

Stage

Competitors#

Cook Constructions

<p>Sales</p>	<p>High Commission Based Salesmen, with poor construction knowledge eager to lock you in. Salesmen will not follow your journey, you get handed to individual departments.</p>	<p>You will deal directly with the Executive Manager and Director with 45 plus years combined experience in custom homes. We will not pressure you! We are happy to wait until you are comfortable with your decisions.</p>
<p>Design</p>	<p>They will try and use pre-existing designs to sell you that sometimes do not utilise your Lots potential, just an easier solution for them.</p>	<p>We always custom design to your sites Shape, aspect and orientation capturing views, Northern Sunlight and owners wants and of course your budget. We use the latest 3D visualisation software so you can fully see the vision.</p>
<p>Tender</p>	<p>Tenders often don't include all necessary costs. Inclusions are usually the minimum with the intent to up-sell at a Selections Appointments and or during Construction.</p>	<p>We Include a Fixed Price Tender with all your own Custom Selections, always providing transparency at any given time throughout the process.</p>
<p>Pre-Construction</p>	<p>Often after the initial paperwork there are prolonged periods of waiting, High volume builders have long queues internally often delaying your site start.</p>	<p>We have a small professional team with decision-makers always within earshot of any discussions, decisions are made instantly and our processes have no downtime.</p>

competitors is a general term not all competitors are as described in this document.



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<p>Construction</p>	<p>Most builders only use subcontractors to complete your build. Pricing for each contractor is predetermined by the builder and simply given out to the market for anyone willing to accept their often low price. You are given a site supervisor to run the job who often has approx 20 other jobs to manage.</p>	<p>At Cook Constructions we have our own employed team of Carpenters and Skilled Labourers, we Tender any Subcontractors so we are contracting them at an agreed rate suitable to both parties. This ensures the Trades work to our strict quality constraints. Our team keep our jobs clean and tidy, our trades enjoy working on our Sites. You will have access to a Project Manager and your Site Supervisor at all times.</p>
<p>Maintenance</p>	<p>Often after you move in and find defects and or problems your complaint simply gets added to a system with long timelines and poor responses from an overloaded department.</p>	<p>Due to our high quality and High trade expectations, we have minimal maintenance issues. If something arises, it is dealt with in a timely and promptly manner.</p>

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