

Compliments Of

Trelosures

Your Comprehensive Guide to Making the Right Home Improvement Decision

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## Dear Homeowner,

So you're thinking about investing in a home improvement project for your home? Congratulations! When designed and built properly, home improvements can offer a lifetime of enjoyment and pleasure, as well as be a sound investment. Unfortunately, we've all heard horror stories about home improvement projects gone bad – unfinished work, poor workmanship, longer than promised completion times, final bills that come in higher than the original quote, the contractor going out of business in the middle of a project, and so on. It's astonishing to know that according to Better Business Bureau statistics, contractors are one of the most complained about industries.

A significant portion of our business comes from satisfied customers in the form of referrals and repeat business, yet I've noticed over the years that some consumers choose less-than-reputable companies to do work for them, usually because they were quoted a lower price. Don't get me wrong, I'm all for good, honest competition. But it's agonizing for me to watch good people risk their hard-earned money with a contractor who may not be able to provide a quality product and may or may not be in business in the future for any warranty issues that could arise.

## **Needing Tougher Industry Standards**

I wanted to find a way to educate consumers about how to choose a home improvement contractor. In some ways, the industry standards just aren't tough enough. Just about anybody with a hammer and a pickup truck can call himself a contractor. That's why I've pioneered the standards included in this Enclosure Investment Handbook. This handbook suggests that all contractors uphold a high set of standards that will allow you to judge BEFOREHAND whether or not a contractor is likely to do the job right....*THE FIRST TIME!* This handbook specifies these standards.

Before you hire a contractor to work on your home, consult this handbook and INSIST that the company complies with EVERY SINGLE STANDARD set forth here. If you do, chances are excellent you'll get exactly what you want out of your new project.

I hope you find this handbook beneficial, and I wish you the best in all of your remodeling endeavors.

Sincerely,

Jeff Briar President



#### **Jeff Briar**

- Certified Residential Contractor since 1984
- Founded Lifetime Enclosures in 1990
- 15,000 sq. ft. Production Facility and Showroom
- Served several years as President of the N.E. Florida Chapter of the Aluminum Association of Florida
- Board Member of the Better Business Bureau
- Over 3 decades of experience customizing homes throughout North Florida & South Georgia
- In 2018, The Lifetime Family was created with the acquisition of Lifetime Flooring





# **Company Attributes**

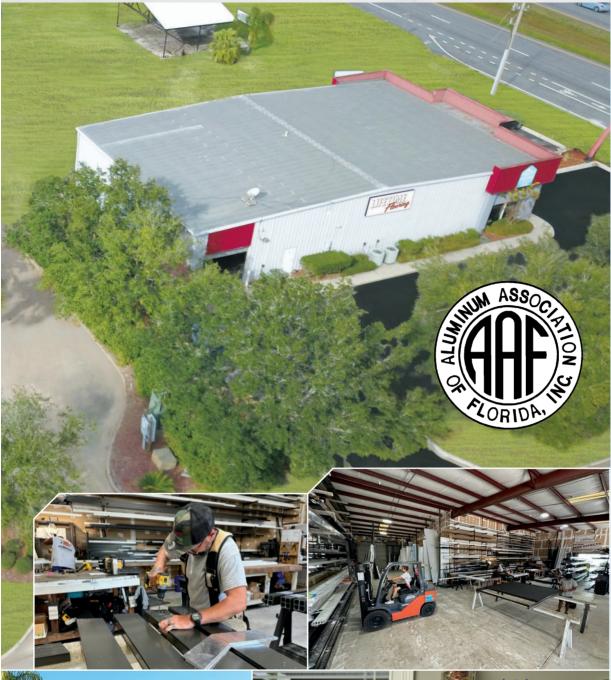
Believe it or not, many contractors use a pickup truck for an office and showroom. Make sure that any contractor you're dealing with is substantial enough to have a real office with all the normal business functions. And if a contractor does not have an office complete with showroom and warehouse space, that should tell you something. Questions you might want to ask:

- Do they have a fabrication warehouse, or will they use your backyard as a makeshift workplace? Using your backyard as a workplace not only disrupts your family's lifestyle, but it may sacrifice quality and delay the installation process.
- Do they use Computer Aided Design (CAD) to check and define their designs?

