

Questions anybody thinking of buying a pool should ask themselves before choosing which pool to buy:

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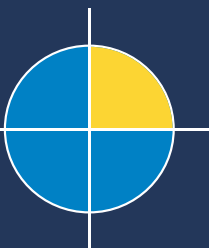
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Compass Pools  
Australia



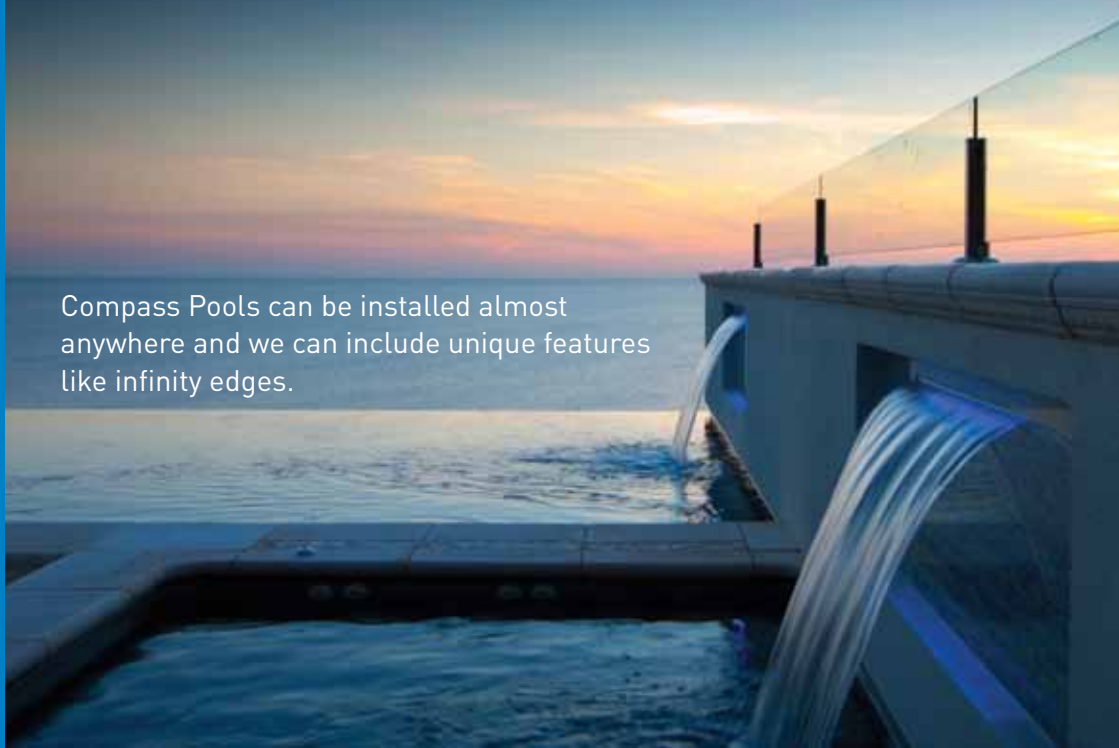
# Is my section suitable for a swimming pool?

One of the first things to consider is whether your home is well-suited to installing a swimming pool.

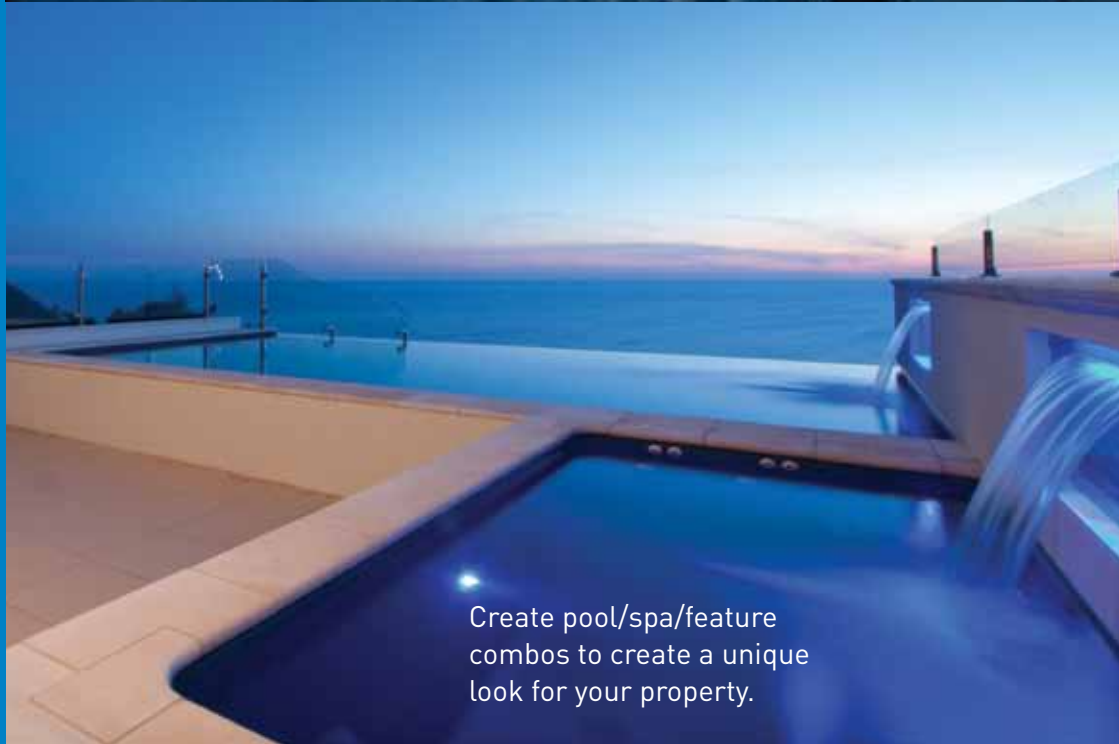
In most cases, your site will be absolutely fine (provided you have enough space). When our consultants come to your house they'll check your property to ensure they give you the right advice.

