

Remodeling

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Your Business **By Design**

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Rooms of Their Own

Getting clients to make design decisions well before building helps to streamline the remodeling process and cut down on change orders and schedule glitches. Now there's a Web-based system to help with this process: RemodelVision.

Intended to provide a service for homeowners, RemodelVision is ideal for designers, decorators, remodelers, and other service providers working with clients to solve design problems and make selections for roofing, siding, flooring, cabinets, countertops, colors, and finishes.

Clients can view rooms that are "real," based on an elevation that has been colorized or made into a 3-D rendering. RemodelVision can take a rendering from PhotoShop or a CAD file

and apply photographic characteristics to it. Then RemodelVision, which owns proprietary visualization software, allows you to put a real product on a surface in this photo environment. The downside is that you don't have natural lighting. But, you can also upload photographs onto the site using ImageMapper, RemodelVision's proprietary image upload tool.

The system is new, and at this writing numerous manufacturers — at least one brand in most categories — are available on the site.

There's also a "Find a Contractor" section, a paid-referral list. For \$199 per year, the contractor receives qualified referrals of remodeling and decorating clients. For \$300 more per year, RemodelVision will build and host for



RemodelVision's visualization tools help streamline the selections process.

the contractor/designer a custom, search-optimized Web site solution that includes the same functionality as the RemodelVision site plus hosted e-mail.

To learn more about RemodelVision, go to www.remodelvision.com or send e-mail to customerservice@remodelvision.com. —S.F.

Hiring From Outside

Remodelers are finding great employees by looking outside the industry—page 94

Embezzlement

Remodelers tell how to prevent embezzlement in your company—page 108