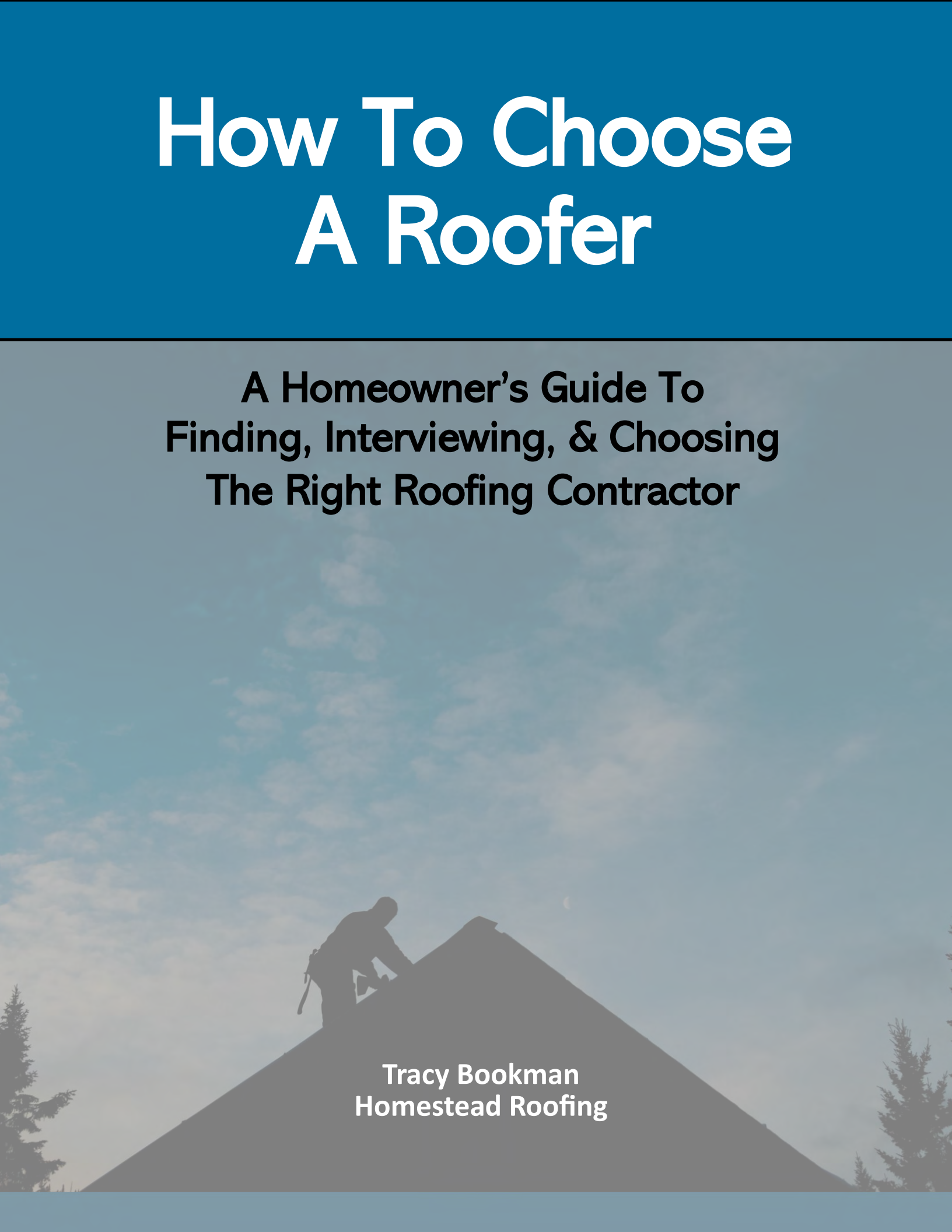


# How To Choose A Roofer

**A Homeowner's Guide To  
Finding, Interviewing, & Choosing  
The Right Roofing Contractor**

A silhouette of a roofer working on a gabled roof against a light blue sky with scattered clouds. The roofer is positioned on the left side of the roof, leaning over the ridge. The background shows the roofline and some evergreen trees on the sides.

**Tracy Bookman  
Homestead Roofing**

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## A Homeowner's Guide To Finding, Interviewing, & Choosing The Right Roofing Contractor

