

# Remodeling NEWS



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## **NARI MEMBER ACHIEVES GUILDMASTER STATUS**

**Roswell, GA**– Dan Weidmann, President and COO of Weidmann & Associates, Inc. has been accepted into a prestigious circle of builders, developers and remodelers whose work consistently exceeds customer satisfaction. Only the most accomplished builders and remodelers qualify as *GuildMasters* through *GuildQuality*, a customer satisfaction and performance review company. There are only five *GuildMasters* in Georgia.

Weidmann is a part of the growing number of builders, remodelers and developers in the newest residential development trend – quality-focused, customer-based community development. Acceptance into the *GuildMaster* circle means Weidmann consistently exceeds customer expectations – at a level far above their industry peers.

Whether commercial contractors, volume builders, remodelers, or custom homebuilders, *GuildMasters* share two fundamental characteristics: proven building expertise and conscientious attention to customer service with a customer recommendation rate of 90% or better, *GuildQuality GuildMasters* have a history of superior service.

"Being a *GuildMaster* confirms that we're exceeding our customers' expectations while providing constructive feedback in areas where my company can still make improvements. And as a bonus, the objective, third party endorsement helps us close more business. It provides a level of comfort to my customers since Georgia has yet to implement contractor licensure and performance standards," says Weidmann.

Weidmann, an attorney who decided to set his law practice aside in 1989 to remodel homes, is used to achieving best practices awards. In 2004, the Atlanta Business Chronicle names Weidmann & Associates in their Top 10 list of “The Best Places to Work in Atlanta,” and Weidmann has been credentialed as a Certified Remodeler by the National Association of the Remodeling Industry.

“I wish more businesses understood the correlation between customer satisfaction and their company’s bottom line,” says Weidmann. “A company must be willing to ask its clients about their experience. If you are afraid to ask, then you realize there might be a problem. Asking our clients to critique our company was the best thing we ever did,” he continued.

**About NARI:** The National Association of the Remodeling Industry is the only association dedicated solely to the remodeling industry. With more than 6,000 members nationally and more than 300 in Georgia, NARI brings together people who work in the remodeling industry who are dedicated to being the best resource for knowledge and training in their fields. For more information about the COTY Awards or NARI, please visit the website [www.nariatlanta.org](http://www.nariatlanta.org) or call 404-766-7179, extension 23.

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