



To maximise **YOUR** benefits, book a consultation here: 

Summary

Mark and Sarah were stuck with a desire to make their life better but due to **poor information and a lack of trust** they could not find a way forward that they both felt comfortable with. Trust in installers, or lack of it, was a big issue for Mark and Sarah was **struggling to find reputable information** that she could make a decision from. They booked a £250 consultation with Dr. John in order to access completely **independent and qualified** advice **with no sales pressure**. Dr. John reviewed their present needs, designed for the future and recommended a series of choices that would **work in harmony**. By providing high-quality, verifiable information, Dr. John removed the risk out of the situation for them and helped them feel empowered to take action.

Mark & Sarah 1970's 4 bed



Mark (50) and Sarah (48) have lived in this home for many years as they raised their family. They have **recently inherited some money** and are looking to **renovate the property** and make it both more **comfortable and cheaper** to run. However, they are unsure of what to do first and in what order. They understand that **actions have consequences** and are concerned

about spending their money wisely as they can only do it once. Whilst their home seems suitable for almost anything, **the fear of getting it wrong** has effectively stopped them in their tracks. The one thing they do know is that for every option there are 10 companies selling a different solution – **where do they start?**

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What they almost did

The answer is – **nothing**. Having had a bad experience with his parents and some work they had done previously Mark **did not trust general contractors**. He also had a **poor opinion of National Installers** whom he felt were there simply **to make money out of him**. Whilst a keen DIY'er he realised this was **beyond his ability** so whilst he was motivated, he just **could not** find enough **independent information** from **a source he trusted** in order to help him find a way forward with a suitable installer. It looked like they might stay as they were for the future... For every story Sarah heard of someone praising their new cleaner and greener home she also heard a negative comment about something, and could not easily find the truth. **Facebook was not her friend**. Stuck between a rock and a hard place **they dithered**.



The solution



A friend of Sarah's had heard about Dr. John and suggested they could inject some **transparency**. She had heard that since they were not a salesperson but an engineer, they were **completely free to be impartial** without any financial incentives.

Wanting to know more, and to receive **qualified advice**, she booked a consultation with Dr. John. Sarah felt that by paying for an **independent** consultation they would be able to either rule in or rule out a lot of myths and hearsay, finally deciding what to do with the inheritance. In the online meeting, through **active listening, detailed questioning** and applying **years of industry and research knowledge**, Dr. John identified a way forward that would meet their needs and give them what they both wanted. More importantly, that they now had **confidence** to go to market knowing what they were looking for, in what order, and at what **indicative price**. Whilst this was still a journey to go on, they knew they could **always book another meeting** later if they needed to.



Sarah noted:

"I was really getting conflicting messages online and it was hard for me to know what was an opinion or hearsay and what was true."

"For me, knowing that I would only be told the truth really mattered."

"We had started arguing about it all and I just wanted to talk to someone who was on my side. It was really nice to know that whatever I choose to do Dr. John is not making a profit from it."

Mark noted:

"For my side I really don't trust businesses to have my best interests at heart. I know they are there to make money from me. Whilst Dr. John does charge a fee, it is a one-off and they are not trying to sell a product."

"The real benefit for me is that I feel I can now move forward, make a decision and get on with things."

"Whether we do or don't renovate our house at least we are more in control and there is less risk of us spending the money unwisely."

To plan your future with confidence, book here: 



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