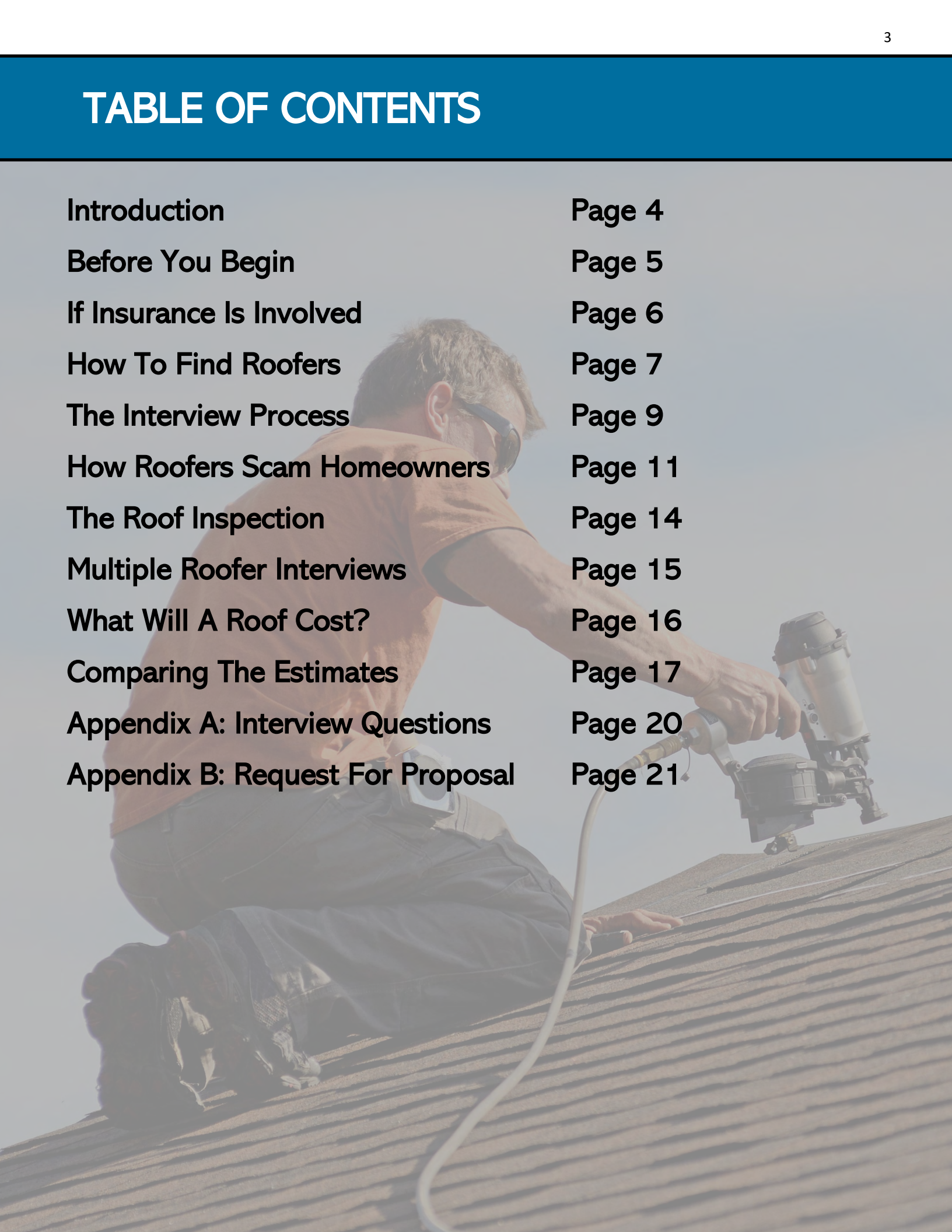
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A roofer in an orange shirt and safety glasses is kneeling on a shingled roof, using a pneumatic nailer. The background is a clear blue sky.

## As long as there have been homes, people have needed to install, repair, and replace the roofs on those homes.

If you're a homeowner in the Colorado Springs area, it's not a question of **IF** you'll need your roof repaired or replaced, it's a question of **WHEN**.

Colorado Springs is a great place to live, but it can certainly be tough on roofs with storms, drastic changes in weather, huge hail, intense sun, and relentless wind.



There are several reputable roofing contractors in the area that can help you when you need roofing services. The big question is: How do you know which roofing contractor is the right one to work with you and work on your project?

In this guide, we'll provide you with an overview of the important factors you should consider when choosing a roofer.

We'll cover topics such as:

- *What you **MUST** do before you begin looking for a roofer*
- *How to interview roofers*
- *How to compare estimates from the roofers*
- *How to choose a roofer*

## Let's jump in!





# Before You Begin...

Before you begin the selection process for your roofing contractor, you should be sure you're avoiding some of the common mistakes that most homeowners make.

Here are some major steps to take before you even think about hiring, or interviewing roofers.

Unless your home has been hit by a catastrophic weather event such as massive hail, a tornado, or a hurricane, you first need to know what condition your roof is in.

Does your roof leak?

Is it missing shingles?

Is it old and falling apart?

Does it have damage from recent or past storms?

Unless you're experienced with roofing and you're not afraid to get on your own roof, to get these questions answered, you're probably going to have to have a roofing contractor inspect your roof.



## Do Your Due Diligence

Before you call any roofing contractors, I recommend that you invest some time in research.

Your roof is one of the most expensive components of your house, and it protects everything else under it.

Think about this before you start randomly calling roofers or letting the neighborhood door canvassers climb up on your roof.

If one of your family members had a health problem, you wouldn't just hire any doctor, would you? You'd probably try to find the best one with the right expertise, and one who would listen to you and your needs.

