

# Getting Approval from Multiple Decision-Makers

Multi-generational homes aren't uncommon these days, but reaching a consensus among decision-makers with different needs can be challenging. Follow these five tips to avoid deadlocks so everyone walks away happy.

01

## Be Inclusive

All decision-makers should be invited to project meetings so each voice is considered. You can even include tradespeople and other contractors to get everyone on the same page. But just as important as collaborating is appointing one person to be the final decision-maker so you don't go around in circles with multiple points of contact.

02

## Prioritise Features

One person wants built-in bookcases. Another dreams of a home cinema. When compromises need to be made, having a list of priorities will keep conversations productive. Ask each contributor to categorise features into essential, desirable, and aspirational, then combine them into one master list that everyone agrees to.

03

## Talk Openly About Money

Setting the budget at the beginning is even more important when multiple people have a vote in how that money is spent. Immediately flag overspending so the group can decide how to move forward, and decide up front who will be receiving and paying the invoices to streamline transactions.

04

## Collaborate with Ideabooks

Houzz Ideabooks involve all decision-makers in the creative process and they help you understand preferences much better than descriptions like "minimalist," "cosy," or "contemporary." Ask each person to create their own, then compare them to find crossover solutions that work for everyone.

05

## Walk the Space

If you're renovating an existing house, ask your clients to give you a tour. Watch how each person moves around the space and interacts with one another. You can even bring samples or do a Life-Sized Walkthrough with the Houzz Pro mobile app to help everyone visualise their future home and get them excited about all the new updates.