

*A BUSINESS OPPORTUNITY:*

*Contact: Hughes Properties, Business Brokers, 760-323-8311,  
www.hughesproperties.com*

# Remodel Doors and More

Bermuda Dunes, CA (next to Palm Desert)

An existing entrance  
door(s) before upgrade



The same doors that have  
been upgraded with lead  
stained glass panels



## TABLE OF CONTENTS

1.0 Executive Summary .....	1
1.1 Company Summary.....	1
2.0 Products and Services .....	2
3.0 Market Analysis Summary .....	4
4.0 Strategy and Implementation Summary .....	5
4.1 Competitive Edge .....	5
4.2 Marketing Strategy .....	5
4.3 Sales Strategy .....	5
4.4 Sales Projections .....	5
5.0 Financial Plan .....	5

## 1.0 Business Opportunity Executive Summary

Remodel Doors and More (RDM) offers glass designs that may be incorporated into entrance doors, transoms, sidelights, windows, pantry doors, kitchen cabinet doors and almost any other application where a glass insert may be added.

Remodel Doors and More offer homeowners a unique and personalized way to show off their homes. Adding beveled glass to doors and windows will add elegance and old-world charm as well as value to every home. Upgrading entrance doors, side doors, transoms, are a value-added concept of timeless beauty and quality artisanship. With the many different designs and types of glass that are available, there is something for everyone.

Remodeling an existing door costs about half of the cost of replacing the door. Remodeling entry doors with decorative art glass is a new trend in interior design without making a big mess. The doors never leave the customer's home as glass upgrades are performed on site in about 2 - 3 hours.

Custom leaded glass is re-emerging with tremendous popularity. Custom glass in homes has been elevated to the status of fine art. With countless designs and the ability of custom beveling, almost anything is possible. These door and window inserts are still being made in the traditional way. They are made to exact specifications and give the finest look possible in today's discriminating market.

We offer triple glazed panels increasingly in our designs. Triple glazed panels are designed with solid glass panels on each side with the lead glass to aid in insulating the glass and ease of cleaning the glass door.

Remodel Doors and More offers a "Turn-Key" opportunity that may operate as a stand along business or the company could be a good fit into a multi-division corporation.

The web site of the company is [www.doorsandmore.com](http://www.doorsandmore.com)

## 1.1 Company Summary

Remodel Doors and More have been in business more than nine years with five years at the current location.

The company offers quality products, no downtime at the customer home, and products adoptable to most door configurations.

## 2.0 Products and Services

Remodel Door and More will transform existing doors into beveled works of art and the doors will never leave the customer's home. Remodeling an existing door costs about half of the cost of replacing the door. The door upgrade is performed on site in about 2 – 3 hours. Custom lead glass has been re-emerging with tremendous popularity. Remodel Door & More has countless designs and with the ability of custom beveling, anything is possible. This is a unique and personalized way to show off a home. Adding beveled glass to doors and windows will add elegance and old world charm as well as value to every home.

Listed below are common questions:

What is the benefit of having a glass panel placed in an existing door over buying a new door?

As long as the existing door, door jams and header are in good condition, a glass panel can be installed in a couple of hours in the existing door. It is less expensive to have a glass panel placed in the existing door than to buy a new door system. That is because the existing door and door frame stay in place. By adding a glass panel, even the plainest doors become beautiful.

How long does it take to make the glass panels?

It takes approximately 6-8 weeks from the date of order to have the panels ready to install.

How long is the customer without a door?

The existing doors never leave the home. We will measure the existing door and create the glass panel to fit the door. When the panel is complete, we will install the new glass panel in the door at the customer's home.

How long does it take to install the glass panels?

It takes approximately 1 1/2 hours per door to install the glass panels.

How are the glass panels installed?

The actual upgrade of the door(s) is performed at the customer's home. We remove the door(s) by the hinge pins, carry them out to the driveway, cut out the center panels and install the new lead glass panels. We do not change the configuration of door lockset or the hinge line of the existing doors. The doors will fit the same as before.

How private are the glass panels?

The glass panels can be as private as needed. We will custom make them and can either use glue chip glass (frosted) for additional privacy or use water glass to

increase the beauty and sparkle. The only thing that would be clear is the edge of the cut bevel, which is approximately 3/8 inches wide.

How do you make the glass panels?

All of the windows are handmade individual pieces of glass held in place with lead came. Each piece is then soldered and puttied. This adds additional strength to the over all design. This technique creates a very rigid glass panel.

Can you make a custom design?

Yes, what we sell is a standard collection of designs. We can make most any design asked for by the customer. We will make a set of drawings of the custom panel for the customer's approval, reviewed the drawings with the customer, and have the customer approve the drawings prior to starting the work.

Is the existing door refinished (paint or stain)?

No, we do not paint or stain the existing door. We set the panels in a wood molding, which we will paint or stain to match to the existing door color. However, if the door is stained or faux finished to look like wood there is a nominal charge for the replication of color & special wood use. We will stain the molding to match the door at an additional cost.

Do you change or remove any existing door hardware?

No, we do not change or remove any hardware.

Sidelights & transoms:

We also provide custom sidelights and transoms to match existing doors by changing out the old plain glass with a new beveled glass design. It will complete the transformation of the entryway from the boring to the unbelievable.

Cabinet doors:

We can take most cabinet doors and add custom glass and/or special leaded glass designs the same way we transform entry doors.

How and where are the lead glass door and cabinet panel made?

After measurements are taking of the existing doors, the new lead glass doors are manufactured at the company headquarters in Bermuda Dunes, California.

# Remodel Doors and More

Below are photos of the retrofit process at the customer's home:



1-Preparing Door For Lead Glass Panel



2-Opening For Lead Glass Panel



3-Lead Glass Panel Installed



4-New Upgraded Lead Glass Doors Installed

### 3.0 Market Analysis Summary

In performing market research for the communities served by Remodel Doors and More... no other business provides the exact products and installation services.

### 4.0 Strategy and Implementation Summary

#### 4.1 Competitive Edge

Remodel Doors and More have a tremendous technical competitive edge and the business has the technical skills and experience to provide quality services.

#### 4.2 Marketing Strategy

In general, marketing is geared towards homeowner associations, gated communities, and other custom home areas.

#### 4.3 Sales Strategy

Sales are supported by word-of-mouth, referrals, and interactions with contractors and home design individuals and firms.

Advertising is done on the Internet, local paper coupons and cable TV.

#### 4.4 Sales Projections

Future sales opportunities include existing customers and expanding into more custom homes in gated communities... and then expanding sales into boutique shopping areas, repairs services, and expanding into other inland empire and southern California areas.

### 5.0 Financial Plan

Gross sales over the past three years have been in the range of \$500,000-\$800,000.