

**CONTRACTORS**SCORE



KNOW THE SCORE

Date

Subcontractor, Inc.  
123 Main Street  
Anywhere, NC 27600

Dear \_\_:

\_\_\_ Construction Company has a strong tradition in teamwork with the subcontractor community. We are facing challenges in a construction market today unprecedented in our careers, but look forward to turning those challenges into opportunities for all of us. Every construction company in our market, generals and subs, have faced reductions in force and cost cutting measures. The management and financial resources a contractor employs, its people and money, are under greater pressure now more than ever.

There is a new service coming on-line that can start to address this and improve all our risk profiles. The Contractor Score is a totally objective, third party professional tool that measures a contractor's current management and financial capacity. Contractor Score LLC, a highly regarded management consulting firm that works exclusively in the construction industry. Much like the ubiquitous consumer 'credit score', the Contractor Score is a number that can indicate a contractor's relative financial and management health. It is simple, confidentially derived and inexpensive to acquire. It is applicable to subs and generals alike. Take a look at the details on Contractor Score's web site, [www.ContractorScore.net](http://www.ContractorScore.net)

\_\_\_ Construction Company will be asking all its subcontractors to submit their Contractor Score with their upcoming bids and proposals to us. The Contractor Score will become part of our normal pre-qualification requests. Please take note of our Contractor Score, xxxx, to better understand how we compare with our competing general contractors with whom you also work. Please direct any questions to \_\_\_\_\_.

Sincerely,

John Doe  
President