I doubt if you'd hire a doctor who just showed up at your door one Saturday morning...

## Would you?



## What If Your Insurance Company Is Involved?

There's a very important detail that you have to address before you try to find a roofer. IF you're paying for your roofing project yourself—"out of pocket" - then you can jump right to the section about how to find a roofer.

But... IF your roofing project is part of an insurance claim, here are some things you need to do first.

1. Talk with your insurance agent or a representative at the insurance company to find out what your deductible amount is.

You don't want any surprises when it comes time to pay your deductible to your roofer. We've seen many instances where homeowners thought they had a flat deductible of, say, \$1000, only to find out that their deductible was a percentage of their home's value. Some of these homeowners got a very unpleasant surprise of deductibles of \$4000 or more. We've even seen some deductibles as high as \$12,000!



2. Find out what your coverage type is. Is it Replacement Cost Value or Actual Cash Value? What's the difference between these two? Simply put, Replacement Cost Value coverage (RCV) means that your insurance company will pay the full cost of your roof repair or replacement, minus your deductible. In contrast, Actual Cash Value coverage (ACV) means that your insurance company will only pay the amount that your damaged property is worth at the time of the loss. In both instances, the insurance adjuster will determine the dollar amount of depreciation of the roofing based on the age of the materials. If you have RCV coverage, you will "recover" the depreciation when the work is complete. If you have ACV coverage, you will NOT get the depreciation money. ACV coverage pays you considerably less for your repairs than RCV coverage does. That's why it's crucial to be sure what coverage you have.
3. Find out if you have any exclusions on your policy. These could be items such as gutters, flashing, pipe caps, etc. that, though they're damaged, your insurance company won't pay to repair or replace them.

**Once you know these things, and before you file a claim, now start the process of finding the roofers to interview!**

## How To Find Roofers To Interview

I can't stress this enough—you MUST treat this as an interview process! Treat this as if you're an employer and you're trying to hire someone who will work for you for the next 20 to 30 years (because that's how long your roof should last if it's quality material and has been installed correctly).

Don't skip this part of the process and don't be tempted to just hire the guy that shows up at your door.

### The Best Ways To Find Roofers

First, ask the people you know and trust. Ask them if they've used a roofer and if they would use that roofer again if they needed to.

If you can't get a list of 3—5 roofers this way, ask your insurance agent. Insurance agents get bombarded by roofers asking them to refer their clients to them. If the agent is going to refer a roofer to her clients, she is going to want to make sure she's referring a good roofer because her reputation with her clients is at stake.

There are two things you need to keep in mind if you're asking your insurance agent for referrals to roofers.

1. Often, insurance companies prohibit their agents from referring just one roofer, so you may get the names of 2—3 contractors.
2. Some roofers give "kick-backs" to agents who send them referrals, so your agent's referral of this roofer may not be entirely unbiased.

Next, you can ask a realtor. Realtors are always in need of reliable tradesmen so they probably have a list of contractors they trust.

Just like the insurance agents, the realtor's reputation is also going to be at stake, so he'll likely only refer you to roofers he trusts. But unlike the insurance agents, a realtor doesn't have the constraints of having to refer 2—3 contractors, so a realtor is more likely to give you just one name, which will cut down on the number of options you will need to sort through.

Lastly, ask Google.

I mention Google last because I believe it's the least reliable way to find roofers to interview.

Do a search for roofers in your city, but don't depend on the paid ads that appear at the top and bottom of each page. I'm not saying you shouldn't call the roofers in the paid ads,

just don't assume that the roofers in the paid ads are the ones you **should** call.

Also, if you're using Google to do a search, remember that the majority of the results you're seeing are from paid directory listing sites like Yelp or Home Advisor. I recommend you don't get sucked down those rabbit holes. Try to find the links to the actual sites that belong to the contractors and view those.

From the research you've done, make a list of 3 to 5 contractors you'd like to interview.

### **You've Got Your List. What Now?**

The first thing to do is check out their online reviews. There are a few places you can find these.

- 1. Google reviews** Google is a good place to check reviews because there will be both positive and negative reviews there. If you're seeing negative reviews, read those and see how the company owner responded to them. Did the roofer make excuses and not accept responsibility, or was he courteous and apologetic, trying to make things right with the client? Negative reviews can tell you a lot about what kind of people work at the business.

Negative reviews can also tell you some things about the client!

