

Pre-Bidding questions to qualify your contractor:

1) *How long have you been a contractor?*

- This question establishes the contractor's overall experience in the industry.
- Be sure to clarify for commercial construction rather than residential work.

2) *Have you ever built a dental practice? If so, how many?*

- Combined with Question 1, this will give you a clearer picture of the contractor's specific experience.
- Example: Contractor A has been in business for 7 years and built 10 dental practices, while Contractor B has been in business for only 2 years but built 40 dental practices.

- This comparison highlights the true strength of experience in your niche.

3) *How many projects do you handle simultaneously?*

- Allow them to answer freely.
- Confirm that the number they provide refers to projects running concurrently, not sequentially.

4) *What is the average size of your projects?*

- They can express size either in square footage or contract dollar value.
- This helps you determine whether they're accustomed to handling projects comparable to yours.
- Example: A contractor who has built many dental practices but has never handled a \$2 million contract may not have the experience to manage a project of that scale, even if they are familiar with dental builds.

5) *Do you assign a superintendent to each site?
How many sites does each superintendent
oversee simultaneously?*

- If the answer is yes, pay close attention to how many sites each superintendent manages at once. Ideally, for a typical project size, you want a superintendent dedicated to only one project.
- If the answer is no, ask:
 - How do you manage the site day-to-day?
 - How are emergencies or issues handled?
 - How do you coordinate with subcontractors and other parties?
- A contractor without a dedicated superintendent often risks:
 - Higher chances of change orders (due to poor coordination).
 - Project delays (due to lack of on-site management).

6) *Are there any additional charges for an assigned superintendent?*

- The answer should typically be yes.
- If not, this could mean:
 - You're already being overcharged in the base price, or
 - The contractor hasn't truly accounted for the superintendent's time.
- Ask: If the project runs long (e.g., delayed by three months), does the superintendent stay without additional costs, or will they leave?

7) *Who will be in charge of my project?*

- Look for a clear answer such as: "A project manager will be assigned."
- If they provide a name, ask if you may interview that person.
- Ultimately, you're hiring that individual to run your project day-to-day.

8) *In case of a change order, what is your typical markup?*

- Change orders are inevitable.
- Ensure the contractor's markup is reasonable (around 15–20% is standard).

9) *Describe a major issue you've faced on a past project and how you resolved it.*

- This checks the contractor's credibility and problem-solving approach.
- A good contractor will openly share a real issue and explain how it was resolved.
- Be cautious if they claim they've never had an issue. This could mean:
 - They're not being truthful, or
 - They're uncomfortable admitting mistakes.

- Rarely, if they've had zero issues, it may mean the "big mistake" could happen on your project.

10) *What adjustments have you made to prevent that issue from recurring?*

- This tests whether the contractor actually learns from past mistakes.
- It also reveals how strong their internal processes are.

11) *Can I see a sample construction timeline or schedule?*

- This will show their estimated duration for a project of your size and type.
- Ask if they've ever gone over schedule and, if so, why and by how much.

12) *What steps do you take to prevent delays?*

- Evaluate whether their preventative measures make sense and whether they're likely to be effective.