



CONCEPT GARAGE



RED FLAG CHECKLIST - EPOXY FLOORS



Instructions: Tally the "fails" for each section below as you interview potential contractors. If a contractor fails on 5 or more total... RUN!

PASS FAIL

Documentation: Agreement, Payment Terms, Warranty

- | | | |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | labor warranty excluded (manufacturer warranties are nearly impossible to prove) |
| <input type="checkbox"/> | <input type="checkbox"/> | no guarantees or lifetime guarantees (epoxy floors last ~10 years) |
| <input type="checkbox"/> | <input type="checkbox"/> | waives all responsibility & liability for tertiary damages (i.e. to garage doors, wall trim, etc.) |
| <input type="checkbox"/> | <input type="checkbox"/> | inclusions & exclusions are vague or omitted |
| <input type="checkbox"/> | <input type="checkbox"/> | cannot / will not provide material spec sheets for review & approval |
| <input type="checkbox"/> | <input type="checkbox"/> | payment terms are aggressive, no payment options available (50% deposit is common) |
| <input type="checkbox"/> | <input type="checkbox"/> | total price excludes sales tax |
| <input type="checkbox"/> | <input type="checkbox"/> | the total price is < \$4.50/sq. ft (use this as an MSRP) |
| <input type="checkbox"/> | <input type="checkbox"/> | they charge through Venmo (FYI, Venmo does not allow business accounts) |
| <input type="checkbox"/> | <input type="checkbox"/> | they cannot furnish a written proposal |
| <input type="checkbox"/> | <input type="checkbox"/> | their contract is clearly <i>not</i> written by an attorney |
| <input type="checkbox"/> | <input type="checkbox"/> | they cannot furnish a W-9 or proof of commercial liability insurance |
| <input type="checkbox"/> | <input type="checkbox"/> | they cannot email you an invoice |
| <input type="checkbox"/> | <input type="checkbox"/> | they demand final payment upon completion of the work (before the floor is 100% cured) |
| <input type="checkbox"/> | <input type="checkbox"/> | they will not complete a final walkthrough or final acceptance letter before demanding payment |

Fail Quantity:

Notes:



PASS FAIL

Product Selection & Service Execution

- their epoxy floor "system" is less than 3-parts (a 2-part system = (1) primer coat +(1) top coat)
- they are only including 1 top coat
- they plan to power wash and etch to prepare the floor (as opposed to diamond grinding)
- epoxy flooring is *not* their full-time career or domain of expertise
- they do not have employees, they rely on friends and family to help complete their jobs

PASS FAIL

Contractor Screening

- < (20) 5-star reviews on Google
- < 4-star overall review rating
- aggressive sales tactics are used to push you into buying now
- they panic when you inform them your real estate attorney will review their contract
- they do not own their own home
- their website is non-functional, has multiple errors or broken links
- they point you to their social media page instead of their website
- their email address is @gmail.com
- their vehicle is not branded with their business information
- they are not uniformed or well-groomed
- they are not operating as a corporation (LLC, S-corp, C-corp)
- they use industry jargon rather than explaining the process in laymen's terms
- they need to work outside normal business hours for some reason
- they have only been in business for < 1 year or are "just starting out"
- they don't know the licensing, permitting, inspection or certification requirements (hint: there are none)

Fail Quantity:

Total Fails: