



Insurance Restoration Franchise Network

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Director of Remodeling & Strategic Sourcing



Property Insurance Service Categories

- Emergency Services
- Mitigation
- Contents
- Reconstruction
- Large Loss
- Trauma & Crime Scenes
- Storm Chasing
- Art and Document Restoration

Who is Paul Davis?

- A Leader in the Property Insurance Mitigation and Restoration Industry
- Primary Clients: Insurance Agents and Adjusters
- Our Customers: Residential and Commercial Property Owners

Our History

- Founded in 1966 in Jacksonville, Florida
- Today, More Than 240 Franchises Generating \$500 Million in Annual Sales

Mitigation Services

- Emergency Services
- Structural Drying
- Mold Remediation
- Smoke Decontamination and Cleanup
- Full Service Contents Cleaning, Inventory, and Storage
- Document Restoration
- Lead Renovator

Reconstruction Services

- Structural Stabilization
- Temporary Repairs
- Full Construction Services

Commercial Services

- Large Loss Mitigation
- Business Interruption Reduction
- Structural Stabilization
- Full Range of Commercial Contractor Services
- Disaster Management Planning
- Consulting

Remodeling Projects

- Room Additions
- Kitchens & Baths
- Weatherization
- Age-In-Place
- Commercial Build-Outs
- Add-on Projects to Restoration Work

Flooring

Painting



Training

- ***National Training Center***
Located in Jacksonville, Florida
- Meets or Exceeds Institute of *Inspection, Cleaning and Restoration Certification* (IICRC) Qualifications
- All Offices are Certified in Fire, Smoke, Water, Mold Mitigation and Restoration
- Committed to Training Our Franchisees and Partners



Franchisor's Responsibilities

- Build a Network with Quality Owners
- Ongoing Training
- Quality Assurance
- National Marketing to Insurance Clients
- Tech Support
- Leverage Network Size in the Supply Channel
- Thought Leadership

Franchisee's Responsibilities

- Maintain an Ethical Business
- Execute Quality Work
- 24-7-365 Quick Response
- Show Continual Improvement
- Adhere to Network Requirements
- Properly Trained and Certified Staff Members
- Pay Royalties

Restoration vs. Remodeling

- Sales Cycle – Immediate
- Product “like, kind & quality”
- Specialized training and equipment to meet requirements of insurance industry.
- Insurance companies establish compensation for work
- Increased liabilities – mold, environmental contaminants and airborne pathogens
- Insurance loss is time sensitive
- Increasing deductible payments are an unplanned expense
- Sales Cycle – Lengthy
- Product is property owner driven
- Construction and design skills are required
- Project pricing is market driven
- Project environment has greater stability
- Remodeling projects are scheduled and staged
- Money source is planned



Thank You

Harvard Joint Center for Housing Studies

-Remodeling Futures Steering Committee Meeting-

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