

NARI Charlotte

Member Feature Story



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It is always a great honor when our members are recognized for their excellence. It makes no difference if they are a long-term member of NARI Charlotte or a newcomer, as is Paul Kowalski of Paul Kowalski Builders, LLC. Paul recently joined NARI less than a year ago. In that short time, Paul and his team have been honored with a Southeastern Regional COTY award as well as a recent National win during the Spring Conference in San Diego, CA. Paul captured the coveted National COTY Award in the category of Historic Renovation, Under \$250,000.

Alisa Brown, marketing chair for NARI Charlotte was able to spend some time visiting with Paul Kowalski Builders a short time ago. Cathy Kowalski, who handles the marketing for the firm, hosted the sit-down and was able to share a tour of their beautiful design center and talk about their growing business and the ways they are meeting the needs of homeowners looking to improve rather than move. Helping to add value to one's biggest and most personal investment, here is what Paul shared about his business.

NARI Charlotte: Tell us why you entered in to the home remodeling industry and what led to you start your own business?

Paul Kowalski: I started the business during the 2008 economy slide. Homeowners with growing families or those who experienced life changes could not or did not want to move due to the poor housing market. There was an opportunity to help these homeowners change their existing homes to meet their needs and thrive in their new space. This was also an excellent opportunity to change the remodeling industry for the better.



NARI-Charlotte: What is your favorite part of the business? Do you work in both NC and SC?

Paul Kowalski: My favorite part of the business is connecting with clients and working with them to create a beautiful, custom solution to what they may feel is a problem with their home. I've been a licensed GC in NC and SC since 2007.

NARI Charlotte: What sets your business apart? Why do your customers choose to do business with your company?

Paul Kowalski: We elevate the remodeling experience with our team of professionals who collaborate, design, and create with client partners. Our team is supported with a solid process and a design center located at our office where the planning can take place.



NARI Charlotte: What advice would you give a young person who is considering the construction trades as a career path?

Paul Kowalski: Take a serious look at the construction industry and find out more information. For those who learn their craft and perform their work with pride and integrity, a career in the construction trades can be rewarding both personally and financially.

NARI Charlotte: What value has NARI brought to your business since you joined?

Paul Kowalski: This is a terrific group of partners who offer support and advice. NARI offers educational opportunities and exposure as part of a national group which bring tremendous value to our business.

NARI Charlotte wishes to congratulate Paul, Cathy and the entire team at Paul Kowalski Builders on their National COTY Award. It's quality companies like PK Builders who make up NARI Charlotte and are positively impacting the local remodeling industry. Paul Kowalski Builders is Remodeling Done Right!(TM)



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