

# The Ultimate Guide To Hiring A Commercial Painter for Your Multi-Family Property in the Greater Indianapolis Area



BUSINESS & COMMERCIAL SERVICES



# Content Preview & Table Of Contents

In this complete guide to hiring a commercial painter for your multi-family property, you'll learn important things like:

- The value a commercial painting company can add to your property
- What to look for and the right questions to ask
- Tips for creating the perfect RFP and selecting the right partner for your project

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**GET A FREE COMMERCIAL PAINTING ESTIMATE**

# Chapter 1: The Value A Commercial Painting Company Can Offer Your Multi-Family Property

Working with a reputable commercial painting company for your multi-family property's painting and repairs can offer many benefits because they specialize in completing large-scale projects.

Benefits you can gain by working with a commercial painting company at your multi-family property include:



**Increased Property Value.** Having a well and properly maintained community, with fresh paint and repairs addressed, can help you increase the overall value of your multi-family property.



**More Attention From Potential Residents.** With a fresh coat of paint, your property may gain more attention from potential residents because they want to live somewhere that feels safe, secure, and maintained.



**Better Appeal for Current Residents.** No matter whether a resident has been living in your community for years or just moved in, everyone wants to live somewhere they can take pride in—so working with a commercial painter can even help retain more leases.



**Protection From Potential Damages.** Professionals with industry experience and expertise have the ability to help you best protect and preserve your physical assets with advanced techniques and superior products.

In the greater Indianapolis area, many multi-family properties have unique needs. For example, an urban multi-family property may have a more complex scope than a multi-family property that isn't in a city's downtown area. Although, regardless of whatever your project's scope is, having minimal disruptions for your residents is key, and commercial painting professionals are skilled in preventing these.

# Chapter 1: The Value A Commercial Painting Company Can Offer Your Multi-Family Property

## Things Your Multi-Family Property Can Gain When Working With A Professional Commercial Painting Company

- Flexible working hours (nights/weekends) to help allow for minimal disruptions
- Project completion that stays on schedule and happens in a timely manner
- Reliable communication at each project stage so you always know what's happening
- Dedicated project manager, job-site supervisor, and crew
- Necessary equipment and supplies to get the best results
- Helpful knowledge about what products and processes are best for your needs
- Proven experience from previous projects they've completed with similar scopes
- Insightful references from current or previous customers

Now that you know how commercial painting companies can offer your multi-family property value, it's time to make sure you know how to find the best industry experts in your area.

**Go to Chapter 2: How To Find Industry Experts In Your Area**

## Chapter 2: How To Find Industry Experts In Your Area

Finding the best multi-family industry experts near you to help with your multi-family painting and repair project isn't hard if you know what to look for and where to look.

Some places you can search for professional commercial painting companies in your area include:

### Industry Referrals



One strategy you can use to find the best commercial painting companies in your area is consulting with other multi-family properties in your area. They may have helpful insights to share based on the previous and current company they use for their painting and repair projects. This also helps ensure the painting partner you're considering has experience and understands the space you're in.

**Note:** Even though another property shares information about a specific commercial painting company, it's still important to do your own research to understand whether they might be a good fit for your property's unique needs.

### Industry Groups

Another way you can search for the best commercial painting companies near you is by exploring industry groups. These can often offer recommendations or pro tips your community can use when hiring a professional painter and planning for an upcoming project. A good example of this is the [\*\*Community Associations Institute \(CAI\)\*\*](#), which provides multi-family properties with numerous resources and information.



## Chapter 2: How To Find Industry Experts In Your Area

### LinkedIn

LinkedIn is a less common but valuable option for finding commercial painting companies. Many reputable commercial painting companies will have some type of presence on LinkedIn because of the ability the platform provides for them to connect with businesses or properties that have painting and repair needs.

Although, finding them can be hit or miss depending on what verbiage you use while searching. To help avoid this, you may try searching multiple combinations of terms to see more results. For example, you might search phrases like:

- Commercial Painting Company
- Commercial Painters in Indianapolis
- Multi-family Painting

### Internet Searches

You can also find a professional commercial painting company near you by searching via an internet browser. For example, if you searched, “Commercial Painting Companies Near Me,” your browser would use your current location to show you information about painting companies in your area. This automatically helps you narrow your search by making you aware of the companies that specialize in commercial painting and service your area.

