

**Homeowner's Guide USA – Phase 4 – Making The Safest-Wisest Decision**  
**4 Crucial Phases To Effective Contractor Screening**  
[Simplifying Phases For Implementing The “Home Service Validation System”]

***Making The Safest-Wisest Decision***

**(Phase 4)**

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

**Preview**

**Phase 4.** The research is over. Now, let us simplify things a bit by focusing on just one (1) contractor. You have checked out all the info one (1) of the contractors entered in the form, including the five (5) recent residential references, but there are a few gaps. That is probably not what we would favor. The reason is that gaps normally indicate trouble. Missing information typically signifies *something is not quite right*. In that moment, it may do well to step to the plate and make the call.

Succinctly, if our standard for an acceptable candidate is 100% validated information, but our research only yields 90% on returns, it would seem that we would defeat the purpose of our precautionary measures if we settled for that 10% shortfall. Yet, on the individual premise, *we each breathe our own air*. It is what the air quality is for each of us in these matters which is most significant in the decision making process. Each situation has its own nuances which make allowance for justifiable levels of tolerance, intolerance, acceptance, or rejection of the applicant.

**What Is Our Verdict?**

We have accomplished all required necessary research according to plan (whether personally or by delegation). What is our verdict? However, every one of the five (5) contractors who filled in and submitted the “SERVICE VALIDATION FORM” is short on that 100% mandatory requirement. What do we do? We have to pick someone. But NONE of these! They failed. Best recommendation is for us to not go any further with these contractor candidates since our research has proven neither is whom or what he said he was, nor were his residential references adequate enough to establish his trustworthiness.

*“We’ve decided to go with someone else.”*

That is the general idea of what can be said to each of them. We are not obligated to say much more since there is truly no longer a reason. The “someone else” is entirely our business. Bottom line: If the information each of these contractors submitted was true, upon conducting the necessary *validation* checks, how is it possible for any of it to have scored less than 100% on verification?

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**Reasons For Decline**

Did they all lie about a couple things? Did one of the residential references move? Were any of their credentials unverified or unverifiable?

Hypothetically, maybe we can begin with the one which has the most obvious lies. One contractor says he is licensed. In our *validation* efforts, we noted that not only was he NOT LICENSED, but the business address he entered was not his.

In yet another, we found that the contractor who said he was *bonded* and *insured*, was indeed *bonded* and *insured*, but only one of his references checked out, and the project had nothing to do with the sort of project we have lined up.

Turns out that all the contractors were not honest about one thing or another. Although, we may have been able to *validate* some things, there were others which we were unable to. They were either *misrepresentations of the truth* or undiscoverable. In this case, we can ask ourselves:

*“How is it that all five of these contractors falsified their forms?”*

And, our obvious answer:

*“They were not right to begin with!”*

But, how could we have ever known judging by their presentations, or looks, alone? Or, how will we have discovered whom and what they really are on solely our “gut feelings” about the contractor we thought was the best possible candidate for the job who turned out to be a regular predator against innocent private home decision makers?

How will we have known (without an online search) that he has three (3) active and related warrants out for his arrest! He is a scoundrel and a fugitive from justice! Yet, he appeared to us as a fully reputable, experienced, and “well-loved” individual.

**Examining The Situation**

When we stand back a bit and really examine the situation, at some point or another, we will arrive at the realization of the fact that through having contractors fill out our initial paperwork and through incorporating it as part of our “house rules” the system which develops from its use, we actually spare ourselves, families, homes, and finances from being squandered by misfits.

However, our projects remain undone. We still need qualified and cleared contractors to perform them. Subsequently, we begin the scouting and selection process again. We use the system again. The more we use it, the better it can work for us towards making safer, wiser, and better decisions about and getting better results from contractors.

*Interjection:* As we have seen in our hypothetical situation with the five contractors who turned out to be dishonest people, we did more than shield ourselves from them. We got rid of them!

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Most contractors who knock on our doors looking for work DO NOT have *all the paperwork in order*. Most sales personnel who knock on our doors work for illicit parasitic operations.

