



STAGE 3 • READY TO TALK

Pre-Consultation Checklist

You're closer than you think. Let's get you ready.

You're Closer Than You Think

The discovery call with Scott is a conversation — not a sales pitch. There's no pressure, no obligation, and no hard close at the end. It's a chance for us to understand your vision, answer your questions honestly, and figure out together whether we're the right fit for your project. The more prepared you are, the more valuable that conversation will be for both of us.

1. Your Property

Knowing your property details before the call helps us give you accurate guidance on what's possible, what's realistic, and what might affect your project timeline or cost.

- Property address**
So we can review the lot layout, setbacks, and zoning before we talk.
- Lot size (approximate)**
Helps us understand the scale of what's possible.
- Backyard dimensions**
Width and depth of the usable backyard space.
- Yard slope / grade**
Is the yard flat, gently sloped, or significantly graded?
- Fence situation**
Do you have an existing fence? What type? Where are the gates?
- Utility locations**
Do you know where your gas, electric, and water lines run?
- Tree situation**
Any large trees in or near the build zone?
- HOA restrictions**
Are there HOA rules about pools, fencing, or construction hours?
- Setback requirements**
Some municipalities have specific setback rules — do you know yours?
- Soil type (if known)**
Sandy, clay, or rocky soil affects excavation cost and timeline.

2. Your Budget

You don't need a firm number — just a range. Knowing your budget helps us recommend the right pool type, size, and feature set for what you want to spend. There's no wrong answer.

- Total project budget range**
Include pool, patio, fencing, and landscaping if possible.
- Financing or cash?**
Are you planning to finance, pay cash, or a combination?
- If financing: pre-qualified?**
Have you spoken to a lender or bank yet?
- Flexibility range**
Is your budget firm, or is there flexibility for the right design?
- Priority: pool or outdoor living?**
Is the pool the priority, or is the full outdoor space?
- Phasing preference**
Are you open to building in phases (pool now, patio later)?
- Awareness of ongoing costs**
Have you budgeted for annual maintenance (\$1,500-\$3,500/yr)?
- Heating preference**
Do you want to heat the pool? Gas, heat pump, or solar?

3. Your Timeline

Pool construction in PA, NJ, and DE is seasonal. Understanding your timeline helps us plan permit submissions, schedule crews, and set realistic expectations for your first swim.

- Target completion date**
When do you want to be swimming? (Be specific – month and year.)
- Flexibility on timing**
Is the completion date firm, or is there flexibility?
- Upcoming events**
Graduations, parties, or events you're building toward?
- Permit awareness**
Do you know permits can take 4-10 weeks in your municipality?
- Construction disruption**
Are you prepared for 8-16 weeks of active construction?
- Seasonal preference**
Do you want to start in spring, or are you open to a fall/winter contract?
- Contractor availability**
Have you started conversations with other builders yet?
- Decision timeline**
When are you hoping to make a final decision?

Pro Tip: Start Earlier Than You Think

The best time to sign a pool contract is fall or winter. Permits get processed over the off-season, and you're first in line when construction season opens in spring.

4. Your Vision & Wish List

This is the fun part. Don't filter yourself – just tell us what you want. We'll help you figure out what's realistic for your budget and space.

- Pool type preference**
Fiberglass, vinyl liner, or concrete? (Or no preference yet?)
- Shape preference**
Rectangle, freeform, L-shape, or custom?
- Size preference**
Small (12x24), medium (16x32), or large (18x36+)?
- Depth preference**
Shallow lounge pool, standard depth, or deep end for diving?
- Spa / hot tub**
Attached spa, separate spa, or no spa?
- Water features**
Waterfall, sheer descent, deck jets, bubblers?
- Sun shelf / tanning ledge**
A shallow entry shelf for lounging?
- Lighting**
LED color lighting in the pool and/or patio area?
- Automation**
Smart phone control of pump, lights, heater, and features?
- Patio material**
Pavers, travertine, stamped concrete, or natural stone?
- Outdoor kitchen / fire pit**
Any interest in adding outdoor living features?
- Pool cover**
Automatic safety cover, manual cover, or none?
- Inspiration photos**
Do you have photos saved (Pinterest, Instagram, Houzz)?

What to Expect on the Discovery Call

Here's exactly what happens when you schedule a discovery call with Scott. No surprises, no pressure.

1 We listen first.

Scott will ask about your vision, your yard, your timeline, and your budget. This is not a sales presentation — it's a conversation. The more you share, the more useful it is.

2 We ask the right questions.

We'll ask about your property, your HOA situation, your soil, your access, and anything else that affects how we'd approach your project. These aren't trick questions — they help us give you accurate information.

3 We give you honest answers.

If your yard has challenges, we'll tell you. If your budget is tight for what you want, we'll say so. We'd rather have a hard conversation now than a frustrated client later.

4 We discuss options.

Based on what you share, we'll walk through the pool types, sizes, and feature combinations that make sense for your situation. We'll give you a realistic sense of what things cost.

After the Call

- If we're a good fit, we'll schedule a site visit to walk your property.
- We'll prepare a detailed, line-item proposal — not a vague number.
- You'll have time to review, ask questions, and compare. No pressure.
- We'll answer every follow-up question you have, in writing if you prefer.
- When you're ready to move forward, we'll walk you through the contract together.

We've built pools for families across PA, NJ, and DE for over a decade. Every one of them started with a conversation just like this. We'd love to have that conversation with you.

— Scott Payne, Owner

Ready for your next step?

Visit us at:

scottpaynecustompools.com/start-your-journey