



# Proposals vs. Estimates

What is the difference between a contractor's proposal and an NRCIA proposal?

Many roofing contractors offer 'free' estimates for services to your roof. However, these estimates are guesses at best by the contractor and contain both vague and restrictive information.

The NRCIA advocates for professional proposals for homeowners so they have confidence in the services provided by certified NRCIA members. Proposals are accurate and provide options for the homeowners based on their needs and budget.

Below is a quick guide to help learn more about the differences between a contractor's estimate and an NRCIA member's proposal.



# What's the difference?

## Other's ESTIMATE

## NRCIA Member PROPOSAL

### Cost of roof inspection

The cost of roof inspection can vary, depending on the building's location and square footage.



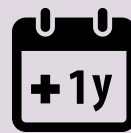
Usually free



Consultation fee

### Need time-frame

The projected time frame for the work to be needed.



Future need  
(for budgeting purposes)



Current need

### Clearly defined scope

Specific inclusions, exclusions, assumptions and variables of the project are included for total transparency.



No



Yes

### Basis for evaluation

Zones of inspection considered in evaluation.



Brief rooftop  
inspection



Thorough inspection  
of interior, perimeter,  
garage, attic & rooftop

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# What's the difference?

## Report results

The accumulation of the roof inspection findings compiled into a customer report.

### OTHER'S ESTIMATE



**Simple description**

### NRCIA Member PROPOSAL



**Detailed report with  
photographs**

## Price credibility

The quality and trustworthiness of the price quoted in the report.



**Usually a range or  
rough calculation;  
maybe grossly  
inaccurate**



**Specific and accurate**

## Fixed-price

The price quoted in the report is fixed and cannot be increased upon new discoveries as the project develops.



**No, the price can  
increase as issues are  
discovered**



**Yes, the price is fixed  
unless the scope of  
work changes**

## Timeliness of report

The amount of time for a customer to receive a report after an inspection.



**Usually after one week**



**Within 24 hours**

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# What's the difference?

## Eligible for a LeakFREE® Certification

Only roofs that had a LeakFREE® Roof Inspection may be eligible for our LeakFREE® Roof Certification.

## Inspector credibility

The inspector is NRCIA-certified, experienced, and has general liability and worker's compensation insurance.

## Contractor credibility

The contractor is NRCIA-certified, experienced, licensed, bonded, and insured.

### OTHER'S ESTIMATE



No



Unknown



Unknown

### NRCIA Member PROPOSAL



Yes



Yes



Yes



The NRCIA is dedicated to bringing confidence and credibility to the roof inspection industry. NRCIA members are advocates for the integrity of the roofing systems and roof inspections. The real estate industry trusts the NRCIA and its professionally accredited members to provide world-class inspections and certifications on every roof.

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