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Q *A roofing company knocked on our door unsolicited to offer us a free estimate. After agreeing, they (a team of two) proceeded to hard sell the contract, using a "good cop/bad cop" routine on my husband and me and it took numerous requests to actually get them to leave. Is this a standard industry practice?*

A NO, the practice is not standard or acceptable. Some companies will canvas a neighborhood they're currently doing work in (usually leaving fliers or posting yard signs advertising their availability to measure your job while in the area), but banging down doors and then refusing to leave them is just not OK.

You are among several who have told of this experience recently in Corvallis and it's the same company coming from 90 miles north. Let me use this platform to warn readers - they tout a "good story" but are also using intimidating and forceful sales techniques; their prices have been at least double the norm for this geographical area and "attractive" financing is usually part of the deal. If you read the fine print, you'll be reminded that looks can be deceiving.

Bottom line, do not EVER be pressured to "sign today" fearing their special deal will expire. Do your due diligence by checking references (I did a quick internet search easily revealing red flags), but also comparison shopping with LOCAL established companies before you make a rash decision you may regret. As always, by "comparison shopping" I mean shop the contractors not just the prices.

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