Typically, you can also find online reviews from current or previous customers for these commercial painting companies.

Now that you know how to find the best industry experts in your area, it's time to make sure you know how to determine the scope of your project before hiring a professional partner.

**Go to Chapter 3: Determining The Scope Of Your Property's Project**

# Chapter 3: Determining The Scope Of Your Property's Project

Being able to determine the scope of your multi-family property's project prior to hiring a professional painting company can be essential to your budgeting and planning process.

Here are **3 actionable steps** you can use:



## **Reference historical data**

Any historical data you have about when your property has been previously painted or repaired can be extremely helpful for your scope. Specifically, this data can provide insights into how long it has been since your buildings have been painted and certain areas have been repaired.

**Note:** If your multi-family property has **NOT** been painted in the last **7 to 10 years**, it's definitely time for a repaint.



## **Evaluate the current conditions of your property**

Evaluating the current conditions of your multi-family property can help you determine what needs to be painted and repaired. This may require you to use both your historical data and information you gather from walking around and observing your property. For example, you can go from building to building to see what specific needs each has and record that information for your scope. Keep an eye out for peeling paint, discoloration, rotten or damaged wood, and gaps in boards that are not properly caulked.

Without taking this step, areas may get overlooked and left unrepaired.

## Chapter 3: Determining The Scope Of Your Property's Project



### **Consult with an experienced industry professional**

If you're unsure if you've been able to capture the scope of your multi-family project properly, you can always consult with an experienced industry professional. This may be a painting or repair partner you've worked with in the past or someone who's been recommended by other multi-family properties in your area.

**Note:** You can also use what you learned in Chapter 2 to help you find the best industry expert in your area to consult with.

Now that you know how to determine the scope of your multi-family property's painting and repair project, it's time to make sure you know how to budget and plan ahead.



**Go to Chapter 4: Budgeting and Planning**



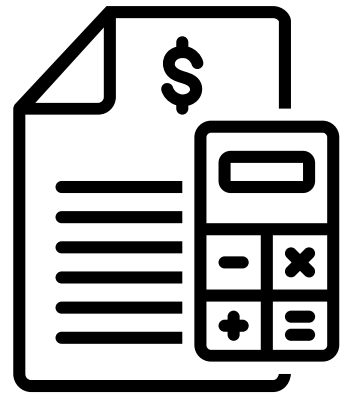
# Chapter 4: Budgeting and Planning

With the proper budgeting and planning, your multi-family property's project can be even more seamless.

Our team of painting, coating, and repair professionals at CertaPro Painters® of Indianapolis would like to share some tips you can use for your community's next project.

## Review Previous Budgets

Before creating a budget for your multi-family property's needs, it's important to review previous budgets you've used for projects with similar scopes. Looking over these is beneficial to help you ideate what types of costs may be involved and how your company can best plan for them. When thinking about potential costs, based on previous rebranding projects, it's also important to consider how costs might have risen over time. Otherwise, you could underestimate your budget and not have set enough money aside for your project.

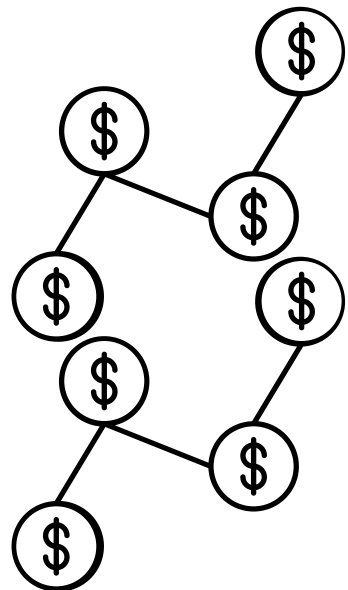


## Consider Potential Costs

Considering the potential costs of your project is critical to ensure you're accurately budgeting. These costs might include things like:

- Services. Each of the individual services your facility will need based on the painting, coating, and repair needs you've identified.
- Spaces. The number of buildings or surfaces that need to be painted, coated, or repaired throughout your facility.