*\*Careful whom you invite for an interview. They may not be whom or what they say they are.*

### **Brief History On Origins Of The System**

This is the perfect time for re-emphasizing why the system was developed to begin with. It is significant to the history of the screening document around which it centers. The idea was developed after the first HGRBS “*Community Alert Campaign*” which officially kicked off during the summer of 2013. Basically, this entailed going door to door handing out flyers and speaking to people on the street in the Pacific NW region of the state of Washington. The premise was sharing information with private home residents about HGRB’S online availability offering free advice, consultation, and support about making safer and wiser contractor decisions ([Free Service Policy](#)).

Nevertheless, one of the vicinities visited was an isolated neighborhood in S. Tacoma, WA. There was one resident who shared his experiences about groups of unrelated contractors who continually stopped by his home uninvited. Apparently, the resident did not have an effective system for deflecting these pernicious contractors. Yet by inference, had the present “home service validation system” been accessible to him at the time, it is highly unlikely that the challenges he faced keeping the same unwelcomed contractors away will have persisted.

*Interjection:* Most contractors who visited this resident were very likely illegal. And they probably dropped off cards and flyers on the principle of *just showing up a lot* to remind him of their availability. Of course, this was in spite of the fact that the resident in question shared the fact that he and his wife were very clear to them about neither wanting or needing their services. According to him, while he was a work they would show up at the house and attempt cajoling his wife into providing work. As stressed earlier, this resident apparently had no paper work for them to fill out. Yet by conjecture, what if he did? What if he smiled the next time they visited, then offered them an opportunity to fill out a *contractor screening document*? Will they have done so? And, what if he told them that it was part of his “house rules” for contractors who expected to work for him. Then if they inquired about this untraditional practice, what if he simply said:

*“We do background checks, now. That’s part of our house rules.”*

There is a likelihood that they would have a personal challenge there! The reason is that these were apparently contractors who were far too unprincipled and un-credentialed to score 100%. Whether they lied or told the truth in the form, they evidently were not legally permitted or certified to do business as contractors in any capacity.

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**Motive For Creating The Form**

Hence, the underlying reason for developing the form along with a working system was *to discourage repeat visits from the same unwanted and uninvited contractors.*

Invariably, probabilities were very high that none of what they had entered in this resident’s screening document (assuming it existed and was in his possession) will have scored well by system standards. However, there is a very good chance that some of the information which they entered would have been directly traceable to each of them in one way or another. Also, upon turning it in, system’s requirement is for each to authorize the resident to conduct a full reputation check/service validation on him. That required the contractor’s signature.

There is a place on the screening document which reads “AUTHORIZATION.” There each contractor is required to sign. In so doing, permission is voluntarily given for the resident to learn everything possible about them. However, access to public records does not necessarily require a contractor’s permission. In fact, it is generally a widely and legally recommended practice for US private home heads to publicly seek as much data as possible in this regard. Requiring each contractor to sign the screening document cements that fact.

Summarily, through having each contractor sign the form, the message is clear: The resident has the contractor’s acquiescence to initiate a *proper service validation* on each one. By this means residents learn vital facts about the contractors themselves including their *real names, business location* (home or commercial location), *licensure/registration, certifications, and residential reputation.* By this means, residents are armed with crucial facts about each contractor which can be used against them in the event they return against their wishes.

**Expressed Trespass Warning**

Information garnered from each contractor also gives residents increased leverage for expressly warning undesirable contractors of their prerogative to have them cited beginning with variations of trespass. Already the legal leverage is on the side of residents. Now armed with crucial facts about each contractor that is increased manifold. This is especially so when undesirable contractors falsify their information.

**\*This is the sort of leveraged power we demonstrate when in Phase 4 we DECIDE!**

The info we have collected on each of these contractors enables us to *see* them for exactly whom and what they really are, and to *hear* them for what they have actually said to us. Now we KNOW the truth. This bolsters even more of our reasons to *trust* or *ban* them from ever again setting foot on your property. Consumer affairs and frontline law enforcement are always at the ready as the need may arise. They will *know* who to look for because we *know* who they are.