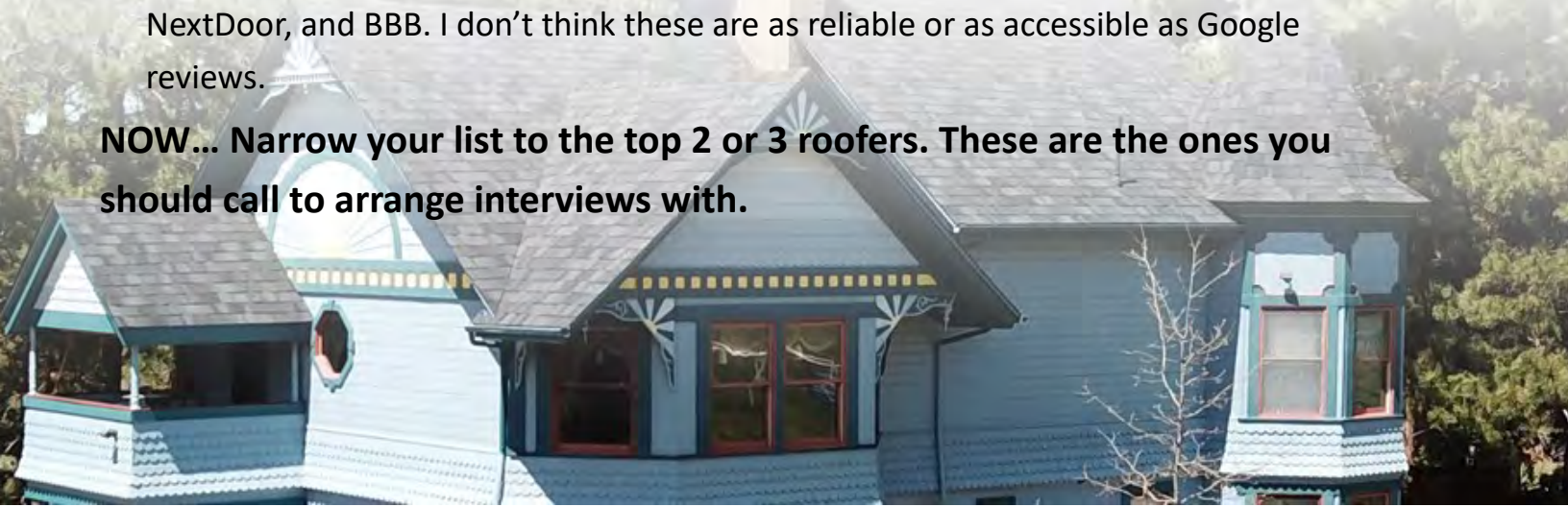
Reading the negative reviews will also tell you if those are erroneous or false reviews.

That does happen occasionally and you wouldn't want to be biased against a business because of something like that.

- 2. The roofer's website** You may find that there are testimonials or reviews that have been sent directly to the roofer, who then put those on his website with permission from the homeowner. One thing I suggest is that if those testimonials on the roofer's website don't have the homeowner's full name, that you take those with the proverbial grain of salt. If a homeowner isn't willing to have his or her full name associated with a review, there's not much assurance that it's genuine.

- 3. Other sites** There are other sites that collect reviews about businesses such as Yelp, NextDoor, and BBB. I don't think these are as reliable or as accessible as Google reviews.

**NOW... Narrow your list to the top 2 or 3 roofers. These are the ones you should call to arrange interviews with.**





# The Roofer Interview

**Following are some criteria you can use to evaluate the roofers you're interviewing**

## 1. Is the roofing contractor fully and properly insured?

Just because a roofer says he's "fully insured" doesn't mean he has all the insurance necessary to protect **you** if something happens on your property.

The contractor should have **General Liability insurance** which protects you if something on your property gets damaged during the project.

Let's say a ladder falls through the plate glass window on the front of your house during the project and it's going to cost \$8000 to replace. If your contractor won't pay for that himself, and he doesn't have General Liability insurance, you'll probably have to make a claim on your homeowners' insurance to cover the cost. That leaves you with a claim on your record and the payment of your deductible.

If the contractor has GL insurance, he can make a claim on his coverage and his insurance company can pay the costs to replace your damaged property.

The contractor should also be covered by **Workers' Comp insurance** which protects you if someone gets injured on your property.

Let's say one of the roofing laborers badly twists his ankle on your front step and can't work for 6 weeks while he recovers. The contractor's Workers' Comp insurance would then pay the costs involved rather than you getting a claim against your homeowner's insurance policy.

At a minimum, anyone that's going to be in or on your property should be covered by Workers' Comp insurance. That includes the contractor's salesmen, project managers, inspectors, and laborers.

**DO NOT** consider hiring a contractor who says he'll sign a liability waiver in lieu of having Workers' Comp insurance. He'll try to convince you that this document releases you from any liability if someone gets injured, but those documents rarely hold up in court.



# The Roofer Interview, continued

## 2. Get proof that the roofer is fully insured

Once again, just because a roofer says he's got the insurance coverage you're requiring of him, you want to verify that's actually the case.

There's only one way to do this, because, unfortunately, it's far too easy to fake having insurance or to counterfeit the insurance certificates from the insurance company.

You want to ask the contractor to provide you with the certificates for both the General Liability and Workers' Comp insurance coverage, but DO NOT accept a paper copy he gives or even an electronic copy he Emails you. Those can be easily counterfeited.

Ask your contractor to have his insurance agent Email you the certificates of insurance coverage. That way, you know that they are genuine. If he can't or won't get his agent to Email you copies, the chances are very high that he's not really insured.