Accounting for these can help your company better budget for whatever project you're planning for and you can even use the insights from your scope to help you.

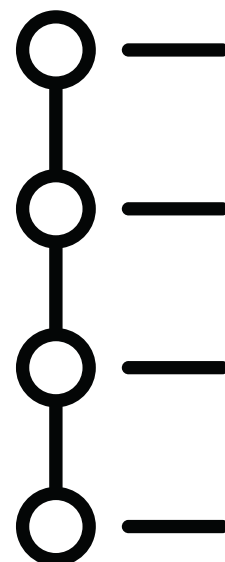


# Chapter 4: Budgeting and Planning

## Think About Timelines

Thinking about your ideal project timeline and the urgency of your project's completion is critical. This is especially important if you've acquired a new property and need to make updates. Additionally, the time constraints you're working with may influence your project costs, depending on material availability.

Once you know how quickly you'd ideally want your project to be completed, you can use that information during your bidding process to select a partner.



### Budgeting With CertaPro Painters® of Indianapolis

Checklist to Help You Prepare For Your Next Budgeting Season

At CertaPro Painters® of Indianapolis, we understand how important the budgeting process can be for commercial projects. This checklist is something you can always refer to when determining whether you need to budget for a repaint or repairs and when you're planning for them.

- ☐ Find historical maintenance data about your building
- ☐ Determine the last time your building was painted or repaired
- ☐ Reference that number to see if it is equal to or greater than 7-10 years
- ☐ Start planning for repaint and repairs if it's been equal to or greater than 7-10 years
- ☐ Think critically about the order of project priority
- ☐ Create a list of the projects you're building needs and the order in which they need to be completed
- ☐ Consider consulting with a building engineer or a trusted contractor if you're unsure about the unique needs of your facility
- ☐ Determine the specific criteria for your project
- ☐ Use technology tools to help you estimate how much your project will cost
- ☐ Think about the requirements you want to include in your RFP to attract the right contractor
- ☐ Write your RFP and establish a response deadline
- ☐ Share your RFP with potential contractors
- ☐ Review your responses and select the right contractor for your project

Remember, when working on your project budgeting within time constraints, our team can help you get your estimate completed quickly after visiting your site and we're always available to help guide you throughout your commercial painting project.

**[Download our Budgeting Checklist to help you better budget for your community's next project.](#)**

Now that you know how to budget and plan for your multi-family property project, it's time to make sure you know how to write the perfect request for proposal (RFP).

Connect With Our Team Today!  
317-252-0334 | [certapro.com/indianapolis/](http://certapro.com/indianapolis/)



**Go to Chapter 5: How To Write The Perfect Request For Proposal (RFP)**

# Chapter 5: How To Write The Perfect Request For Proposal (RFP)

At CertaPro Painters® of Indianapolis, we know just how important a perfect RFP is for finding the right partner for your project. To help you do this for your multi-family property project, we'd like to share **5 actionable steps** you can use.



## Determine Your Scope

Determining the scope of your project is important because it will help you better understand the specific painting and repair needs that need to be addressed during your project. Some things to make sure you identify during this step include:

- Areas to be painted
- Repairs needed
- Color scheme

If you're unsure of what your building's needs are, you can always consult with a trusted industry professional. They may even be able to help you find the best color schemes and options for your community.



## Know Your Purpose

Knowing the purpose of your project is critical because if you don't know the reason for wanting your project completed, you won't be able to share that with potential painting partners in your RFP. Providing detailed information about why your community wants a project completed is useful because professional painters can then understand how to give you the best results.

**Note:** This section of your RFP doesn't need to be super long and may be smaller than other sections. By keeping this portion shorter, you can provide potential partners with a more straightforward understanding of what you're looking for and hoping to gain.

# Chapter 5: How To Write The Perfect Request For Proposal (RFP)



## Provide Detailed Descriptions

Providing detailed descriptions throughout your entire RFP is essential to make sure your bidding partners have as much information as possible about your needs. For example, if you note that your multi-family property needs a specific type of repair, bidding partners will be able to share their expertise or recognize that they might not be the right fit for your project. Without intentional and detailed descriptions, you may end up with a partner who doesn't have the expertise to provide you with the highest quality results.

