



They are good communicators and they love their job.

They badmouth other general contractors or associates.

They listen and take notes.

They are slow to respond or are continually late to meetings.

They will gladly provide at least 3 references, and they have solid online reviews.

Their online reviews and references are not stellar (of course you will check at least three references. If the general contractor won't provide these, eliminate them right away).

They would be happy to invite you to a current jobsite they are working on.

They refuse or don't follow up when you ask if you can visit one of their current job sites.

When you visit the jobsite, it is neat and orderly.

When you visit the jobsite, it is in disarray. Or worse yet, they won't allow you to visit their jobsite.

They provide details about the company's insurance, and financial references from banks and suppliers.

They become vague or defensive when asked about proof of a contractor's license, or details on their company's insurance and financial health.

They provide details about the subcontractors they regularly use, how they vet and hire them, etc.

They can't provide details on the subcontractors they regularly use, how they vet and hire them, etc.

They don't hesitate to provide an itemized estimate, and clarify whether it is an estimate or a fixed price.

You can't get a crystal clear sense of what the actual estimates or timelines are.

They provide a clear timeline and schedule, with details about how the job will run so everyone stays on track.

You get a vibe that they are either a bit too eager (and may overpromise) or not eager enough (won't prioritize you).

They offer a reasonable payment schedule (Example: 10% at contract signing, 3 payments of 25% evenly spaced over the duration of the project, and the final 15% when every item on the punch list has been completed).

They want a disproportionately large amount upfront (such as half), which may indicate that they have financial problems.

Major plus: they have experience with log homes.

They either don't have experience with log homes or can't articulate how they will manage this specific type of project.

Their personality feels like a good match for you.

Their personality is either too passive, too assertive, or makes you feel uncomfortable in any way.