- ▶ **Slope:** if you have sloping land they will provide you with practical options to keep costs to a minimum.
- ▶ **Access:** they'll also check the easiest ways to deliver your swimming pool. Clear access means your pool will be easier to deliver with fewer costly obstacles.
- ▶ **Space:** your Compass Pool consultant will give you practical suggestions for making the most out of the space you have available. They'll be sure to recommend a pool shape and size which works for your family.

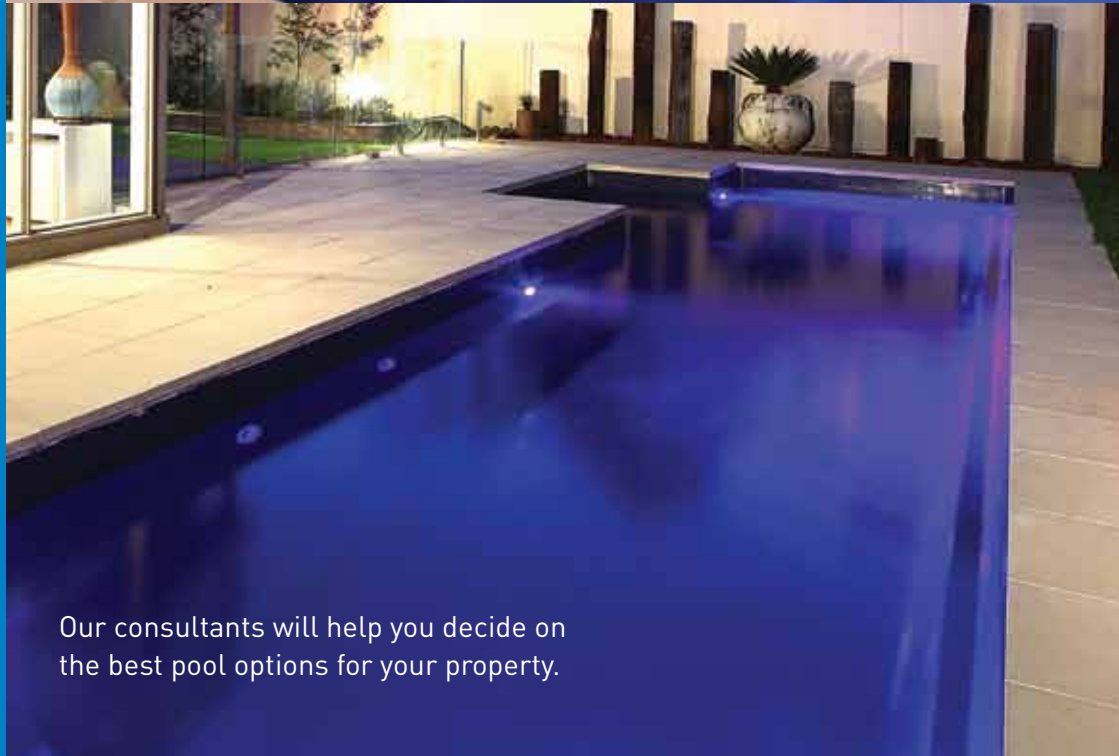
At Compass Pools all of our pools come with a 10 year interior surface warranty and a transferable\* **LIFETIME structural warranty** – after 33 years in the industry we can confidently back our product.



Compass Pools can be installed almost anywhere and we can include unique features like infinity edges.



Create pool/spa/feature combos to create a unique look for your property.



Our consultants will help you decide on the best pool options for your property.