When writing this section of your RFP, you can write high-level statements that describe what's needed across your property.

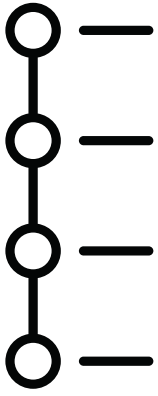


## Indicate What You Want

Making sure you clearly and concisely indicate what you want to gain from your project can help ensure bidding partners know what's expected of them. For example, this may be indicating the transformations you want to see or the improvements you'd like to enjoy once your project is completed.

**Note:** You can also use this portion of your RFP to indicate what you don't want throughout the duration of your project or the types of results you don't want. For example, if you don't want disruptions to your daily operations or you don't want results that look a certain way, you can indicate these expectations.

## Chapter 5: How To Write The Perfect Request For Proposal (RFP)



### Highlight Your Timeline

Highlighting your preferred timeline is also important to include in your RFP, especially if you need your project completed within a tight timeframe. Sharing your timeline is also beneficial, even without time constraints, because it still allows your bidding partners to understand what the schedule might look like for your project's duration.

Taking the time to write your community's RFP thoughtfully can help your multi-family community more easily select and find a partner who's the right fit.

Now that you know how to write the perfect RFP for your multi-family property's painting and repair project, it's time to make sure you know what questions to ask your potential partners.



**Go to Chapter 6: Questions To Ask Potential Painting Partners**



# Chapter 6: Questions To Ask Potential Painting Partners

Asking your potential painting partners the right questions is also key to hiring a commercial painter for your multi-family property. Our team at CertaPro Painters® of Indianapolis would like to share **17 questions** you can use to help qualify your bidding contractors.



## **Tell us about your experience and expertise.**

It's critical to ask your bidding partners about their experience and expertise in the multi-family painting and repair industry. Here are some things to look for in their responses:

- Years of experience
- # of projects completed in the multi-family industry
- Skill-based licensures or certifications

Having these insights about experience and expertise can help you better qualify who is the best fit for your project.



## **Have you worked on projects with similar scopes in the past?**

Asking potential partners whether they've worked on projects in the multi-family space with scopes similar to yours can be useful to understand their familiarity in addressing your specific needs. For example, if your buildings need a niche repair, you may want to work with a partner who has expertise in that type of repair.

**Note:** If a bidding partner doesn't have experience working on a project with a similar scope, it may not be a bad thing. This is where it's important to look at other factors, like their experience and expertise (in general) and any examples of previous projects they can provide.

## Chapter 6: Questions To Ask Potential Painting Partners



### **Could you share some examples of multi-family projects you've previously completed?**

Being able to see examples of multi-family projects bidding partners have previously completed can help you better recognize the quality of work they produce. These might include case studies or before and after project photos.

**Note:** If a potential partner cannot share examples of projects they've completed at other multi-family properties, that may be a red flag and something to consider when making your selection.



### **What does your customer feedback typically look like? Are your customers satisfied with the results of their projects?**

Customer feedback and satisfaction can be very telling when choosing a partner for your property's upcoming project, which is why it's important to inquire about this with bidding contractors. You may ask for things like:

- Customer testimonials
- Customer reviews
- Net Promoter Score (NPS)

This information might help you better gauge what your property's experience could be if you choose to work with a certain partner.

## Chapter 6: Questions To Ask Potential Painting Partners



### **What types of paint options and repairs do you recommend for our buildings?**

Different commercial painting and repair professionals may recommend different solutions for your buildings. To compare these, it's helpful to ask what paint options and repairs each potential partner recommends for your property's buildings. Then, you can look at each recommendation side-by-side and see which one or ones fit best.

**Note:** If you don't feel you have enough information, you can always ask follow-up questions about these recommendations.



### **Can you tell us about the warranty you offer?**

Knowing the type of warranty you'll get after your project is completed can be especially important as your community plans and budgets for future painting and repair needs. This also allows you the opportunity to compare the different types of warranties each bidding contractor offers.

**Note:** If you're unsure what a specific partner's warranty would or wouldn't include, you can always follow up with them to get more information.



