

Dear Alan,

I am writing this letter to let you know how very pleased and satisfied I am to have had you and your crews build my home. I hope that you will allow your future and potential clients to read this correspondence as well in order that they might get some sort of indication as to the professional quality and reliability, not to mention pleasure, they will have in their relationship with you as their Builder.

In the process of constructing my home from the ground up, I was given the opportunity to choose from among the Valley's finest Custom Home Builders and feel that my choice in using your services to be one of few that has not caused me a moments doubt. In the exhausting, frustrating process of obtaining the necessary blueprints, permits, inspections, etc...(the list goes on and on) I felt as though I could always count on you to handle and keep me apprised of every potential problem. It is a great relief to know that my Builder was watching out for my own personal interests as well as his own, and was willing to discuss every stage of the process with me that I might understand and be proactive wherever possible. I never had the feeling that I was waiting around for some delay caused by negligence or disregard on your part, and I truly appreciate the effort you put forth in dealing with the multiple county and state agencies. I am pleased to say that I could always count on you, Alan, to handle whatever situation arose in the most effective and prompt manner possible.

To those of you who may not already know this, the typical relationship between a Builder and client is rarely smooth. Most frequently, the people I've met who have recently built have had multitudinous complaints about their Builders ranging from, "He NEVER returns my calls", to, "I don't understand what is going on", and, "That's NOT the way I wanted it to be." If you chose to employ Alan's services, I can guarantee that you will never feel this way. The level of personal service I received from AJF Custom Homes was unsurpassed. Alan is amazingly reliable, always reachable, or in the cases where he is for some reason unavailable at the time you call, dependable and consistent about returning calls. There is not a question you may have that Alan won't take the time to answer, and no matter what your individual preferences may be with regard to the personal touches to your residence, Alan always made sure that my needs and preferences were discussed and conformed to, as well as being insightful, creative, and skilled enough to suggest potential improvements to the design that his highly individual experience made apparent to him that would never have occurred to me. Alan does not just build a home and move on to the next, my home is of personal pride to him and it shows in the quality of service I received, and even more importantly, in the construction of the home itself. Everyone thinks my home is beautiful, and that is for one reason, it is.

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As for everyone's nightmare of escalating construction costs, unforeseen expenses, and estimates that fall far short of the actual cost at the of closing again, there were no worries on that score. Alan is among the most upfront, honest, and forthright people I have ever met, personally or professionally. If there is going to be an additional charge , escalation in costs, or an extra fee for some unimagined reason, you can count on him to keep you informed and to come as close to the mark of his estimate as possible. In my particular instance, his estimate was right on the money. I am pleased to say the financial aspect of doing business with Alan was an equally satisfying relationship. You may be assured that he will not inflate his costs for any reason, and that his charges will be justified many times over by the quality of work that he and his crews perform. Alan was personally on my job site to oversee the work performed and personally involved in every aspect of the construction of my home, the furthest from being just another contractor delegating instructions to his crews and dealing only with the customer. Again, the pride of workmanship and personal integrity Alan takes in his work appears in every detail of the construction of my home.

Quite frankly, I could go on for pages about all of Alan's unique and wonderful qualities, his pride of workmanship an dedication to getting the job done and not just done well, but to a standard of excellence to which he feels meets the integrity to which he affixes his name. I can safely say that there is no Builder in the valley who is more capable or qualified to build your home, and that your very best decision in beginning the process of building is to recruit AJF Custom Homes. You will not go wrong.

Thank you for your services Alan, I am so glad to have worked with you and I LOVE MY BEAUTIFUL HOME, IT IS LIKE NO OTHER. Please feel free to contact me should you ever wish to show my home to your clients, or should they like to discuss your services with me personally. I will always be available to praise your work. Again, thanks.

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