

MASTER BUILDER



Quality, honesty and attention-to-detail form the foundation of this builder's biz.

What would we do without Paul?!?! That could easily be the phrase most often repeated at a gathering of Paul Consiglio's clients.

A master builder who devotes as much attention to the smaller carpentry jobs as to the tasks of designing and building a home, Paul achieves the utmost satisfaction for his clients and there are never any surprises budget-wise.

Paul's range of jobs in the last few years runs the gamut from working on million dollar homes located on the choicest real estate on the eastern end of Long Island, New York, to smaller projects including decks, built-ins, kitchens, you-name-it.

Local lumber yard gossip buzzes that Paul's van has been spotted at the homes of some of the most celebrated figures in East Hampton, New York. Discreet and protective, Paul declines to discuss specific clients or their projects.

Paul Consiglio is an inspiration not only for builders and contractors who

want to create a steady customer following, but an example any type of entrepreneur who seeks to generate positive word-of-mouth about his or her business venture can follow.

Like many entrepreneurs, Paul started working for "the other guy," in a building contracting firm about 14 years ago.

"Every Monday morning as I set out to work, I started to think, 'hmmm...I could be doing this on my own,'" Paul recalls.

Paul had already built and contributed to an astonishing array of projects, both

residential and commercial, ranging from homes to motels.

Armed with experience, skill and talent, Paul took the plunge to start his own business in 1987.

A crackerjack builder, Paul quickly developed a reputation for working with his clients.

"It's important to find out exactly what the client wants and make them happy. Often, we discuss a project and conceptualize it together. They know what they want, but might not understand the options or restrictions that could apply to that particular project," says Paul.

Paul often presents several design options on each project. He and the clients come up with a definite plan and fine-tune the budget.

Perfection Plus

Paul also collaborates with architects on various projects to solve what Paul describes as "interesting design and building problems."

His attention-to-detail has kept him up nights until he is completely assured that the solution derived is the absolute best way to go.

He also has the sensitivity required to construct additions to a home that will

\$10 CAN SAVE YOU THOUSANDS: PAUL SHOWS YOU HOW

It's unfortunate that many of us have experienced renovation or remodeling nightmares. Shoddy work that goes over budget, contractors who fail to execute what the clients want, and workers who actually damage the home in the process of "fixing it."

We could have saved a bundle if Paul Consiglio's compact, concise and user-friendly booklet had been available. This exquisitely precise builder has summarized all one needs to know about hiring a builder or a contractor in one handy booklet entitled *How To Hire A Contractor*.

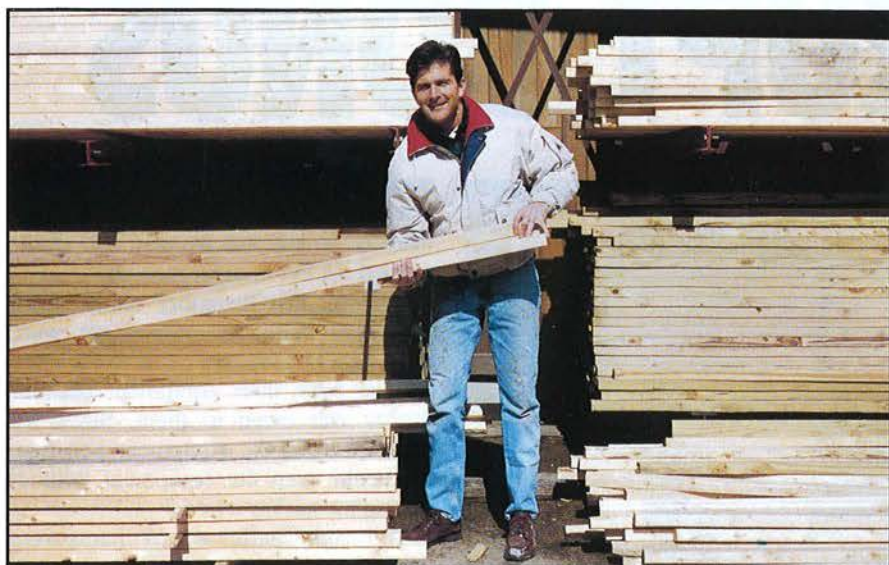
Paul takes technical language and translates it for the lay person. He gives

homeowners and apartment dwellers the vocabulary and the ammunition they need to successfully hire a builder, negotiate a fair deal, and get the results they want.