## 3. Is the roofer licensed to work in the jurisdiction in which you live?

Does the area which governs your property require roofing contractors to be licensed to do work there? A roofer may have come to your city or county from out of town and may not even be licensed in your

jurisdiction even though he may hold a license in a different part of the country or state.

If your jurisdiction requires contractors to be licensed, more than likely, they also require permits to be pulled for the work. If your contractor isn't licensed, he probably won't be able to pull a permit. The red flag for this is if the contractor asks you to pull the permit for him. You should never, ever pull a permit for a roofing contractor.

The other thing that could happen is that he may do the work without pulling a permit at all. This won't affect you right away, but it probably will when you try to sell your house.

Find out if a permit is required in your jurisdiction and if your contractor is required to be licensed and make that a non-negotiable part of your interview.

**General Liability Insurance**  
protects you if something on  
your property gets  
damaged

**Workers' Comp Insurance**  
protects you if someone gets  
injured on your  
property

**Make sure your contractor is  
covered by both types of  
insurance!**

## The Roofer Interview, continued

### 4. Does the roofer expect any money up-front?

This is one of the major ways that homeowners get scammed by roofing contractors.

By nature, we are generally trusting of other people, and because of this, trusting that the contractor will do the work he's been hired to do, homeowners will give that contractor deposit money.

#### How do contractors turn this into a scam?

After they collect your deposit money, then they don't show up to do the work! He took the money and ran!

Am I saying that you should never give a roofing contractor a deposit? No. What I'm saying is that giving a contractor any money before he has provided tangible proof that he intends to do your job is a big mistake. It IS alright to give a contractor deposit money, but I strongly



recommend that you wait until the materials for your roofing job have been delivered to your property. Then if the contractor flakes out and doesn't show up to do the work for you, at least you have the materials on site. Then you can hire another roofer to do the work of installing them.

If you give a roofer money before you have the materials in your possession, then if the roofer doesn't show up, you don't have much leverage and you've probably lost your deposit money.

### 5. Is the roofer local?

It may seem unusual that we're even discussing this, but if there's a major storm or catastrophe in your area, roofers travel from all over the United States to try to get work in your town. There are a couple of reasons this it's important that you hire a local roofer.

- ⇒ If the roofer isn't local, then you can't ask your friends, neighbors, co-workers, or family members about them. Other people in your community and your circle of acquaintances won't have any experience with that contractor so you may not be able get any information about that roofer from people you trust.

## The Roofer Interview, continued

⇒ This is important: if you use a roofer from a different city or a different state, and a problem shows up with the workmanship or the materials, do you think you'll be able to get that roofer to travel back to your town to fix the problem as part of your warranty? You probably won't be able to.

### 6. Does the roofer have a contract for you to sign?

You might perceive that the roofer's contract is set up for his protection. You're right about that. But it's also a very important means of protection for you, too.

If a roofer only wants you to sign his estimate and there are no terms and conditions written on it that govern the responsibilities and expectations of both parties, that's a big red flag!

Not only do the contract's terms and conditions specify what you must do but it also dictates his business practices with regards to the project he's doing for you. Even if you feel like the roofer's contract is weighted substantially in his favor it still gives you the legal protections you need if something goes wrong.

### Should you to write your own terms in the contract?

I've read some comments on YouTube videos from homeowners who said they tried to specify their own terms and conditions into the roofer's contract.

I'm not going to say that's a bad idea, but I will say that you may find it challenging to find a roofer who wants to work with you if you're trying to make amendments to his contract. In my opinion, the best thing for you to do would be to read through the roofer's contracts and find the one that most closely aligns with how you want the project to proceed, rather than trying to get the roofer to change his contract.





## The Roofer Interview, continued

### 7. Understand the payment schedule up-front

Speaking of contracts, you should make sure that the payment schedule is clearly stated in the contract.

As we've mentioned previously, you'll probably be asked to pay a deposit on the job. That's normal, but follow the advice we've given you about when to pay the deposit. You should almost always expect to have to pay some sort of a deposit.

**UNDERSTAND THE  
ROOFER'S PAYMENT  
SCHEDULE UP-  
FRONT!**

Also, know your state and local laws which govern deposit payments to contractors. Some states dictate the maximum percentage amount that a deposit payment can be, while other states dictate when the deposit payment can be collected by the contractor.

Then, in most cases, the final payment would be due to the contractor once the work is complete. If the project is part of an insurance claim, your roofer may not require the final payment until you have received your full payment from your insurance company, while other roofers will want to be paid right away. Neither of those payment scenarios are wrong or unethical. Just make sure you understand what the roofer requires before you hire him.

### 8. Get a "scope of work" and estimate from the roofer

While this is important if you're paying for the roofing project on your own, it's even more important if the project is part of an insurance claim. If you interview a roofer who only wants to see your insurance paperwork, in my opinion, you shouldn't even bother with that roofer.

