

## Sales Process Overview: What You Can Expect from Burkard Custom Cabinets

At Burkard Custom Cabinets, we know that remodelling can feel overwhelming, but don't worry—we're here to guide you every step of the way! Our main goal is to make the entire process as smooth and stress-free as possible, so you can focus on getting excited about your new space. Below is a quick look at how we'll take care of everything for you:

### 1. Initial Contact and Consultation:

- **We'll come to you:** After you reach out, Don will schedule a time to visit your home, snap some photos, and chat about your vision for the project. This is where we really start to get a feel for what you want and how we can bring that to life!
- **Understanding your project:** We'll take measurements and go over all the details, so nothing gets overlooked, ensuring we capture the full scope of your remodel.

### 2. Preliminary Estimate:

- **Creating your estimate:** Based on what we learned during the site visit, we will prepare a preliminary estimate for you. This will give you a good idea of the project's cost, with the understanding that the final design decisions may adjust the price a little.
- **Tailored to your vision:** We know your design choices will shape the final cost, so we'll make sure the estimate reflects your preferences as closely as possible.

### 3. Initial Deposit:

- **Securing your spot:** Once you approve the estimate, we will send over an invoice for the initial deposit. This deposit locks in your project, and from there, we'll be ready to move forward.
- **The fun begins:** After the deposit is received, we'll dive into the design phase and work closely with you to finalize all the details.

### 4. Design Decision Phase:

- **We'll help you decide:** As we get into the design phase, we will guide you through selecting materials, finishes, and fixtures. We want to make sure everything feels just right for your new space.
- **How design choices impact costs:** Some design decisions, like upgrading to custom finishes or specialty tiles, may affect the cost, but we'll make sure to keep you informed along the way.

## 5. Final Quote and Project Scope:

- **Nailing down the details:** Once you've made all your design decisions, we'll give you a detailed quote that covers the entire project scope. This is the official green light for moving forward!
- **Confirmation:** You'll sign the quote to let us know you're ready, and we'll start prepping for the next steps.

## 6. Scheduling and Payment:

- **Setting a start date:** Along with the final quote, we'll send an estimated start date for your project. While the date might shift due to materials or other factors, we'll keep you updated every step of the way.
- **Easy payment schedule:** We'll also provide a payment schedule, so you know when each payment is due during the project.

## 7. Preparing for Project Commencement:

- **Getting ready to roll:** Once everything's approved, our team will begin preparing for the project. We'll order the materials, line up our schedules, and make sure we're all set to get started!

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**We're excited to work with you on creating the space of your dreams. Should you have any questions or need support at any stage of the process, please don't hesitate to reach out to us!**