  Computer aided drawings leave little opportunity for error in calculating linear and square footage for design and fabrication purposes. It also displays a clean picture of what your enclosure will look like, leaving nothing to interpretation.
- **Do they have their own employees install your enclosure, or do they use sub-contractors?** It has been proven through customer feedback that factory-trained employees who comply with stringent company standards will consistently produce higher quality products more reliably.
- **Do they have company owned, insured, maintained and marked vehicles?**When the vehicles are owned by the company, more care is usually taken in their maintenance which, again, helps eliminate delays due to mechanical failures.









# Taking Care of the Kids...

Lifetime Enclosures is dedicated to improving the lives of children throughout Northeast Florida



Sponsor of Multiple Athletic Programs



Morocco Shriners



Daniel Foundation



Ronald McDonald House



### Contractor's and **Business Licenses\***

Contracting companies should have a State Certified Contractor qualify their business. For your protection, it is recommended that the qualifier be the owner of the company and have been operating under the same name for a minimum of 5 years. \*See representative for current license



Everyone was so professional and friendly. The work was completed in a timely schedule. I appreciate that they didn't have to do a lot of cutting on our property. It's beautiful and we really enjoy it!



### Insurance Certificates\*

Confirm in writing that your contractor carries **BOTH General Liability and** Workers Compensation insurance policies by requesting a certificate of insurance form prior to commencement of the job. Conscientious contractors carry no less than \$1,000,000 of General Liability coverage. If your contractor's insurance policy doesn't cover potential damages, then the contractor is liable. If he cannot cover the damages himself, you may have no legal recourse and may end up paying for any possible damages or injuries yourself. Many contractors are not financially stable... and don't carry proper insurance coverage/limits to protect you against losses. Additionally, if a company subcontracts the work, in lieu of Workers Compensation insurance, many subcontractors elect to be exempt from coverage. This exemption only covers the subcontractor and not his helper(s), again leaving you exposed to potential liability. \*See representative for current certificate.

# We are not the fastest. We are not the cheapest. But we are, according to our customers, the BEST!

#### **SUNROOMS**



### All sunrooms are not created equal.

Lifetime Enclosures has been a trusted name in sunrooms, screen enclosures and patio products since 1990. We adhere to the most demanding construction standards in the industry. This is achieved through precise engineering, design and fabrication. Our employees' dedication to you and your project insure you the best in comfort, energy efficiency and a lifetime of enjoyment. We also assist you with your Homeowners Association approval, all permitting and we include our exclusive warranties for your protection. Our goal is simply to make this the best possible experience for you and your family.

#### Your Room at Your Budget

During your free in-home estimate, we'll develop a personalized plan that will comfortably fit your budget yet exceed your expectations.

#### Design

You dream it, we'll bring it to life. Options and upgrades are available to reflect your personal taste and style. Together we create a room that's 100% you.

#### **Custom Manufacturing**

Every home is different and your needs are unique, which is why we individually fabricate every part of your Lifetime Enclosures room. And by choosing one of our Exclusive High Performance Glass Packages, you'll enjoy year-round comfort and energy savings for years to come!

#### Installation

We make building your sunroom an enjoyable experience. Our professional installation team members undergo constant "hands on" training in our facility to ensure the highest quality workmanship.

