



10 TIPS TO  
**CHOOSING A PRO  
ROOFER IN MIAMI**  
(AND HAVE PEACE OF MIND, TOO)

## TIP #1



## DON'T IMMEDIATELY ACCEPT THE LOWEST ESTIMATE

If you're taking multiple estimates for your roofing project (we recommend at least 3), don't immediately accept the lowest price. A low price may be an indicator of poor quality materials or sub-standard work. If in doubt, ask the contractor how they arrived at the final estimate and be suspect of companies that provide one-page or handwritten proposals.



## HOW LONG HAS THE ROOFING COMPANY BEEN IN BUSINESS?

A company with an established business is likely to be around when you need them. If you have a warranty, you want to make certain someone is around to honor it, should there ever be a problem.

According to GAF Materials Corp., more than 50% of roofing businesses fail within five years and less than one-third survive 10 years or more, leaving customers with no warranty.



### TIP #3

## WHEN MAKING A FINAL SELECTION, ASK FOR LOCAL REFERENCES

A reputable roofing contractor will be happy to provide you with a list of previous residential customers. Check with these customers to see if they were completely satisfied with the quality of materials and workmanship provided. Verify that the company has experience working on a similar project to the one at hand. A track record can give clear insight on the company's past performance and ability.



## WHAT ARE YOUR NEIGHBORS SAYING ONLINE?

Check with the Better Business Bureau and Google. This is where you'll find those unhappy customers if there are any. Remember that any company that works with a large volume of homeowners can get a few complaints.

However, what's most important is how the company handled the customer's concerns. Companies with an online reputation to protect are highly accountable. Be wary of those with little or no online presence.



## TIP #5

## ROOFER OR ROOFING COMPANY?

A roofer is someone who performs all of the critical functions in a roofing project themselves, including sales, coordination, and conflict resolution. A roofing company is a business that is structured by policy and procedures, highly trained employees, and a consistent level of service. Due to the high-risk nature of roofing in South Florida, a roofing company can provide the greatest peace of mind due to having more resources, stronger vendor relationships, and more flexibility when handling customer disputes.



## LOOK FOR COMPANIES WITH OWNERS INVOLVED IN DAILY OPERATIONS

Confirm that the license holder or “Qualifier” has an active role in the business. Many companies in South Florida do not have the owners, and most importantly, the license holder involved in daily operations.

