



## Why Consulting?

Why should professionals (contractors, architects, engineers and home inspectors) consider involving a construction consultant with their businesses?

Because getting an unbiased opinion regarding structural concerns can be key to helping the potential homeowner/client move forward with their decisions when certain issues need further clarification, understanding and objectivity.

Since most professionals have the potential to get work out of the service or advice they provide, it can "cloud" information that the customer perceives. Using the services of an outside, impartial consultant can help your potential customers obtain independent information that can assist their decision process when it comes to deciding what is "right for them" regarding certain issues.

Areas where clients especially seem to get varied opinions on what to do involve drainage, foundations, settlement, and seismic issues. Various approaches to mitigate concerns will often be presented and discussed. In the end, the client usually wants to know that the final solution is effective and is the best "bang for the buck".

Real examples of how opinions can vary are as follows:

A local homeowner's residence was experiencing a settlement issue. Three people gave their opinions. An engineer said to put deep concrete piers in the center of the home directly under where an exposed roof beam was experiencing visual movement. One contractor said to remove and replace the entire foundation. Another contractor said to only underpin a portion of the existing foundation.

What did I find? The center of the home was the highest elevation point and the visual movement was a result of the rear of the home settling. The fix - do as the last contractor said and only underpin a portion of the existing foundation.

By bringing in a construction consultant, the homeowner was able to:

- 1) Make sense of their current situation.
- 2) Discuss various approaches to remediate their issues.
- 3) Understand the expectations of their choices and rough costs to do so.

When structural issues arise, helping a homeowner understand and make the decision which is best for them can often be challenging. With this in mind, how can using the services of a construction consultant benefit the professional contractor, architect, engineer and home inspector as well as the homeowner?

By initially working with a professional who collaborates with a construction consultant (when appropriate), the homeowner can get a sense of teamwork which is based with their best interest in mind. In this manner, the project can be carefully addressed and understood by the potential client, enabling them to feel comfortable in the direction of their project and the services of the professional whom they are hiring for the work to be done.

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