#### We Stand Behind It

We confidently offer a Limited Lifetime Structural Warranty on every glass enclosure we build. We also set the standard on our screen enclosures and all other products with some of the best warranties available in the industry. (see pages 18 & 19 for details)



# Enclose what you have and make it your own!

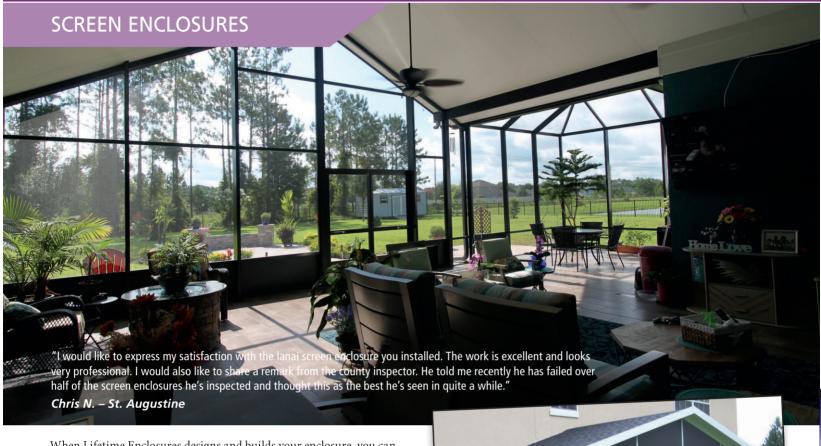
#### **GLASS ENCLOSED LANAIS**

Enclosing your patio area with our unique all glass wall system will allow you to share your life with the environment like never before. Rejuvenate your spirit with cool evening breezes and sounds of treasured room in your home.





# Make room for the good life!



When Lifetime Enclosures designs and builds your enclosure, you can rest assured your investment is engineered to meet and exceed state and local building codes. In addition, all of our screen enclosures are designed to be upgraded with either glass or vinyl windows when and if you so desire, transforming your pest-free environment into a 3 season or even an all season living area.





# Experience the Lifetime Enclosures' Difference



# Enjoy the Seasons in a Whole New Way

Thanks to Florida's climate, residents are able to spend much of their leisure time outdoors enjoying the great weather. Utilizing our premium grade screen cloth to reduce harmful and damaging UV rays (in your choice of mesh), stainless steel fasteners, weather-stripped screen doors and our internal fastening system, Lifetime Enclosures has you covered!!





### **POOL ENCLOSURES**





Enclosures





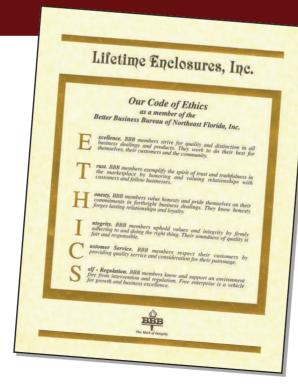


# Reputation

It's been said, "It takes 20 years to build a good reputation, and just 5 minutes to ruin it." 'Word of Mouth' and referrals have always been and will continue to be the best form of advertising. Real life experiences and testimonials from friends, relatives and neighbors will give you a good feeling and peace of mind regarding your investment.











### **Awards**

Industry leaders frequently make decisions that affect quality and customer service. These choices reflect a company's reputation and longevity. Several associations monitor and gauge these efforts to help uphold high standards and also aid in developing new products and designs. When researching companies, inquire about what awards they may have that validate their contributions to the industry and their commitment to excellence.





## **Community Awareness**

Always keep an eye on the company with an active community awareness and participation. These contractors tend to be more sensitive about their reputation than others less involved are, and they work harder at maintaining their good name. For instance, in the enclosure industry, being a member of the Aluminum Association of Florida is crucial, as is membership in the Better Business Bureau and the Chamber of Commerce.







# Over 13,000 Smiles...

All legitimate contractors should be able to provide a large number of references for their potential customers to contact or visit. Any company can hand pick 2 or 3 satisfied customers; however, a reputable company will allow you to review their ENTIRE customer list, which should consist of several thousand references. It's a good idea to speak with not only recent customers but past customers as well to discuss the experience they had with the company.

Note: While some quotes may not correspond with each picture, all quotes and pictures are Lifetime customers.

...We Literally Have A "Showroom" In Every Neighborhood!





# Transform your home...

### **COVERED LANAI EXTENSIONS**







Now is the time to invest in the future of your home! We take immense pride in designing and fabricating structures to suit your lifestyle, as well as improving the aesthetics of your home. In the competitive real estate market that we are all part of – homes with exciting amenities built properly by qualified professionals - enjoy a greater return on their investment. Guarantee your return by calling us today!



clean, nice lines and looks great.'

Norman L. – Mandarin

# ...rejuvenate your life!

Enjoy the afternoon breezes, smell the refreshing rain, and best of all see Florida's wildlife from the comfort of your own home. If all of the above is not part of your current lifestyle – you need a visit from Lifetime Freelowwel.

### **SCREEN COVERED LANAIS**

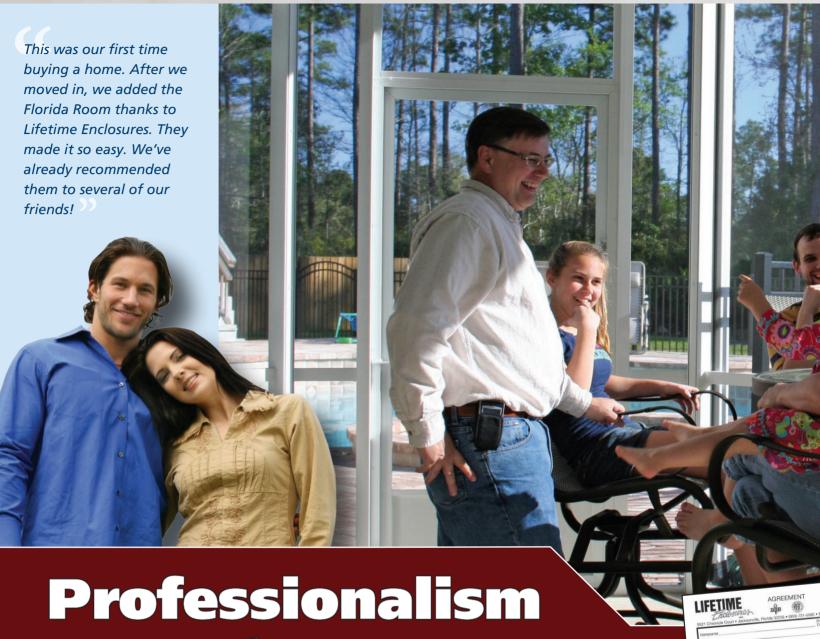




"Love, Love, Love our new screen enclosure! Besides some scheduling issues (which were easily resolved), I couldn't have asked for a better experience."

Andrea A. - Middleburg





Lunderstand that as a designer of Lifetime Enclosures, finant abide by the principles and precepts as set forth below and the Employee Handbook. Any violation of these processes will be grounded for written were fine Employee Handbook. Any violation of these processes will be grounded for written were many multiple violations will be grounded for semination.

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A good home improvement company does not just do good work. They also understand that when dealing with customers, it's oftentimes the little things that make a big difference. You should find a contractor who shows you respect by the way he treats you, the way he looks, the way he treats your property and how he pays attention to details. Check any contractor you are considering using against these standards of professionalism found on the next few pages.

### **Designer Agreement**

Unethical contractors resort to high pressure sales tactics to get you to buy before you've had an opportunity to do proper due diligence. If you know nothing about the contractor from references, literature, website, etc., and you are offered a low price "only if you buy today," that should be a warning sign. Reputable companies develop standards that their designers must agree with and sign, further pledging their commitment to Total Customer Satisfaction.



# Assurance of Lowest Price

In a competitive market place, it is important for you to be sure you are getting the best value for your investment. Prices can range greatly, leaving homeowners very confused about their project. Basing your decision on price alone can lead to poor workmanship and overall dissatisfaction. Some companies will be confident enough that you are getting the best value that they will offer an Assurance of Lowest Price (See Fig. A below for details). This guarantee states that if you find an identical enclosure built by a comparable company at a lower price, they will match the price. This "apples to apples" approach will allow a homeowner to compare the differences with not only the design of the enclosure, but the materials, installation and the warranty as well.

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LIFETIME ENCLOSURES

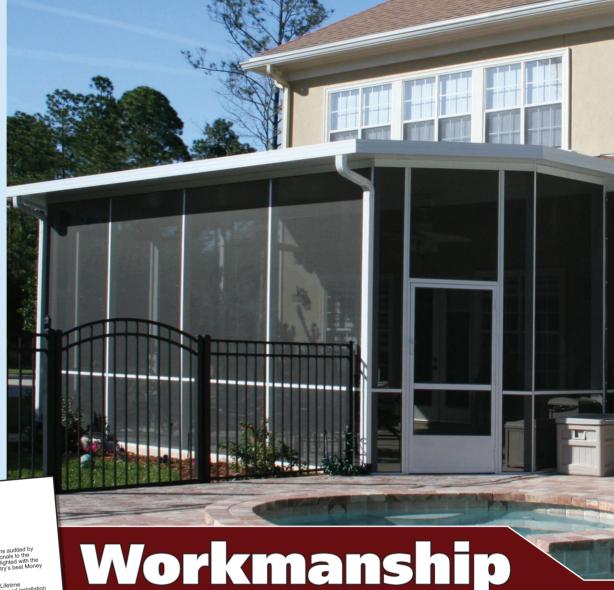
5521 Chronicle Ct. \* Jacksonville, Florida 32256 \* (004)731-5580

ASSURANCE OF LOWEST PRICE

provide a detailed, written agreement outlining the complete scope of work. At minimum, this should include the following: all measurements and materials to be used, detailed drawings, project time frame and completion date, and payment requirements. Be cautious of contractors asking for 100% payment up front, or even 50%.

### Money Back Guarantee

A small percentage of contractors nationwide offer the ultimate level of protection against potential problems a homeowner might experience with him - a Money Back Guarantee (See Fig. B below for details). In the event there is a problem with your project that cannot be corrected with reasonable measures, the contractor agrees to refund your money and restore your home to its original condition. This is not a guarantee for an incapable contractor; however, to protect yourself at the highest level, insist on this important guarantee.



# Enclosures

#### Money Back Guarantee

Lifetime Enclosures products are manufactured to strict specifies in orders in the state and local building codes and are installed by our own professionals to the state and local building codes and are installed by our own professionals to the state and local building codes and are so confident that you will be delighted with the highest yet shadards. We are so confident that you will be industry's best Money inglisty of our products that we provide what we believe is the industry's best Money quality of our products that we provide what we believe is the industry's best Money quality of our products that we provide what we believe is the industry's best Money and the state of the sta

place doubt. The guarantee provides protection in the form of a return of quality and installation. The guarantee provides protection in the form of a return of quality and installation Enclosures falls to meet the state and local building codes for quality and it does not of compositions. It applies to Lifetime Enclosures products only, and it does not of our products. It applies to Lifetime Enclosures products only and it does not of our provider of the products.

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   Lifetime Enclosures, when the original installation is completed:
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   Lifetime Enclosures by Registered mail, within 30
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  4. At the end of 120 days from receiving the above notice, it letter Enclosures will either Enclosures unable to correct the deficiencies so that the products and Enclosures will either Enclosures will either Enclosures will either Enclosure state and local codes, Lifetime Enclosures will either Enclosure state and local codes, Lifetime Enclosures will either Enclosure.

