



# Guide To Hiring A Commercial Painting Contractor



As a highly skilled professional in your industry, you understand that projects can't get off schedule, and your contractors can't cut corners—or forget to paint them.



Finding a commercial painting contractor that shares those same expectations can be difficult, especially if it's your first time hiring one. While some companies don't trust contractors based on a previous bad experience or the lingering stigma, here's why hiring one is a beneficial move:

- **It's cost effective.** Hiring a brand-new, full-time employee is a costly addition to your team. Not to mention the cost of recruitment that goes into finding the right team member.
- **It's productive.** Contractors offer specific expertise, leaving little to no learning curve. This makes our time more productive and your time more valuable. Your full-time employees can concentrate on what they do best, and so can we.
- **It's not a long-term commitment.** We're on a contract with a deadline. Contracted projects usually don't require a long-term commitment like hiring a full-time staff member, and you can renew our contract if you like our work.
- **We know other contractors.** Each contracted project builds a relationship between us and you. Because of this, you can ask us about other great teams in different contracted industries to assist you in future projects.

So, where do you find a commercial painting contractor that meets your project needs? To hire a highly skilled painting team that exceeds your goals, follow Cochran & Mann's step-by-step guide.

# 1. Determine your requirements.

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You know what your building requires, and the commercial painting contractor should be able to bring your vision to life—exactly how you see it. Whether it's a hospital mural or hotel wallcovering, a painter's job is to bring imagination to life through art.

While creativity is important aspect, we still have a job to do in order to meet your bottom line. It's important to find a company that also excels and specializes in different services.

Do you need water repellant epoxy for a commercial indoor pool and locker room? Do you need graphics and signage for your brand-new restaurant? Do you need custom color matching and color coding for a mechanical project?

**Tip:** Don't be afraid to buy local. Many national-chain painting companies are recognizable, but the attention to detail and consistent communication that comes with a local team is unbeatable. They may even offer more experience in the specialty you're looking for.

# 2. Ask the right questions.

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Chances are that you're not well-versed in painting and wallcovering, and that's OK! You may not know the ins and outs of what your project requires when it comes to paint, but finding an honest commercial painting contractor is an important step in determining the exact perimeters of your project.



It also helps shine a light on the integrity of the company. When you're researching painters, contact the leadership team to ask all of your questions, like the following:

- How much experience does your company have?
- Which commercial buildings are your specialty?
- What is your typical pricing for projects like mine?



- What services do you offer? Is custom work an option?
- Can you explain what equipment, techniques, and materials you use?
- What paint brand or manufacturer would you use for my project?
- Is everything in-house or outsourced? If you use subcontractors, can you provide me with a point of contact for each?
- How do you hire your painters and wallcovering team?
- Do your employees have specific licenses, certifications, or credentials?

- How many people will be assigned to my project?
- Describe a typical relationship between you and other contractors, subcontractors, and clients.
- Can I take a tour of your facilities?
- How often and by what means will you communicate with me?
- How important and/or flexible are deadlines?
- Do you have insurance or a guarantee?
- Can you provide me with a few references?
- What's your financial capacity to manage my project?

**Tip:** To avoid commercial painting companies that are unreliable, uncommunicative, and limited in their capabilities, look out for warning signs. This includes unanswered complaints and online reviews mentioning missing deadlines, slow service, and inconsistent project quotes.

### 3. Estimate the price.

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It's important to understand that most commercial projects in any contracted industry don't come with standard, a-la-carte pricing options. Often times, painting specialists won't negotiate pricing either because, like you, we understand business.

To get a real estimate for your commercial project, ask each painting company that you're interested in and do a final comparison.

**Tip:** By talking to multiple companies, you'll begin to get a feel for the market. This means that you'll be able to choose a painting team that offers pricing that's in line with the industry while reflecting their quality and skill.

Lastly, be sure that all areas of the project are outlined in the estimate, so you don't get hit with hidden costs that might pop up later.

## 4. Look for testimonials and online presence.

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It's important that the painting company has a good reputation and legitimacy before you commit to them. Look for the following on their website and social media:

- Positive reviews on social media and the website
- A Better Business Bureau accreditation
- Project portfolio or product gallery with pictures and details
- Constant social media presence
- Industry news updates
- Relevant blogs
- Newsletters

**Tip:** When looking at the project portfolio or product gallery, see if the company has done anything similar to what you're asking for. This makes it easier on them, and you can be sure that they know what they're doing.



## 5. Combine all of your information.

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Combine all of your information to make an educated decision. By now, you should have a good idea of which painting company that you'd like to choose based on their capabilities, price, solid resources, diverse portfolio, and positive reviews.

When you feel confident in your choice, contact the project manager immediately to send over the paperwork and set up a project schedule.

At the end of the day, you should put your project in the hands of a commercial painting and wallcovering company that's professional and stable in every aspect of their business.





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