



Selection Process

As our client's builder we strive to deliver the highest level of construction quality and client services. To insure that each home is unique we rely on many resources to help our clients fashion a home that reflects their individual tastes.

We begin the selection making process by having a staff professional, Fran Berkowitz, coordinate and assist in these selections. Fran has been working with me and my clients for over 23 years. She knows when and what decisions need to be made so that the construction proceeds without delays. Many of our vendors and trade partners include showrooms as part of their businesses. At DDC we do not just send our clients off to the showroom with a list of allowances and a plan in hand. Fran makes the appointments and accompanies our clients to each showroom for the appointment. Also by scheduling an appointment rather than walking in, our clients are certain to have the expert assistance of the vendor's representative.

Because all selections cannot be made prior to signing a contract we include allowances for most finish items. Each of these allowances references specific items which have been discussed in the design/pricing stage prior to contract. However, because showrooms are filled with a variety of items to choose from, changes to the specifications are always available during the final selection process. Timely and well coordinated selections make these changes possible.

It is important to make full use of the vendor's experts. These are design professionals who can help make product selections easier and more satisfying. Design professionals have a trained eye for what creates cohesiveness and comfort, such as selecting colors or finishes that complement each other. They are skilled too in assisting clients to identify and satisfy their personal tastes. We encourage our clients to ask questions and share their dreams with these professionals. We select as our vendors those who have that expertise for our client's benefit.

We want our clients to relax and enjoy the selection process as they make satisfying choices in building their dream home. We hope with the assistance we provide this will happen.

Reflections of the Builder

These are interesting economic times.

Fortunately we at DDC are busy with multiple projects under way. We have just signed a contract for a lovely kitchen and bath remodel in Princeton that resulted from a previous client's referral.

Recently I was at an art show and one of the painters in describing himself and his work wrote, "I paint with a young man's eye and an old man's experience." His work was lovely and his point of view got me thinking about myself as we appeared to be contemporaries. In talking together we also still shared at

this stage of our lives an enjoyment for our work. I would put on my work, "I build with a young man's enthusiasm and an old man's experience."

My plan in the foreseeable future is to keep building and to work towards improving my craft. I want to thank those of you who have engaged DDC in the past. I welcome the opportunity to work for you again and I appreciate your help in referring others to me as potential clients.

I hope this year is a good one for all of you.

Richard

Warm regards,

Richard

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