

Home Show SURVIVAL GUIDE

GEAR UP TO GET THE MOST FROM YOUR VISIT

BROUGHT TO YOU BY:



Remodeling can really be a fun & fulfilling experience. Home shows are a great way to learn more about the projects you are looking into for your home.

What To Bring:

List of Project Needs & Questions



Prepare a list the day/night before and bring it with you the day of the event. Nothing is worse than walking away and then remembering that important question or piece of information you missed.

Photos & Inspiration



Bring photos (printed or on a mobile device) of your project site (windows, siding, sunroom, roofing), along with photos of example projects that you like. This will allow vendors to more accurately design to your needs. Pinterest and Houzz are two great resources to use when speaking with vendors.

Measurements



Bring measurements for your projects. Having the correct square footage, window/door size will help you get a more accurate estimate and compare between vendors.

Budget



Know your budget before you get to the event. A home show is a great time to take advantage of vendor promotions and potential savings.

Questions To Ask:

- 1 What makes you different from your competition?** The home improvement industry is saturated with contractors. Find out what sets them apart from everyone else.
- 2 Who builds your products? Where are they made?**
- 3 Who installs your projects?**
- 4 What is your guarantee? Does that include installation? How long is the guarantee?**
- 5 How many years have you been in business?** A company's tenure can be a testament to the quality of its products and services.
- 6 When can they start on the project? How long will the project take?** Having a timeline range will help with the planning of your project(s).
- 7 What type of accreditations does your business have?**

It's important to realize that **sometimes it's not the answers you get that are significant, but the answers you don't get.**

Asking the right questions is not enough. **Pay attention to your instincts & think about what information may be missing.**

Increase Comfort & Energy:

Hydrate

Event floors can be warm.



Deep Pockets

Wear something with secure pockets to keep your smartphone, business cards, checklist and pen/notepad so you have quick, easy access to all of them.



Backpack

(Vs. A Shoulder Bag) Leaves your hands free to take notes.



Dress in Layers



Comfortable Shoes

Quick Tip:

Bring envelope address labels.

Stick your address labels on prize/info entries or business cards to save time writing it down every time.



Your time is valuable.

Maximize your time by researching vendors before the show; visit their website, check out their online reputation, etc.

Then write down their home show vendor information using the spaces below. (TIP: For specific projects, choose up to 3 different vendors to compare and visit.)

Vendors To Visit:

Co. Name:	Co. Name:	Co. Name:	Co. Name:	Co. Name:	Co. Name:
Booth #:	Booth #:	Booth #:	Booth #:	Booth #:	Booth #:
Products:	Products:	Products:	Products:	Products:	Products:
Notes:	Notes:	Notes:	Notes:	Notes:	Notes: