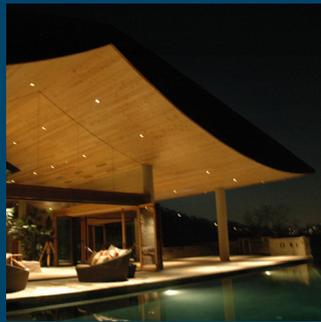
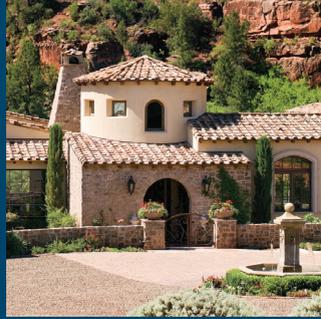


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# *Tried and True: The Value of Time-Honored Relationships*

*By Jerry Meek and Colleen Pawling*

As the saying goes, "time will tell." When it comes to completing a custom project, time is extremely valuable. Over the course of your project, you want to know that your team, from your architect to your interior designer and builder, will consistently bring you the most value for your time and your investment. One way to make sure this happens is by finding an architect that not only has a history of success, but has also developed long term relationships with key partners that directly support the delivery of your project.

Architects, just like interior design and building professionals, are dependent on the expertise of their partners to get the job done. Architects depend on contractors to develop and produce their vision. Interior Designers rely on showroom representatives to supply the precise fabrics, materials, and furniture they need to beautify a home. Custom builders trust their trades and suppliers to produce every detail according to plan. Partners who have worked well together over the years perform like a well-oiled machine. They provide the right support in a timely and professional manner and inspire each other to do the best job they can for the benefit of their clients.

Well-established partnerships have refined their processes,

enhanced their communication skills, and learned together from past mistakes. A high level of trust exists among partnerships based on shared experiences and demonstrated expertise. They know what to expect when projects are underway, making them exceedingly efficient and effective in their execution of tasks and deadlines. Over time, partners develop a rapport of mutual respect that makes the entire experience enjoyable and rewarding for all parties involved.

*“Trust, integrity, and open communication are at the heart of many time-honored partnerships”*

At the heart of these longstanding professional relationships are loyalty and commitment. Regardless of how perfectly planned a project may be, mistakes and misunderstandings are likely to happen. When they do, seasoned partnerships are committed to leading with honesty and integrity every step of the way, especially when unexpected obstacles arise. Rather than pointing fingers and deflecting responsibility, trusted partners come together to work through challenges until a sustainable solution is reached.

You will find that when you look closely at architects, interior designers, and builders that have worked together over a long period time, they often

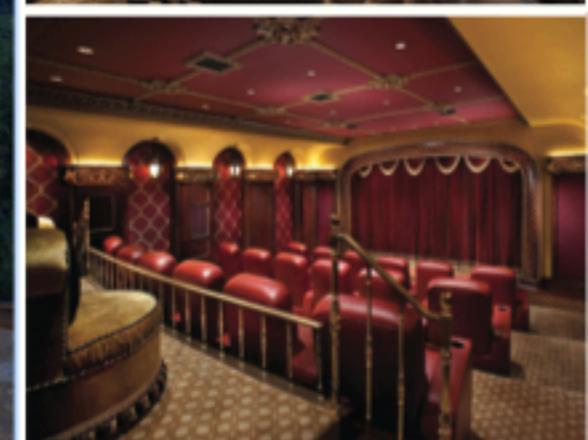
share a similar code of values that is expressed throughout every transaction. Values such as trust, integrity, and open communication are at the heart of many time-honored partnerships. These values become significant when you start your project; they will define your experience and ultimately lead to a successfully built project. ■



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*See Ad (preceding page)*

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