If the roofer doesn't want to provide you a scope of work that he believes is necessary



## The Roofer Interview, continued

for your project, along with his estimate for the cost of that work, and he only want you to give him the insurance paperwork, that's another big, red flag. It indicates that he's either not interested in doing the work that's required for your roof to be done correctly and to meet code, or he doesn't understand what's necessary to do the roof correctly. If he just wants to see your claim document, that may mean that he's merely a commission-hungry salesman who is trying to make a fast buck.

### Should you interview roofers BEFORE you have your roof inspected?

Most people who think they may have roof damage, or who are wanting a roof replaced, will call roofers and ask them to come inspect the roof.

You may have noticed that we haven't even addressed your inspection. If you're following this process, the roofers haven't even gotten on your roof yet. There's a method to this...

### I think it's a good idea for you to make the inspection part of the interview process.

Why?

Because then you can see how they handle that part of the process. It will give you an idea of how professional they are, how careful they are with your property, and how trustworthy they may be.

- ⇒ Are they taking photos or video of their findings and are they sharing those with you?
- ⇒ Are they creating a report for you and your insurance company if a claim is involved?
- ⇒ Are they all coming to the same conclusion about your roof and its needs?
- ⇒ If they have different conclusions, why are their opinions different?
- ⇒ Are they asking you questions about your roof and property and about what you want to do if you need to replace it?
- ⇒ Do they show care and a genuine interest in you as a person, or do they seem more interested in just making a sale and getting a contract signed?

By making the inspection part of the interview process, and by being there to observe them, you'll be able to gauge these things in each roofer.



## PRO TIP:

If you're planning to have multiple roofers inspect your roof, and it's possible that you may file a claim for any damage found, ask the roofers NOT to circle the hail dents with chalk. That only makes your adjuster's job more challenging when he comes to your house to evaluate it for coverage and has to draw his own chalk marks.

## The Roofer Interview, continued

We know that this process could be long and require a lot of your time, and it will be tempting to hire the first roofer to knock on your door after a hail storm, but we also know that all of this information will help you decide who to hire and help you choose the right roofing contractor for your project. It will help you see who is more professional and credible and trustworthy.

Again, let me emphasize how expensive a roof replacement is and ask, "If you or a loved one had a major health problem, would you hire the first doctor you found on the Internet, or who knocked on your door?"



Now that we've walked you through the interview process, it's time to actually choose your roofer.

On the next pages, we'll explain ways you can compare the estimates so you can understand which one is the best suited for your project, and we'll give you some details about how to know which roofer is the right one for you.

# EVALUATING THE ESTIMATES & CHOOSING THE RIGHT ROOFER

In the previous two videos I've given you information about what you should do before you even call any roofers as well as a list of criteria and questions you should ask roofers as part of the interview process.

The final, and last big step on how to choose a roofer is evaluating the proposals that they have given you.

## How much will a roof replacement cost?

If you're paying for your roof replacement or repair yourself, arm yourself with some research and information about what your project may cost before getting the quotes from the roofers. Each year, prices of roofing materials changes, but you can watch this video and get a good foundation for what your roof may cost—<https://youtu.be/PsAWU2RaJgE>

If your project is part of an insurance claim, your cost is always the same

If an insurance claim is paying for the roof repairs, then regardless of the quotes from the roofers, your cost will remain constant. It will just be your deductible (in most cases). That means that if your deductible is \$2000, then if you have 3 different quotes from 3 different roofers, no matter which roofer you choose, your cost for the project will only be \$2000.

There are, however, a couple of other things which you may have to pay for even if your insurance company is paying for the roof replacement in a claim.

- 1) Any maintenance issues that aren't related to the event your claim is for. This could be things like rotted wood decking.
- 2) Any upgrades you want to do to the roofing materials.

This could be things like upgrading to better underlayment or better shingles than what you currently have on the roof, or extended warranties

Those two things, along with your deductible, would represent your “out of pocket” expenses if your project is part of an insurance claim.





## EVALUATING THE ESTIMATES & CHOOSING THE RIGHT ROOFER, continued...

So if your roof replacement is part of an insurance claim...

And if there are no maintenance issues that aren't covered by your insurance company...

And if you aren't upgrading any of your roofing materials...

Then practically speaking, the price is the same from all the roofers. It's just your deductible!

**But here's where things can get confusing for you!**

If you're getting quotes from multiple roofers, they're most likely all going to be different.

Not only will the final prices be different, but it's possible that they'll all physically look different and they will

probably all have different items on them.

Some estimates may look very similar to an insurance claim document. They may have all the line items listed for everything in the scope of work, and may have the prices for each line item listed. (See example to the right).

If you get an estimate that looks like an insurance claim document, it's because the roofer is using the same software used by the insurance companies. While

this is very helpful for the roofer, some times it can be confusing or intimidating for a homeowner to try to interpret and understand.