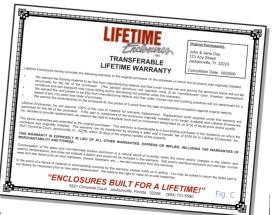
I agree with the above qualification	S
	Street Address
Customer Name	
	Phone Number
City/State/Zip	
	Customer Signature
Representative	20
Agreement entered into	the time of the original agreement in order to be in
avacuted at 1	the time of the original agreement
This Form must be executed to	Fig. B

# **Lifetime Warranty**

Only a company thoroughly confident in their abilities would offer a Transferable Lifetime Warranty (See Fig. C below for details). Taking care of customers quickly and efficiently is vitally important in maintaining longevity in the community. You should never have to speak to an answering

service or wait for days to get a response. Your message should be received by a live person and quickly taken care of. Naturally, you will want to check the stability and reputation of the contractor to make sure he'll be around to fulfill the warranty if necessary.



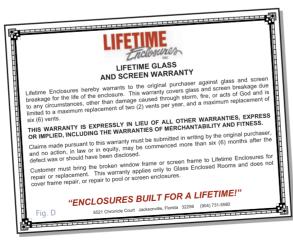






**Lifetime Glass Replacement Warranty** 

room additions) will not warranty the glass against breakage. Some contractors will include a comprehensive Lifetime Glass Warranty (See Fig. D below for details) that will cover all glass breakage scenarios. Be sure the warranty specifically includes accidents (baseballs, rocks, etc.), acts of nature, and vandalism.



### A Dream In Motion...











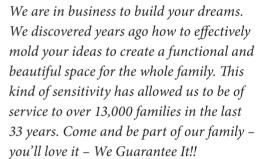




# If you can dream it, we can build it!

FROM THE ORDINARY TO THE EXTRAORDINARY

We'll guide you through a thrilling brainstorming session, where we'll pick your brain, throw out tons of ideas, show you dozens of materials...and help you discover what you really want!







# Replacement Windows

### **ENERGY EFFICIENT SOLUTIONS**

## Is it time to replace the windows in your home?

- Do you feel a draft even when your windows are closed?
- Is there condensation forming between the glass panes?
- Do you hear a lot of outside noise?
- Is your energy bill through the roof?

If you answered yes to any of the above, an investment in replacement windows might be right for you!!



FOR A LIFETIME!"

# Outdoor Kitchens to fit any budget!

#### STANDARD/PREMIUM/LUXURY



From our Standard Design to our Luxury Design, be the talk of your neighborhood with your custom Lifetime Outdoor Kitchen!

Our Standard Design boasts a stainless steel grill, mini fridge and double door storage cabinet set into an aluminum framed, stucco finished cabinet.

Our Premium Design is upgraded to include the addition of a Kamado Joe Smoker, a side burner and stone exterior. This upgraded "L" shaped design also includes a built-in trash cabinet, a paper towel holder and an extra storage compartment for all of your grilling supplies.





Our Luxury Design includes all of the bells and whistles and is guaranteed to impress with even more cooking appliances, counter space and storage. The design options are endless.

# **Outdoor Kitchens**

A Lifetime Outdoor Kitchen is the perfect way to create smiling faces and lasting memories right in your own backyard.

#### **ENJOYMENT FOR A LIFETIME**



Enjoy year round outdoor cooking and entertaining with our custom designed, one of a kind, Lifetime Outdoor Kitchen.

You can trust Lifetime to design your custom outdoor kitchen! We use only the highest quality materials and professional installation to ensure a lifetime of enjoyment.

# Lifetime Flooring

### YOUR PREMIER SOURCE FOR PROFESSIONAL FLOORING



"We were so impressed with the whole process and how fast it was! The installers came on the first day to move furniture and tear out the old carpet and the next day a crew of four showed up and laid the entire floor in one day, moved the furniture back in place, cleaned up and were done before 4. The new floors are so beautiful and we could not be happier. Thank you Lifetime Flooring!"

Eric W.



From outdoor enclosures and kitchens to indoor flooring and carpeting, the Lifetime Family has you covered!

Complete your new backyard enclosure with your dream floor treatment and extend the luxury indoors with beautiful new carpeting, luxury vinyl plank, tile or hardwood.

