

Is this what you want?

We need make sure that what we are bidding is what the customer wants



Likely we'll be talking to the End User, or his chosen agent, whoever is authorized to make final decisions on design and architectural style.

Rep: We've got your plans here, and we are going through it. This is what we see what as cast stone on the plans.

Is this everything? Have you thought of having XX or YY in cast stone? I could bid it, and you can see if the cost is competitive.

Customer: I will consider your options. Will there be any problems with my accepting part and rejecting part of the bid?

Rep: No, We will rework the bid until you are satisfied you've ordered exactly what you want. Everything will be verified and you will know exactly what you are getting before we begin production.

Here is a good opportunity to suggest options in cast stone. By now you know what this customer is looking for, if his priority is unique style, or if he more interested in minimizing the costs. Help them adjust the bid to fit their needs, give them options and alternates till we produce the perfect bid for them.