### **Are you licensed and insured to complete work in our area?**

Although it may seem unnecessary, making sure the partners you're considering working with are licensed and insured to complete work in your area is important. By taking this extra step, you can help protect your property from any potential liability. In general, this is just something good to check prior to selecting someone to work with on your project.

## Chapter 6: Questions To Ask Potential Painting Partners



### **How long can we expect the results of our project to last?**

Understanding the estimated longevity each bidding partner can offer for your property is critical, especially if you're wanting to work with someone who can provide high-quality results. You can also use this information to help you think forward to what your painting and repair needs might be long-term if you work with a specific partner.



### **What benefits can we expect to gain from working with you?**

Inquiring about the benefits your property can gain from working with each individual partner is another way to determine who can offer you the best results. Benefits you may choose to ask about or look for include:

- Minimal resident disruptions
- Consistent communication and updates
- Longevity of painting and/or repairs
- Support after your project completion or warranty

The specific benefits that are important to your community may differ depending on your goals.



### **Tell us about the painting and project preparation processes you use.**

Painting and project preparation processes can be especially important in the multi-family industry because often these projects take place while residents are still living there. This might mean you look for a partner who uses communication during their project preparation process to ensure you and the residents at your property are aware of the dates and times when project operations will take place.

This could also mean the different priming or cleaning processes your bidding partners use prior to applying paint to your buildings. This information can help indicate how long your paint may last.

## Chapter 6: Questions To Ask Potential Painting Partners

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### **Do you use safety precautions while on-site? If so, what are they?**

Safety is critical for any project, which is why it's so important to make sure your potential partners plan to use safety precautions while on-site. Besides the safety precautions their workers intend to use, you can also inquire about the safety precautions they plan to use while working around your residents.

**Note:** This can be especially important if special equipment is needed to complete your project.

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### **Should our residents expect any disruptions during the duration of our project?**

If you're concerned about the amount or types of disruptions your residents may experience throughout the duration of your project, this is something you can ask about. Doing this will give you a better understanding of what to expect when working with each bidding partner and more easily allow you to compare how residents might be affected.

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### **Who will be our primary contact?**

While this is a simple question, knowing who your primary contact will be from start to finish is useful, even in the bidding process, so you can get an idea of who you'll be interacting with. You can even choose to meet with that person, prior to selecting whom you want to work with and see how your communication styles align.

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### **How often and through what mediums will you provide us with project updates?**

Working with a partner who provides frequent project updates through mediums that work for you can sometimes make all the difference in how smoothly things go.



## Chapter 6: Questions To Ask Potential Painting Partners

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### **What timeline and costs do you expect for our project?**

If your property has a specific timeline for your project to be completed, you might ask how long of a timeline each bidding partner estimates. This can help you narrow down your options, especially if a potential partner doesn't foresee being able to work within your preferred timeline.

Also, being aware of estimated costs is important to ensure you're able to stay within your allocated project budget.

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### **Can you accommodate the need for flexible scheduling?**

If your property expects the need for flexible scheduling, you'll want to make sure you ask each potential partner if they will accommodate that before selecting whom to work with. Otherwise, you could end up choosing a partner for your project who isn't able to offer the flexibility you need.

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### **What makes you unique from other commercial painting contractors?**

While this question is broader, asking it may help you uncover the nuances and niche areas of expertise each bidding partner offers. For example, this question could help you learn that one potential partner focuses on communication and another focuses on minimal resident disruptions. Your property can then use these insights to help determine who is best suited for your upcoming project.

Now that you know what questions to ask your potential painting partners, it's time to make sure you know what to look for with your warranty.

**Go To Chapter 7: What To Look For With Your Warranty**

## Chapter 7: What To Look For With Your Warranty

Whether you've worked with a commercial painter before or are working with one for the first time, it's useful to know what to look for with your warranty because not every warranty is the same. Our team at CertaPro Painters® of Indianapolis would like to share three things you can look for when comparing the warranties your bidding partners offer.