Lifetime Flooring is here to partner with you every step of the way.

# Dedicated to Delivering the **Highest Quality Products and Service**

In 2018, with nearly 33 years in the enclosure industry, The Lifetime Family was established with our expansion into custom flooring and the addition of our new sister company, Lifetime Flooring.

Jeff Briar, President of Lifetime Enclosures, saw the flooring business as a natural progression of his already successful outdoor enclosure business

As Northeast Florida's leading builder of quality enclosures and outdoor kitchens, Lifetime has completed more than 13,000 projects, many of which required new flooring. This experience paired with Lifetime's dedication to quality products and professional service make Lifetime Flooring the ideal choice for all your flooring needs!

**ENTIRE HOME FLOORING SOLUTIONS** 



"Great store with quality products and options with fantastic prices."



### An Ounce of Prevention

It has been said that "An Ounce of Prevention is Worth a Pound of Cure". That saying is even more true with something as valuable and important as your home. I hope that by reading this handbook, you feel better prepared to evaluate home improvement contractors and make the best decision for your family. If there is anything I can do to help, please do not hesitate to call.

Jeff Brian President





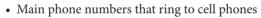


### **Frequently Asked Questions**

Are you saying that you're the only contractor in the area that can uphold these standards?

No. Most companies cannot uphold them; however, there are several good, honest contractors to be found in the area. Just make sure you take your time and read this handbook carefully before you hire anyone. Demand to see documentation. Don't settle for lip service.

Are there any other items that I should look for or ask for that are not listed in the pages of this handbook?



• Main phone numbers that are never answered by a person

• No company address in advertising

• Beware of "Jack of All Trades, Master of None" contractors

• Trucks without signage on them

• No business cards or cheap/homemade business cards

• Unresolved BBB complaints or unsatisfactory record

• Prices that are unusually low compared to other bids

• No company logo on work clothes/uniform

• Few references available

• No office or showroom

• No website or very poor website

• Unwillingness to give any information without being asked first

• Ability to start on your project immediately (means no backlog, no permit)

#### Does an enclosure need to be permitted?

Absolutely, with very few exceptions! If a permit is not pulled for your project, you could face serious problems when trying to sell your home at a future date, even decades later. Procedures vary greatly depending on which county you reside in, and some can be quite lengthy, but they exist for your protection and are well worth the time and effort.

#### OK, so you've peaked my interest. What's the next step?

Either stop by our showroom, call the office or visit our website to request a "Free, No Obligation Consultation." We'll work around your schedule. We even set evening and weekend appointments! Please have your property site survey available to help determine if your home would qualify for an enclosure.



# **Contractor Evaluation Checklist**

After reading this guide, use this checklist to evaluate any contractor you are considering hiring.

Page	Section	What To Look For	LIFETLY E Enclosures	Contractor A	Contractor B
3-5	Stability	Picture of Owner, Buildings, Personnel, Trucks, Etc.	Yes		
6	Stability	Contractor's and Business Licenses	Yes		
7	Stability	Insurance Certificates	Yes		
12	Reputation	BBB and Chamber of Commerce Membership	Yes		
13	Reputation	Awards	Yes		
13	Reputation	Aluminum Association of Florida and National Sunroom Association Membership	Yes		
13	Reputation	Customer List - Over 13,000 Smiles	Yes		
16	Professionalism	Designer Agreement	Yes		
17	Professionalism	Scope of Work	Yes		
17	Professionalism	Assurance of Lowest Price	Yes		
18	Workmanship	Money Back Guarantee	Yes		
18	Workmanship	Lifetime Warranty	Yes		
19	Workmanship	Installer Conduct Agreement	Yes		
19	Workmanship	Completed Project Photos	Yes		
19	Workmanship	Lifetime Glass Breakage Warranty	Yes		
24-25	Project Completion	Trusted In-house Flooring Resource	Yes		

