



Sandau Corporate Offices

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Getting the Most from Local Home Improvement Shows

(Based on our 8 point must do checklist)

1. Prepare before you go!
 - a. Don't leave yourself to the mercy of sales people with their agenda
 - i. Know why you're coming to the show
 - ii. Know what you're looking for
 - iii. Know what you want/need from a contractor
 1. Use our "10 Things You Need To Know When Selecting A Contractor Report"
 - iv. Prepare Questions
2. Beware of high pressure, telemarketing focused vendors.
 - a. Just because a company is at a Home Show doesn't mean they're a good company to work with. Many use Home Shows as fertile ground to build telemarketing databases for future use.
3. Home Shows are, and many times are not, a good place to get the best information.
 - a. Look for vendors with educated teams staffing their booth
 - b. Look for booths with product samples on display
 - c. When you know it's time to "move on" to the next booth
 - i. The booth is staffed by teenagers or "hired hands" just for the show
 - ii. If the vendor does not have samples to show and/or pictures of completed projects.
 - iii. If the booth is using contests or offers to get your name and number



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d.

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4. Beware of giving out your name and phone number
 - a. In the majority of cases you will be tele-marketed
 - b. Any sign of contests, free gifts for immediate purchase, free windows or siding, etc.....are only meant to get personal information and call you
5. Take as much information and literature as you want...but only what you really need. Most people just throw away the literature.
6. Walk the show floor previewing the vendors before you talk to anyone. This will allow you the opportunity to focus your discussions with vendors that meet your project needs and appear to have the opportunity to serve your family.
7. Don't be afraid....we won't bite. If you are interested in a product on display, or a picture catches your eye...by all means ask questions. This is your opportunity to get a great deal of information in a short period of time.
8. In closing...feel free to book a follow-up appointment with the vendor(s) you like, that have what you need and you feel comfortable bringing into your home. This step will allow you to get into more detail regarding your project, see photos of completed projects, get references and get to know the company better. Be sure to confirm how long this initial meeting will take...and never (unless you absolutely have to) buy from the first vendor, on the first visit. You need time to complete the reference checks they give.