among others) of being *disappointed* by what we may find if we launched into a full out reputation check on them.

*“Maybe this contractor is not all he has led me to believe. I would be CRUSHED if my findings are true about that.”*

This is immensely ironic in that residents who deceive themselves in this way apparently do not seriously consider the probability of being *CRUSHED* anyway in the event he takes their money then becomes mysteriously and indefinitely unavailable.

**Listen Intently To Victims We See On Broadcast Media**

Normally, in nearly 10 cases out of 10 of the reports we read, hear, or see videos about where private home heads are victimized by detrimental contractors, they admit to not having an intact and enforceable working system for first *validating*.

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Listen closely to their stories. Are any sharing the details of how they made their decision? In as many cases, as we listen intently, we will find scarcely anyone who embraced a program for first SEEING whom and what the contractors who defrauded them “really” were. They were lied to but they had self-induced challenges HEARING them. We sadly note a common pattern of residents foregoing *proper service validation procedure*. By inference, we are not unfair to suggest that they did not do respectable research into the professional and personal reliability of these contractors because they *did not behave as though it was necessary*. However, this takes us back to the high probability that in many such cases, the major reason for this sort of negligence or *personal prudence* on the private home front is well-shrouded *fear*.

Although probability behind this *fear* may not necessarily be *exclusively* premised on discovering the truth about these contractors, it apparently plays a key role in their negligence in this area. Bottom-line: This “fear” is rooted in an aversion to *disappointment*. This is explained shortly.

#### **Avoiding Defenseless Modes: Better Eyesight-Hearing**

This overt negligence for incorporating and practicing effective preventative measures was the equivalent of voluntarily placing themselves in *defenseless modes*. These are otherwise known as being in “blind-deaf” modes of perception.

These are so dubbed since under such circumstances, residents neither see nor hear what they need to in order to KNOW if they are making a right decision. Predictably, they are easy game for the worst sort of enemy.

Our worst enemy are people who are detrimental to us whom we can neither see nor hear. In such cases, we do not discover what is required for us to really know about them to enable us to *neutralize and deflect* them. In other words, as we are so under-informed/unaware, it becomes enormously unlikely for us to defend ourselves against their evil intents.

Conversely, when we have an intact system for enforcing priorities for proper reputation checks on contractors (validations) previous to making any nature of decisions, we enable ourselves to be far better positioned.

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We can then identify contractors for whom and what they truly are, and to rightly interpret what they have said or are saying to us. Are they lying? Our validations on each contractor lets us know.

**WHEN IT IS TIME TO VALIDATE – VALIDATE!**

Fundamentally, **Phase 3** entails actually *commencing validations according to plan*. Here is where we may want to come to terms with ourselves on implementation: Are we “fearing the worst” if we actually do what we have studied so earnestly for? Are we sincerely ready, willing, and able to thoroughly validate each contractor who turns in a completed *screening form* along with the minimum five (5) residential references? Are we “fearing the worst” if we did not? For sure “fear” plays a key role in this, as well!

Is it better to be disappointed, in advance, knowing the contractors have lied to us? Or to be disappointed, later on, when we cannot reach the contractor who just stole our money! Undoubtedly, we may want to weigh the balance. Which would truly balance out to be most favorable to our expectations? Being disappointed about learning the truth AFTER we have been bamboozled? Or being disappointed about learning the truth IN ADVANCE which enables you to PREVENT it?

**SUMMARY**

\*In retrospect, our decision about the contractor was first delayed pending the contractor’s return of the 100% complete and legible “SERVICE VALIDATION FORM.”

\*Now it is delayed pending *validation/verification* of all the information the contractor entered in addition to all five (5) recent residential references. A minimum combined delay of 48 hours.

This ends our intensive study of *Phase 3: 4 Crucial Phases To Effective Contractor Screening!*

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**Upcoming Phase 4**

This is the ultimate *Phase* for enforcing our system. It is the easiest. The reason is that the research is over. We can now SEE each contractor candidate for whom and what he actually is, and HEAR if whether or not he was truthful about everything. Now we have all the facts. We see what we probably did not. We hear what we may not have heard. We are in a soundly more leveraged position than at any other phase of the process!

\* \* \*

**\*Other Self-Empowering FREE Online Studies Offered By HGRBS**

**Strategic Studies** – Real-Life Videos of Contractor Victims and other free online home study courses.

**American Homeowner’s Fast Track To Best Contractors** – This home study is a representative offering of the SERVICE BOOKLET. It is a free online booklet now available for all major regions of the U.S which is as a personal guide to residents for researching and evaluating contractors. In addition, it serves as a guide to residents for considering legal complaint options for relative conflict resolution.

**Leveraged Legal Forms:** The only HGRBS-originated online home study which introduces and explains by means of legal facsimile, the purpose, use and impact of legal forms specifically used in contractor-related home maintenance and improvement.

<https://www.americanprivatehomefront-hgrbs.com/Leveraged-Legal-Forms-For-US-Homeowners.php>

*Edited by D. Madden*

*[Tentative Adjustments By Volunteers]*

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