Roof						
DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
1. Remove Laminated - comp. shingle rfg. - w/out felt	43.94 SQ	49.50	0.00	0.00	435.00	2,610.03
2. Laminated - comp. shingle rfg. - w/out felt	50.67 SQ	0.00	191.29	406.70	2,019.88	12,119.24
15% cut and waste for hip roof						
3. Ice & water shield	1,452.00 SF	0.00	1.61	44.32	476.40	2,858.44
Two courses of ice and water shield at all eaves to accommodate for 16" soffits.						
4. Valley metal	140.00 LF	0.00	4.36	18.48	125.78	754.66
We use a membrane similar to ice & water shield for valleys instead of metal for better leak protection.						
5. Roofing felt - 15 lb.	29.42 SQ	0.00	26.34	16.02	158.18	949.12
Amount of felt to install is minus amount of ice & water shield						
6. Ridge cap - High profile - composition shingles	327.10 LF	0.00	5.17	77.99	353.82	2,122.92
7. R&R Drip edge/gutter apron	247.00 LF	0.28	2.01	15.49	116.24	697.36
8. Flashing - pipe jack	7.00 EA	0.00	32.62	4.50	46.56	279.40
9. Flashing - pipe jack - 6"	1.00 EA	0.00	44.82	1.65	9.30	55.77
10. Flashing - pipe jack - 8"	1.00 EA	0.00	54.32	2.43	11.34	68.09
11. Prime & paint roof jack	9.00 EA	0.00	28.96	5.23	53.16	319.03
12. R&R Rain cap - 8"	2.00 EA	4.16	43.25	4.86	19.94	119.62
13. Prime & paint roof vent	2.00 EA	0.00	28.96	1.16	11.82	70.90
14. R&R Exhaust cap - through roof - up to 4"	1.00 EA	7.47	64.47	2.04	14.80	88.78
15. Roof vent - turtle type - Plastic	5.00 EA	0.00	43.60	4.33	44.46	266.79
16. Remove Additional charge for high roof (2 stories or greater)	17.52 SQ	4.39	0.00	0.00	15.38	92.29
17. Additional charge for high roof (2 stories or greater)	17.52 SQ	0.00	15.36	0.00	53.82	322.93
15% cut and waste for hip roof						
18. Remove Additional charge for steep roof - 7/12 to 9/12 slope	15.51 SQ	11.62	0.00	0.00	36.04	216.27
19. Additional charge for steep roof - 7/12 to 9/12 slope	15.51 SQ	0.00	34.76	0.00	107.82	646.95
15% cut and waste for hip roof						
20. R&R Flashing - rain diverter	3.00 EA	7.34	32.67	2.39	24.48	146.90
Code required at sidewalls - see photos						

## EVALUATING THE ESTIMATES & CHOOSING THE RIGHT ROOFER, continued...

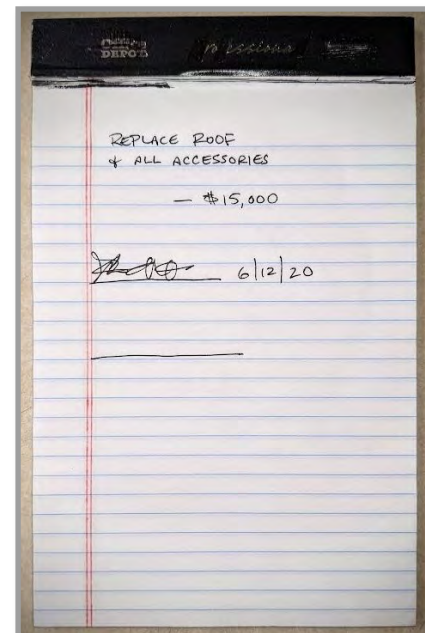
Some estimates may have all the scope-of-work line items listed, but only have a “lump sum” price for everything (see example to the right).

There’s nothing better or worse, right or wrong, about these two types of estimates. They just represent two different ways for the roofers to present you with their estimates.

But it does make it more challenging for you to compare estimates that you receive if they don’t look the same.

Lastly, you may even get estimates which are hand-written on a notepad and just say something like, “Re-roof house,” or, “Replace roof and all accessories,” and have one price for everything (see below). I would NOT recommend that you seriously consider hiring a roofer who presents an estimate to you in this fashion.

Roofing Section		
	Qty	Unit
Re-roof Materials		
Laminated Shingles	96.23	SQ
17% waste factor used, per recommendation by Eagleview, the company which provided the satellite measurement to Farmers and to Homestead Roofing. Rounded up to the nearest bundle.		
Laminated ridge - standard profile	481.54	LF
Asphalt starter strip	463.45	LF
At eaves per manufacturer's installation requirements and IRC R905.1		
Economy Felt 15#	57.14	SQ
Excludes amount for area covered by IWS		
Drip Edge	773.89	LF
Required at all eaves and rake edges per building code.		
Plastic Box Vent.	21.00	EA
Valley Flashing	330.29	LF
L-Flashing 4"x5"x10'	2.00	PC
Aluminum Base Pipe Flashing - 1 1/2"x3" - Mill	6.00	EA
Exhaust Vent - Roof Cap - 4"	5.00	EA
Ice & water shield	2784.00	SF
Two courses of IWS required at all eaves due to 16" soffits.		
Roofing Labor		
R&R Laminated Shingles	96.23	SQ
Install Ridge Shingles	481.54	LF
Remove Felt	82.25	SQ
Permit Fee	1.00	EA
		<b>\$45,098.37</b>
Gutters Section		
	Qty	Unit
R&R Aluminum Gutters; 5"	464.00	LF
		<b>\$3,640.62</b>
Sub Total		<b>\$48,738.99</b>
Tax		<b>\$1,185.13</b>
TOTAL		<b>\$49,924.12</b>



Ask them what’s included and what’s excluded.