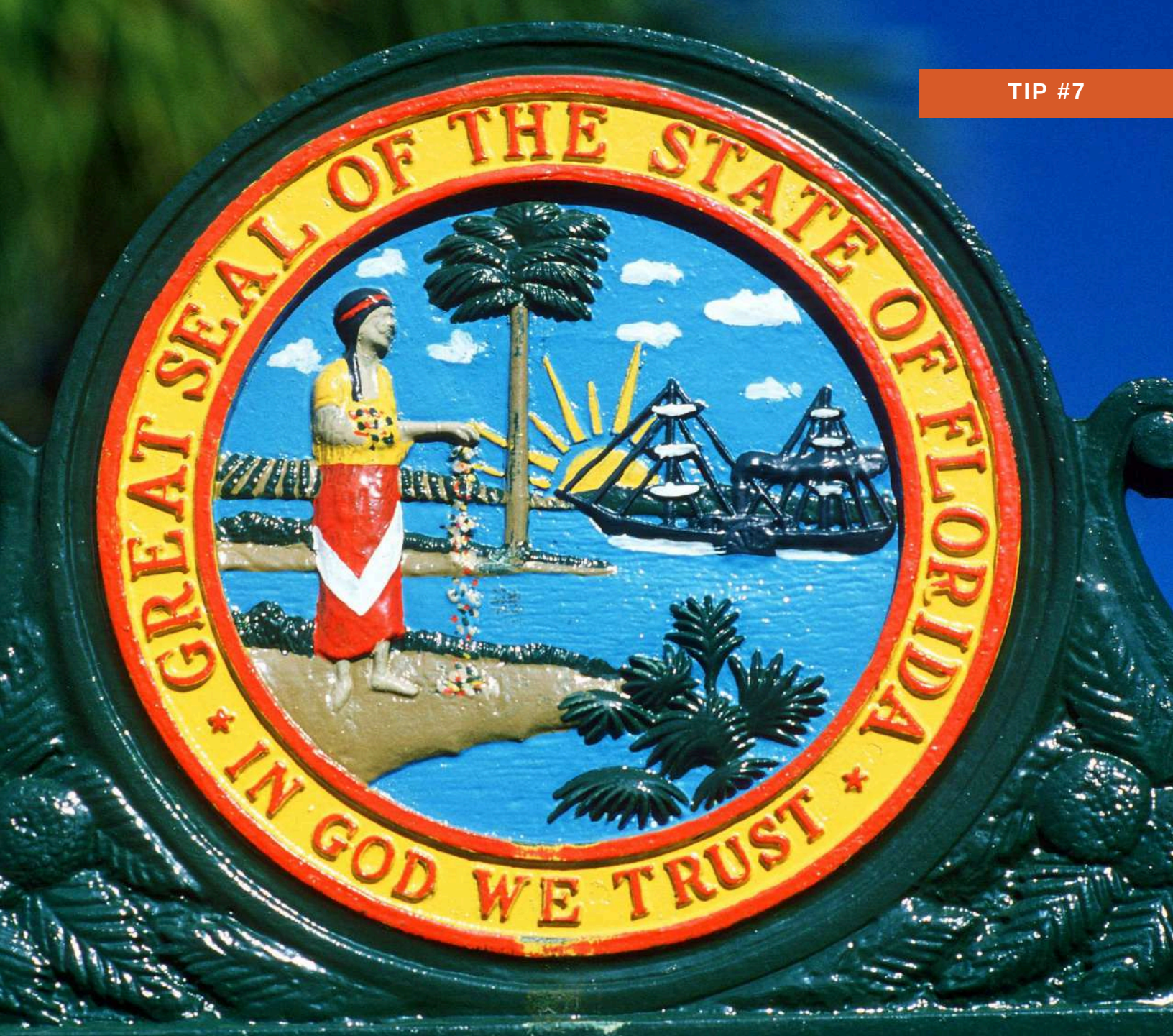
Look up the business on Sunbiz.org to verify the principals of the company, and also MyFloridaLicense.com to verify the license holder. We recommend inquiring on the participation of those listed.



## A GOOD RELATIONSHIP WITH SUPPLIERS AND VENDORS

It's not a bad idea to talk to the roofer about this. See who they do business with and how long they've been doing it. These vendors will usually be distributors like JGA Beacon and ABC Supply, as opposed to retailers like Lowe's or Home Depot.

Well-established roofing companies usually go back a good ways with most of their suppliers, with long-term friendships that transcend traditional business protocol. These relationships demonstrate creditworthiness and are invaluable to successfully navigate current supply chain challenges.



## CHECK FOR ADEQUATE INSURANCE

The minimum liability insurance requirement in the State of Florida for roofing contractors is \$300,000 per incident.

However, homeowners should consider roofing companies with insurance coverage limits of at least \$1,000,000 for liability and worker's compensation for maximum protection.



## WHAT IS THE MISSION THAT DRIVES THE ROOFING COMPANY?

A company's philosophy is what determines its approach to workmanship, customer service, and business relationships. It is the foundation the company is built on, lives by, and influences company decisions.

At T&S Roofing Systems, we believe that residential homeowners enjoy life more with a functional roof over their heads. We provide homeowners with peace of mind through providing the highest quality service, in an industry that traditionally doesn't offer that.



## DOES THE ROOFING COMPANY OFFER EMERGENCY SUPPORT?

Unexpected issues may arise, and it is imperative for the roofing company to always be readily available to address any situation.

Verify the company has a designated person on call 24 hours a day including holidays. Addressing a matter immediately can save the homeowner thousands of dollars and avoid unnecessary legal involvement. Peace of mind means EVERYTHING in maintaining a healthy relationship with your roofing company.

# GOT LEAKS? WE'VE GOT ROOFERS!

At T&S Roofing Systems, we believe that homeowners enjoy life more with a functional roof over their heads.

We are dedicated to providing transparent roof repair and replacement advice up front, ensuring a hassle-free relationship over the life of your roof.

For over 20 years, we have granted South Florida homeowners peace of mind by providing the highest quality service, in an industry that traditionally doesn't offer that.

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