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### **Fringe Benefit Of System**

The system is specifically designed to identify contactors for whom and what they are. Although the original intent was for discouraging unscrupulous contractors, it has also an inherent function for identifying the BEST. Factually, most contractors who are legitimate with seemingly countless favorable residential references easily score better than 100% [blindfolded]. These are the *best of the best*. The system enables us to identify them.

By and large, aside from the *deterrent effect* of our system, there is a *magnetic effect* in that after a while the best contractors tend to share leads with others who are “top-of-the-trades” in different realms of contracting. One of the biggest compliments we get is that we only hire “the best.” These are consistent with the 100% requirements of our system. That normally comes with a higher price tag. There are easy payment plans.

That is something else about the best: They usually can customize convenient payment plans on condition (reasonable) that their higher rates are within our means of affordability. Good credit – a plus! Contractors included.

### **Our State Of Mind: Bottom Line**

It all boils down to our state of mind. And, this gives rise to the fact that unless we conscientiously train our minds to be ready to do whatever is necessary to implement the safest possible hiring protocol, what we learn in this guide is useless. The bottom line is that there is a correlation between *thinking improvement* and *home improvement*. It is highly implausible for us to improve our chances for better results on our contractor-related home projects when we neglect correlational enhancement of our actions consistent with our thinking.

The system offers a way for us to develop the best possible protocol for doing the right thing, at the right time, all the time. We can start by making the decision for incorporating it into our *house rules* as the standard for hiring contractors who are not established for what they do in the neighborhood. Essentially, the system is primarily for those who do not fit well into that picture.

### **Summary**

In closing, let us do one final summary of all crucial phases:

**Phase 1.** Recommendation is for us to interview at least five (5) different contractors who are similarly skilled in the nature of the project we have in mind.

Although, it is suggested that the “walk-through” or “walk-around,” is done in about 10 minutes, it is understood that some will require longer because the scope of some projects require a bit more time for us to convey. The *10-minute* mention is only a marker.

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The *10-minute* parameter serves also as a reminder that, at this time, it is perhaps best to stay focused on brevity. Show the contractor what we need done, get his bid, discuss the possibilities while we are *walking the contractor back* to the front of the house (outside) or to the front gate. At that point (This is only an example. Present the form using whatever skit which works best for you), we ask the contractor to wait there.

We then return with our “service validation form” and gladly hand it to him along with its numeric instructions. Then we give the contractor our personal instructions for taking it with him, then around the same time on the following day or at some later time, returning it to us completely filled out along with the five (5) recent residential references for whom he claims to have done the *same* or *similar* project.

**\*Remember to mention this is part of our house rules BEFORE making decisions about contractors.**

**Phase 2.** Here is when the contractor returns the form completely filled out and legible. Included with this are required residential references. Then we graciously thank each contractor for returning the form along with the required references. We may want to avoid the small talk. We then advise him to the effect that *we will get back to him* with our decision on the following day or at some specified later time.

\*Please review *Phase 2* as often as possible since we may want to really develop our priorities and policy in such ways as to work best for us, individually.

**Phase 3. We have the information!** Why have we collected it? Let us therefore implement the process. It is advisable that we waste no time in personally doing all validations ourselves or delegating them to a trusted and capable relative, friend, or associate. Everything must be validated, including anything each contractor said which may not necessarily be in writing.

**Phase 4. We have our results in hand!** At this point we will make our best decisions whether they entail *hiring, declining, or banning* each contractor according to our findings. This is a working system. Yet as we have considered earlier, in order for us to get any practical system to work for us it is immensely important for us to do what is necessary to that effect. No system works for us in the **FIRST** order of things. And again: In order for any system to do so to our satisfaction, it is really imperative for us to do what is necessary to *make it work* for us. This principle is just as valid when it comes to using our contractor screening document and the system which grows out of its use. **VALIDATE!**

This ends our series for mastering the **4 Crucial Phases To Effective Contractor Screening!**

**HOME IS THE BEST WONDER OF THE WORLD!**

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**\*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.

[Resident Support](#)

*Edited by D. Madden*

*[Tentative Adjustments By Volunteers]*

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