

5 Myths About Roof Consultants That Could Be Costing You Money

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What You've Been Told Can Be Costing You Money! Most people who manage buildings know about roof consultants. Those that don't use consultants, but instead get their "advice" from architects, roofers or roofing manufacturer reps (or those who think they can do it themselves), are wasting money and probably wasting lots of it! If this describes you, you may benefit from what follows.

MYTH# 1: I Can Make My Roofing Decisions Without Help

We debated even including this, because so few business professionals today actually believe this, but, unbelievably, some still do. (Would you try to take care of your legal issues without an attorney? Many building owners will spend more on roofs than they do on attorney fees.) Why not get the best advice possible?

MYTH# 2: My Roofer Gives Me Good Advice I Don't Need Other Help

Good roofers are invaluable assets and hard to find. However, everyone has biases, including roofers. There are almost always multiple, legitimate solutions to any problem on a roof (and even if everyone agrees on the need for a new roof there are still always multiple options there too.) There is never "one best solution" to all situations. Listening to your roofer is important, but so is listening to someone that is knowledgeable and who has no financial stake in your decision.

MYTH# 3: Consultants Are An "Expense"

A good roof consultant can always save you more money than you pay him. Think about it...it is not possible for them to stay in business otherwise! And a good consultant will work to insure that you do not "over utilize" his services, which can happen. So, while he will explain all the things that he is capable of doing, he should also question you carefully to make sure the services he suggests will bring good value.

MYTH# 4: Consultants Make A Project Cost More

Maybe, but usually they make them cost less. Consultants will know who the most cost competitive roofers are who are also capable of doing the job right. They will also know who to stay away from. They are also aware of design choices that roofers will never suggest and in many cases don't even know about that can save you money and/or improve performance.

MYTH# 5: We Will Just Get Three Bids And Use The Low Bidder

This is guaranteed to be a fast way to a new roof and almost as assuredly the quickest way to poor value. Asking the roofer to help write the spec is like asking the fox to help design the hen house. They want your work!

Do you want more information? Roof Management provides cost effective, high value solutions for clients. If you want more information about these "myths" or have other questions we can be reached at 641-469-6464 or info@managingroofs.com