Comparing two walk-in shower quotes: teaching example

TEACHING EXAMPLE. These are invented statuses for practice, not a real customer quote or a real contractor. No prices are shown; both quotes are marked quote pending for every amount.

This example puts the same ten scope lines in front of two fictional quotes. Read down each column, then look at what the two columns do not share. The point is to find the gaps and write the next question, not to decide which quote is cheaper.

The same ten lines, side by side

Status: ☐ included ☐ not included ☐ to confirm. Use "quote pending" when no amount is given.

Scope item	What to confirm	Quote A	Quote B
Demolition and haul-away	Old shower or tub removed, debris taken out of the house	■ **Included** ☐ Not included ☐ To confirm	■ **Included** ☐ Not included ☐ To confirm
Shower base, walls and waterproofing	The waterproofing and sealing work the chosen wall and base system requires, including seams and penetrations	■ **Included** ☐ Not included ☐ To confirm	☐ Included ☐ Not included ■ **To confirm** *Waterproofing not named*
Drain and plumbing changes	Drain moved or replaced, valve and supply lines, who opens the wall	☐ Included ☐ Not included ■ **To confirm** *Drain move not in scope until wall opens*	■ **Included** ☐ Not included ☐ To confirm
Threshold and entry	Curb height or curbless entry, and any floor reinforcement	■ **Included** ☐ Not included ☐ To confirm	■ **Included** ☐ Not included ☐ To confirm
Grab bars and blocking	Bars supplied and installed, blocking or studs behind them	☐ Included ■ **Not included** ☐ To confirm *Bars owner-supplied*	■ **Included** ☐ Not included ☐ To confirm
Seat and handheld shower	Built-in or fold-down seat, slide bar, hose length	■ **Included** ☐ Not included ☐ To confirm	☐ Included ■ **Not included** ☐ To confirm *Seat priced separately*

Scope item	What to confirm	Quote A	Quote B
Permits and inspections	Who pulls the permit, who pays, whether inspection is included	☐ Included ■ **Not included** ☐ To confirm *Owner pulls permit*	■ **Included** ☐ Not included ☐ To confirm
Installation labor	Crew, days on site, daily cleanup, who supervises the job	■ **Included** ☐ Not included ☐ To confirm	■ **Included** ☐ Not included ☐ To confirm
Product and labor warranty	What each warranty covers, for how long, and who honors it	☐ Included ☐ Not included ■ **To confirm** *Product only, labor term missing*	■ **Included** ☐ Not included ☐ To confirm *Product 5 years, labor 1 year*
Excluded work and change orders	What is excluded, and the written rate for work found after walls open	☐ Included ☐ Not included ■ **To confirm** *Change-order rate not stated*	■ **Included** ☐ Not included ☐ To confirm *Hourly change-order rate stated*

Amounts: quote pending for both quotes. This example compares scope, not price.

What this example shows

- Quote A says demolition is included but leaves the permit to the owner. Quote B includes the permit but does not name the waterproofing.
- Quote A leaves grab bars out. Quote B prices the seat separately.
- Neither column can be marked complete until the missing line is written into the quote.

Questions to send back

- To Quote A: add the permit and the grab-bar installation, and state the labor warranty.
- To Quote B: name the waterproofing system and price the seat.
- To both: write the change-order rate for work found after the walls open.

ElderHearth, elderhearth.com/posts/best-walk-in-showers-for-seniors-2026. General information, not a contractor's quote or a funding decision. Fictional teaching example; not a real customer or contractor.