Priced at \$10 and available via mail order, the booklet is designed to assist you in planning and executing any type of home renovation. We highly recommend it.

It's a \$10 investment that could save you \$1000s on your next remodeling project.

To order, send a check or money order in the amount of \$10 to: Paul Consiglio, P.O. Box 332, East Hampton, NY 11937. ■



blend with the architectural style of the existing structure.

Many builders fail to consider the house as a whole unit when planning an addition. This is all a part of Paul's planning process. The landscape and other environmental factors are also considered in Paul's design and building process.

"When a job is finished, I get a tremendous amount of satisfaction when clients say they like it." Paul is too humble to state the truth. His clients rave about his work, and all of the projects on tap for 1994 come from word-of-mouth recommendations. Paul doesn't need to advertise. His work speaks for itself.

When growing up, Paul was often singled out in his wood shop class. Not only by his teachers but his classmates as well.

"I enjoyed it, and the classmates and

teachers liked the work. They were kind enough to give me a lot of positive reinforcement for the various projects assigned to the class. I realized building things was something I liked to do.

"College was not really an option for me, so I focused my energy on developing a career in the building trade," he says.

These days, Paul is firmly established in his own building business. Licensed and insured, Paul works independently, but can round up a crew to take on any task.

It's reassuring to Paul's clients that the workers Paul hires for any given project must share his values when it comes to workmanship, perfectionism and attention-to-detail. Recently, Paul's brother, James, helped Paul construct two new homes in East Hampton.

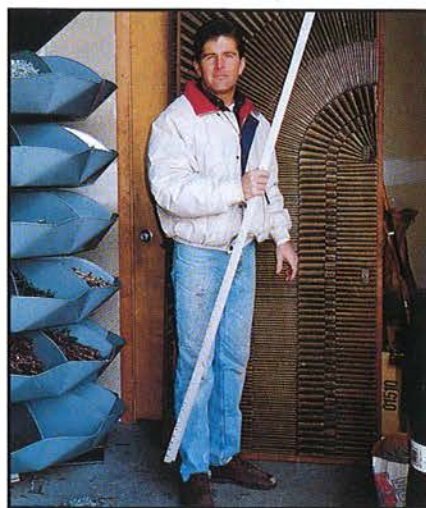
"If a client needs a shed, deck or

garage built, or has another home renovation project in mind, I usually handle it alone. Building a home requires additional staff" that Paul has waiting in the wings.

Many of Paul's customers have had bad experiences with other builders. "I am constantly called in to fix what others have done wrong." (Those readers who have taken on home remodeling projects, know what Paul means!)

Honest & Humble

Another trait that separates Paul from other builders is his honesty. "Many builders take a band-aid approach to a given situation. Within months, the homeowner will be frustrated in his or her attempts to understand why the problem was not taken care of in the first



place. They've spent a considerable amount of money, but because the building contractor was not completely honest, they are left with an unresolved problem."

Paul's record in getting projects accomplished on time is flawless.

Homeowners want to have their homes cared for and "returned" to them in one piece as soon as possible. Paul's clients often comment that he can accomplish in one hour what others do in one day!

If you would like to contact Paul Consiglio, write to P.O. Box 332, East Hampton, NY 11937 or call 516-329-0755.

Paul has put together a booklet to help homeowners get through their home renovation or remodeling project in top shape. See the sidebar for ordering information.

