



## Ball Park' Pricing

If a customer is eager to determine what his project will cost and presses for a quick estimate, you must be careful. Quoting a 'budget price' can be a trap. It is only fair that the customer give you time to properly evaluate the job and give an accurate price. If your quick estimate is **too high** he may go hire someone else, thinking you are too expensive. Or if your ball park price is **too low**, the customer will be disappointed at the true price and may even think you were dishonest in the first place. **A better way is to defer giving a hasty price and promise to get back with him as soon as you can carefully evaluate his project.**

Other project documents may include construction and architectural **[plans] drawings** and schematic diagrams. **Specifications, Features** will provide details of the types of materials to be used, fixtures and equipment to be installed. These details must be observed and the specifications adhered to very exactly. If there is any conflict or specified items cannot be furnished it will be necessary to ask the customer for a variance or a waiver before the bid is presented. The local construction codes are the legal minimum requirements. The contractor must meet or exceed all the applicable codes.

"To get started, visit WaymonMeadows.com and select the Model Home link on the homepage. From there, you can browse available home designs, specifications, and features. Simply choose your preferred options and submit them along with your plan deposit, and we will provide you with a detailed construction bid."

"Ready to build? Head over to our website at WaymonMeadows.com and click the Model Home section to explore our floor plans and custom features. Once you've selected the options that fit your needs, please send them to us with the plan payment. We'll then get back to you quickly with a personalized bid for your new home."

Better yet, come see me at 404 Ridgewood Avenue, Dundee, FL 33838 and we can do it together. Rember there is no obligation, no pressure, you make the decision when you are ready to build.

Waymon  
863 287 5981  
P.S.

Here is a breakdown of the key points:

- Necessity of Plans: The company cannot provide a price without a complete set of plans. This is because detailed plans allow for a precise calculation of all associated costs and requirements.
- Accuracy over Speed: The emphasis is on providing a correct estimate, rather than a quick, potentially inaccurate one. This likely helps manage client expectations and avoid unexpected costs later in a project.
- Professional Rigor: To ensure the highest level of accuracy, at least two professional estimators review each new plan. This dual-estimation process acts as a quality control measure.

In summary, the company prioritizes a thorough, detailed estimation process based on concrete plans to ensure the final price is reliable and accurate.





