

**SCOTT MOSBY**

# Choose Wisely Your Foundation Company

*Scott Mosby*

So your house has cracks in the walls, sticking windows and doors and maybe even water in the basement. It sounds like your foundation needs professional attention, and soon! Can your foundation be fixed? How can it be fixed? Will your home ever be structurally sound again or will you even be able to sell the house? Whoa! Breathe. Let's work through these questions one at a time.

If your house is important and valuable to you, then saving its life is important and repairing your foundation is in your future. Think of your foundation problem as similar to an ailment, a medical disease or sickness that requires treatment to restore its health. Accurate diagnosis of the real problem is critical to success and choosing a proven technology can increase your chances of success. You also recognize that seeking treatment from an experienced team increases your odds of success and limits the risk of scams. So relax, breathe and let's get started restoring your foundation back to health.

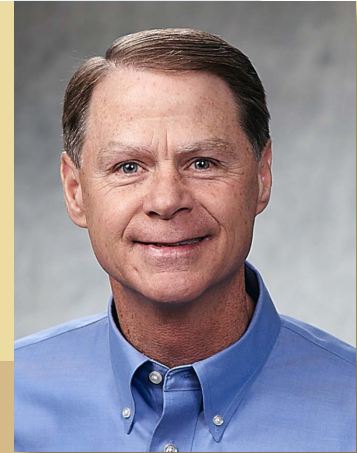
## DO YOUR RESEARCH

I recommend beginning your search for a reliable company in the trade associations for the foundation repair industry. Good companies that are committed to quality, training and customer service tend to be active in their industry and their trade associations. These companies are attracted by the education and technical research provided by these organizations. Next, look for leadership within the industry as these training professionals tend to be quite visible and serve as role models within their industry. The best in each field tend to share their expertise as their knowledge matures. Choose from this list of experts for the next interview step.

## ASK THE RIGHT QUESTIONS

Arrange an interview with a representative from the company you believe shares your values and can offer you the experience and service you seek. Invite them to view the symptoms and to discuss your concerns about your foundation. Ask for their diagnosis of your foundation problem, and for their suggestions and recommendations for how to restore your home's health. Your objective is to assess the company's capability, experience, knowledge, technology, recommended options and their ability to work with you. This interview should take approximately 60 to 90 minutes. You are searching for a partner that shares a common objective of reliably fixing your foundation. Pay particular attention to their ability to speak comfortably with you and clearly explain the decisions you face. It is this relationship that guides your repair project, so build a strong foundation of agreement from the start.

Prepare a list of questions to ask during this meeting. This is a job interview for you to assess their skill, style, competence, trust and willingness to help you. Do they seem knowledgeable about their field? Do you feel that they accurately identified the factors causing your problem? What options are offered to correct the problem? How well do they educate and explain to you the options in a way you understand? Is their recommendation well thought out and do they offer options? Is the warranty reliable and versatile? How well will they clean up during and after the work? Finally, do you trust the representative, the company and their advice? This is the key consumer judgment that guides selection.



SCOTT'S CAREER SPANS OVER 35 YEARS OF HOME ENHANCEMENT, LEADERSHIP, EDUCATION AND ADVICE, WITH EXPERIENCE AS A CARPENTER, PROJECT MANAGER, BUSINESS LEADER, INDUSTRY EDUCATOR, AND HOME IMPROVEMENT CONSUMER ADVOCATE.

## Credentials

- Certified Graduate Remodeler (CGR)
- Certified Aging in Place Specialist (CAPS)
- Certified Graduate Builder (CGB)
- Certified Green Professional (CGP)
- Better Business Bureau Board of Directors
- Building Performance Institute Shell Specialist
- Environmental Protection Agency Certified Lead Renovator
- Bachelor's Degree in Finance from the University of Missouri-Columbia

*Mosby*  
BUILDING ARTS  
THE Art OF LIVING



### MAKE THE RIGHT CHOICE!

After choosing a company that can deliver a professional repair, then you are ready to consider price. Make certain you first judge the competence and ability to repair your foundation before considering price. A low price on a failed repair doesn't solve your problem, so make certain you first choose a capable company. Next, consider price in relation to options. I suspect you will find that their skill and your preference will line up proportionally. Like most things, you get what you pay for. You now face a clear decision of how much risk you are willing to take in relation to the price and quality choices of the company you prefer. If you seek a lasting repair and warranty, with price as a second objective, then you can choose from the top of your list. If your focus is driven by price over confidence and risk, then you face a different decision. I suspect you will find your preference will become clear as you work through your choices.



Remember that your objective is to fix your foundation. Doing things right the first time is what achieves the reliable and lasting results that protect both the house and your peace of mind. Choose wisely.



## The CHANCE® 30-Year Peace of Mind Warranty

### ANNOUNCING...

CHANCE and ATLAS-brand foundation products now carry the industry's best warranty. PERIOD.

#### THE CHANCE 30-YEAR PEACE OF MIND WARRANTY

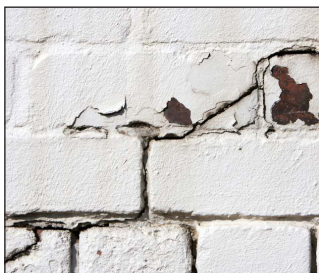
CHANCE and ATLAS-brand foundation systems offer property owners a technically superior, cost-effective alternative to other remedial and new construction foundation systems. They're backed by over 95 years of structural engineering experience and they are the only systems on the market that can make such a claim. Our systems are also unique in the peace of mind you'll experience because they carry the industry's best product warranty. Period. When installed by a CHANCE-certified installer, you'll also receive an installation warranty so you're fully covered with the assurance that you've selected the right product and the right installer.

#### FEATURES

- 30-year product warranty
- Unlimited transfers during the 30-yr period
- Tandem warranty - product + installation

#### BENEFITS

- Industry's best, most powerful warranty
- Transfer the warranty when you sell your home
- Peace of mind that you're completely covered



Find a Repair Expert in Your Area at [www.CHANCEEXPERT.com](http://www.CHANCEEXPERT.com)

