RESTORATION INTEL · SHOP-OWNER BLUEPRINT

Stop Competing Like a Commodity Crew: Unbundling Restoration Estimators Into Concierge Physical Validators

By Will Tygart · November 26, 2026 · Unbundling Senior MWR/IEP Judgment

DIRECT SYNTHESIS

Independent restoration contractors escape TPA margin clips and 90-day AR drag by unbundling senior ANSI/IICRC estimators into flat-fee Packet A Physical Validation ($500-$1,500 in 48h), pre-scoped Packet B mitigation, and Packet C clearance.

1. Escaping the Commodity Cleanup Trap

- **TPA drag:** 3%-8%+ referral clips and 60-120 day AR lockups punish shops competing on low-bid demo.
- **Concierge demand:** Family offices, estates, and hospitality groups pay premium flat fees to protect finishes and automate telemetry.
- **Statutory firewall:** Physical validation measures moisture and S500/S520 scope—never policy interpretation or public adjusting (RCW 48.17.010).

Dimension	Legacy TPA Model	3-Packet Concierge Validator Model
Margin & Cash	3%-8% clip; 60-120d AR	$500-$1,500 flat in 48h; 0 TPA clip on Packet B
Estimator ROI	$0 unless truck rolls	Monetizes idle Tuesday MWR/IEP judgment
Paperwork	Manual portals & supplements	HOUR-ZERO-VALIDATOR v0.1 JSON + daily RH logs

2. Shop Launch & 3-Packet Firewall

- **Packet A (No Truck Roll):** Senior MWR/IEP captures LiDAR + thermal + moisture scope; barred from bidding Packet B tear-out.
- **Packet B (Pre-Scoped Execution):** Roll crews onto scopes locked by an independent validator with transparent rate sheets.
- **Packet C (Clearance & Pre-Loss):** $350-$750 clearance walks plus recurring annual pre-loss ESA baselines.

Launch Requirement	Standard / Spec	Coverage & Blue-Sky Revenue
Validator Roster	MWR / WRT / IEP + LiDAR/FLIR	E&O for walks; $500-$1,500 off-peak gigs
No-Self-Bid Rule	Aligned with EPA Mold Ch. 3	Builds instant trust with commercial principals
Telemetry Pipeline	HOUR-ZERO-VALIDATOR v0.1 JSON	Cuts desk-examiner supplement drag
Pre-Loss ESAs	2-hr valve & mechanical LiDAR walk	Recurring facility readiness retainers

Primary Sources & Verification Links

- ANSI/IICRC S500 & S520: https://iicrc.org/s500/ | https://iicrc.org/s520/
- EPA Commercial Mold Ch. 3: https://www.epa.gov/mold/mold-remediation-schools-and-commercial-buildings-guide-chapter-3
- RCW 48.17.010: https://app.leg.wa.gov/RCW/default.aspx?cite=48.17.010

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