

10 questions that *sort contractors*

Every contractor sounds the same on the phone. These ten questions do not sort them by what they claim, they sort them by how fast and how specifically they answer.

SHORT ANSWER

Ask for current insurance certificates, the licence number, exactly what is included and excluded, what happens if site conditions differ, realistic dates, the warranty in writing, and what documentation you get at handover.

You are not scoring ten answers, you are reading a pattern

01 Can you email me your current insurance certificates today?

A professional has them on file and sends them without being chased.

02 Are you licensed for this work, and what is the licence number?

The number belongs on the quote. Check it free on the NSW Fair Trading register in under a minute.

03 Who actually turns up: employees, regular subcontractors, or whoever is free?

Any answer can be fine. Not being able to answer is not.

04 What exactly is included, and what is excluded?

On concrete: thickness, reinforcement, base preparation, finish. On barriers: the fixing detail.

05 What happens if you hit rock, or the substrate is not what you assumed?

A professional has a stated rate and a process. The alternative is an argument halfway through.

06 Who is responsible for the design: you, my engineer, or nobody?

If the answer is nobody, stop there.

07 When can you realistically start and finish?

Someone who promises Monday to win the job will disappoint you on Monday.

08 What do I get at handover?

It should include photographs of whatever got covered up. If the answer is an invoice, the evidence you may later need will not exist.

09 What warranty applies, and is it written on the quote?

Warranties live on paper rather than in conversations.

10 What don't you do?

The most revealing question on the list. 'We do everything' usually means nothing in particular is their specialty.

Want this priced, or just want a straight answer? Call 0490 191 019.

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