

What Is Most Important To You?

Asking the customer about their priorities.

Rep:

We have been looking at your plans, and we have an idea now what the project looks like. There a detail we'd like to discuss with you directly. Generally we find that a customer has one of three priorities.

- 1) Time – You need the product right away, the
- 2) Quality – You want the very best product or you want many custom details and a unique architectural style.
- 3) Money – You

Your priorities are an important element we want to incorporate into your estimate. If time or money is your priority, we suggest avoiding a lot of custom stone. If you are in a hurry, we would steer you toward using only our standard products, eliminating many design steps, and several fees as well. If money is particularly tight, we might suggest using as much of our in-stock inventory as you can. We will take your needs into account when we produce a bid for your project. If architectural style and the look of your project are paramount, let our estimators and draftsmen produce something completely unique for you.