

We are considering a project.



## Option A

1. Choose an Architect
2. Take plans out to various builders for pricing
3. Review various bids from various builders with various contracts, specifications and various allowances.
  - a) Attempt to get "apples-to-apples" comparison
  - b) Play builders against each other for best pricing
4. Select Builder and begin project

**Pros:** + Use leverage to get lowest initial pricing  
**Cons:** - No builder involvement in design  
- No synergy of effort. No trust established.  
- Catalyst for hidden costs.

**Fatal Flaw:** No two builders will price project the same without detailed specifications, and most homeowners cannot sort through the differences.

What's next?



## Option B

1. Choose a Builder
  - a) Meet in person with each
  - b) Check references
  - c) Look at their work
  - d) Discuss pricing
2. Work together with Builder and Architect to design plans
3. Work together with Builder to create detailed specifications and pricing
4. Begin project

**Pros:** + Early builder involvement helps expose and control project costs.  
+ All parties work together from the start  
+ Much stronger relationship between Builder and Homeowner.  
**Cons:** - Must select builder before firm design or pricing is established.