- **Coverage.** The painting or repair items included in your warranty, in case something were to happen or arise after your project's completion.
- **Time.** The amount of time your warranty is valid and can be used to address any needs your buildings may have.
- **Responsiveness.** The estimated reaction time your property can expect if warranty-covered work is needed.

If you're unclear about what's covered in your warranty, its duration, or the responsiveness of each potential partner, you can always ask them to provide you with more information. You can also look for specifics about weather damage in your warranty to better understand what your coverage would look like in case of a bad storm.

It's also critical that you get a written copy of your warranty, because, without that, it may be useless when you need to use it.

**Note:** If a bidding partner cannot provide you with a written warranty, that may be a red flag and something to take into account when selecting whom to work with. In this case, you might ask other properties who've previously worked with them for a reference and see if they've experienced any warranty issues.

Now that you know what to look for with your warranty, it's time for you to see some of the multi-family projects our team at CertaPro Painters® of Indianapolis has completed.

**Go To Chapter 8: Multi-Family Projects Completed By  
CertaPro Painters® of Indianapolis**

## Chapter 8: Multi-Family Projects Completed By CertaPro Painters® of Indianapolis

Our team at CertaPro Painters® of Indianapolis has extensive experience and expertise working with multi-family properties to address their painting and repair needs. We'd like to share of examples of projects we've completed in this industry, to allow you to see the quality results you can gain while working with us.

### **333 Mass Ave.**

333 Mass Ave., in downtown Indianapolis, was seeking painting and repair professionals to help them address updates and refresh their living community. This included things like making repairs to areas where there were signs of EIFS failure, rusty railings, sealant cracks, and faded coatings. Their main purpose was to have a trusted partner help them keep their multi-family property well-maintained. The project posed some unique challenges, including the need for city permits and special equipment to accommodate its high-rise design.

The attention to detail our team brought allowed for a successful project that gave the urban multi-family community an updated and refreshed look. The repairs and coatings we implemented made 333 Mass Ave. proud to see their space brought back to life.

[\*\*See The Case Study\*\*](#)



## Chapter 8: Multi-Family Projects Completed By CertaPro Painters® of Indianapolis

### **Packard Condos Downtown Indianapolis**

The Packard Condos in Downtown Indianapolis noticed that the doors and metal railings on the exterior of their buildings were beginning to rust and wanted to repair and refresh them. This project was important for the condo community to help maintain a well-kept look in their Ohio St. neighborhood. The project included pressure washing, scraping and wire brushing rust, spot priming rusted metal areas, and painting.

Before the project began, the doors and railings had not been painted in years and had started to look aged. Then, after the project was completed, the new appearance with maintenance was able to increase the value of each owner's condo.

[See The Case Study](#)





# Chapter 8: Multi-Family Projects Completed By CertaPro Painters® of Indianapolis

## Canterbury Condominiums

Our team received the opportunity to repaint all buildings in the Canterbury Condominiums community in November of 2018 from Kirkpatrick Management Company and Jerry Barth who is the Property Manager for the community. The project consisted of 15, two-story condo buildings, 1 clubhouse, and 1 guard shack. The results we provided gave the buildings the updates they needed and a refreshed look.

[See The Case Study](#)





## Chapter 8: Multi-Family Projects Completed By CertaPro Painters® of Indianapolis

### Multi-family Condo Painting Project

These Condominiums located in north Indianapolis were in need of a refresh. Our team was hired to help them replace their siding and rotted wood in various areas of 3 multi-family condos, as well as wash and remove any peeling paint and caulk. We also applied finishing coats on the property to ensure protection from weather elements for years to come. With everything we implemented, the results gave the living community an updated and refreshed look that owners could take pride in.

[See The Case Study](#)



Now that you've seen what our team at CertaPro Painters® of Indianapolis can do, we'd like to share a takeaway resource and information about how to get your property's estimate.


[Go To Chapter 9: What now?](#)


## Chapter 9: What now?


Now that you've gone through the **Ultimate Guide To Hiring A Commercial Painter for Your Multi-Family Property in the Greater Indianapolis Area**, you can start searching for and selecting the best partner for your project.

### Interested in working with CertaPro Painters® of Indianapolis?

Connect with our trusted team of painting and repair professionals to discuss your project and see how we can help you reach your goals!




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