

May we see your plans?

How to ask a customer for the plans to his project

There are many reasons the plans for a project are difficult to get. There can be a psychology of resistance or of secrecy, but with persistence you can usually get the plans. Anyone who will be bidding will need plans, so they must be accessible somehow. You can try to convince them using the following conversational spins

Architects

We have been hearing about a project you're designing and we want to place a bid for the cast stone for it. We've been asking around and trying to get hold of the plans, however, we can't seem to access them. We'd sure like to get our stone on this project. Could you tell us how we can get them?

Builders

I've been hearing about this project, and I heard you were doing the contracting for it. Could you tell me how we can get the plans, we're trying to place a cast stone bid for this project, and we can't seem to locate them from the owner. We really would like to get in on this project, if possible.

End Users

I have found out you're planning a building project that might use cast stone and I wanted to get hold of the plans so we can place a bid for it. Do you know where the plans are, who has them? I've been making inquiries, but haven't been successful yet.