Ask the roofers that are more expensive why they are.

Ask the cheapest roofer why he’s so much less than the others.

Ask them what brand and model of shingles they’re proposing.

Ask if they’re using starter shingles on all the roof edges or just the eaves.

Ask if they’re using ice & water shield anywhere on the roof.

Ask if you’re getting an upgraded or extended warranty.

Ask if they’re upgrading any materials or flashing.



## EVALUATING THE ESTIMATES & CHOOSING THE RIGHT ROOFER, continued...

Is all of this confusing?

Are your eyes starting to glaze over?

Don't feel bad. You're not alone. The process of choosing a roofer can be daunting, perhaps even overwhelming.

On previous pages, we've given you a list of some common questions to ask the roofers in the pre-interview and interview processes. On the following pages, we'll provide you a table with the questions so you can print those and use them in your interviews.

We've also provided you a template for a REQUEST FOR PROPOSAL which you can give to all the roofers you're interviewing. This will help you be able to compare the estimates as "apples to apples" because then all the roofers should, in theory, be quoting you the same scope of work.

I hope this booklet has been a helpful resource for you. If you have questions, you can contact us at [info@homesteadroofingcolorado.com](mailto:info@homesteadroofingcolorado.com)

May you be blessed and find peace in your search for the right roofer!

**- TRACY BOOKMAN**



## APPENDIX A: INTERVIEW QUESTIONS

YES/NO	QUESTION
	Does your company have General Liability insurance?
	Does your company have Workers' Comp insurance?
	Will you have your insurance agent Email me a copy of your insurance certificates for both policies?
	What is your license number in my jurisdiction?
	Do you require any money up-front? (If so, when is it due?)
	Do you require final payment before or after I receive my insurance proceeds?
	Are you a locally operated company?
	What is your office address?
	Is your payment schedule on your contract?
	Will you send me photos or videos of any issues you find on my roof?
	Will you create a report about my roof you can send me?
	Will you interface with my insurance company or do you want me to do that?
	How long have you worked for (or owned) the roofing company?
	Can you provide me addresses where I may see shingle colors?
	Can you provide me references I may call?
	Will you be on-site during my project?
	How will you protect my property?
	What is the product and workmanship warranty?
	How will you handle issues with my roof that are not expected or weren't foreseen?
	Do you have a contract I can keep and preview?
	Do you take credit cards?
	Do you offer financing?
	Why should I hire your company?



## APPENDIX B: REQUEST FOR PROPOSAL ITEMS

**Following is a list of items you can ask each roofer to include in his proposal for your roofing project. This should enable you to get comparable estimates from the roofers you interview**

Ask them how they obtain measurements of your roof. Ask them to show you the measurements. *(Do not ask them to give you the measurements. They may assume you'll share those with another roofer)*

Do research on the different shingle brands and models. Choose one you like and ask all the roofers to quote those shingles.

Do research on what profile ridge shingle you want. Typically you have options for standard profile and high profile. Ask all the roofers to quote those shingles (in the same brand as the field shingles)

Research the different brands and models of underlayment. I strongly recommend a synthetic underlayment. Ask all the roofers to quote the brand and model of your choice.

You may be required to have ice & water shield installed in your jurisdiction. Research this and make sure all the roofers are following your local codes. If it's not a requirement, ask them to—at a minimum—use ice & water shield in your valleys (if you have them).

Ask all the roofers to use 2" x 4" 120° drip edge at all eaves

Ask all the roofers to use 2" x 4" 90° drip edge at all gable edges (rakes)

Ask all the roofers to install starter shingles at all eaves and gable edges (rakes)

Ask all the roofers to use 6 nails per shingle

Research the benefits of box vents vs ridge vent. Ask all the roofers to calculate the correct Net Free Ventilation required for your roof and install the correct amount of either box vents or ridge vent.

Ask all the roofers to make a recommendation about replacing your wall-to-roof flashing. If the majority of them recommend replacing it, ask all the roofers to include it in their quotes.

Ask all the roofers if you can have a 5 year or a 7 year workmanship warranty

Research the extended warranties offered by the shingle manufacturer. If you decide you want the extended warranty, ask all the roofers to include that in their quotes.

Lastly, ask each roofer if there's anything he would recommend doing to your roof that you have not specified. If you agree with his recommendation, ask all the roofers to include it in their quotes.

*(space left blank for your additions)*