## What do I want out of owning a swimming pool?

When buying a swimming pool, you need to consider what you want to get out of it. One of the key things we like to ask all of our potential customers is “what is going to impact on your ability to enjoy owning a pool?” Here are some things to consider:

### How easy is the pool going to be to look after on a daily basis?

While some people enjoy looking after their swimming pool, the truth is there can be a fair amount of work involved in keeping it clean and healthy. If you don't want to be lifting heavy machinery in and out of your pool, constantly scooping leaves off the surface or zipping out to prepare the pool before anyone can swim in it, then make sure you learn about VANTAGE, the only truly automated self-cleaning operating system for fibreglass pools.

### How important is it that my pool looks good?

Let's face it; one of the guilty pleasures of owning a pool is that they make the backyard look fantastic! But not all pools are made equal and some may keep their good looks for much longer than others. The interior surface of a pool has a lot to compete with; pool chemicals and UV exposure can have a marked effect how your pool will look in five or ten years from now. Ask the pool manufacturer about the expected longevity of their pool. What have they done to make sure their pool stands the test of time? Are they prepared to stand by their product?

### Handy hint:

#### Thinking of selling your home in the future?

Before you choose which pool to buy, ask yourself which option is going to complement the sale of your house. The less maintenance your pool requires, the more attractive it will be to prospective buyers. The higher quality it is, the longer it will last and the better it will look.



## Will there be any significant long-term costs?

Some pool surfaces require more on-going care than others. Be sure to ask what maintenance is likely to be needed over the years. Depending on which option you choose, your pool surface may need re-lining or painting at regular intervals throughout its lifetime.

**With a Compass Pool, you won't have any on-going maintenance costs:**

Over the last 33 years, we've spent hundreds of thousands of dollars and countless man-hours perfecting the way we build our pools. Our patented Ceramic Composite technology means that our pools are super-tough and absolutely water-tight; no water can pass through our pool shell, which means there is no chance of osmosis or unsightly blistering.

Compass Pools are the only pool manufacturer that can offer you extra protection and stunning good looks with our patented Armour Guard™ Bi-luminite 3D technology - we've added a layer of reflectors 'floating' above the colour layer in a clear gel coat. This dramatically improves the appearance and finish of the pool surface. Because of this clear gel coat, the colour layer of the pool is protected from chemicals and has added protection from UV rays.

In other words, the Compass Armour Guard™ Bi-luminite Pool offers unmatched 3D colour effects as well as extra protection for your pool surface. With a Compass pool, you won't have to repaint or re-line your pool, meaning there are no long-term maintenance costs involved.



## What costs are going to be involved in running this pool on a daily basis?

**The advice you get before making any decisions can make all the difference! There are many ways to set up a pool, so if you want to keep costs to a minimum, make sure you talk that over with your pool dealer.**

**When it comes to running a swimming pool, the two main cost centres are:**

- ▶ **Electricity** – the level of power you use is typically influenced by the pump and heating systems you chose to use in your pool set-up, as well as any additional cleaning equipment you desire. If energy savings is a factor in your decision-making, then be sure to mention it to our pool consultants. They'll help you make smart choices for long-term savings.
- ▶ **Chemicals** – in order to keep your pool healthy and safe to swim in, you will need to monitor chlorine levels in your pool. Chemical requirements can vary greatly depending on how you chose to set your pool up. The better the circulation in your pool, the easier it becomes to maintain water health and the less you rely on chemicals. Ask us about how we can improve water circulation in your pool and save you money on water additives.

Our approach is to help find the best option for you. We'll ask you a whole bunch of questions and then make recommendations on how to best configure your pool setup.



# Which pool company is the right one for me?

Choosing which pool builder to use is ultimately a decision based on trust. When you engage someone to undertake a project as big as this, you want to know that you can trust them to do the right thing by you.

Here are a few things to consider before you decide on which company to go with:

- Have they listened to you, and do they understand your needs?
- Did they offer you helpful and logical advice?
- How long have they been in business and do their customers stand behind them?
- What is being said about them online?
- Are they a member of SPASA?
- What protection have they got in place while they undertake the project?
- What guarantees and warranties do they offer and how realistic are they?
- Who is responsible for these warranties [are they backed by the manufacturer?]

## What to expect - the steps to owning your ideal pool:

### Step One:

**Consultation:** our consultants will meet with you to discuss your needs and wants. During that meeting they will give you advice on the best options for you. This meeting usually takes around 1 ½ - 2 hours.

### Step Two:

**Proposal:** once you have settled on the best options for you we'll put together a complete proposal so you, know exactly what you will be getting.

### Step Three:

**The consent process:** after you've accepted our proposal we'll organise a time to begin installing your pool. To kick things off, we'll help you obtain the necessary permission from local authorities. Depending on your local authorities, the consent process can sometimes take a while, so be sure to ask your pool consultant what to expect.

### Step Four:

**The installation:** a Compass Pool is relatively simple to install and may take less time than you initially think. In some cases, you could be swimming in your pool in less than two weeks from when we first turn soil.

