

Delivering Your Dreams

Lifestyles by Barons is a full design and build company specializing in delivering a singular management approach to their clients. Recently, we caught up with the company's VP of Sales, Rick Inacio, who provided us with a detailed insight into the innerworkings of the firm and the innovative services that the team provides.

Established in 1993, Lifestyles by Barons offers the integration of design and construction disciplines in which the homeowner is alleviated from the responsibility of coordinating materials, time lines and costing, in turn allowing for a more streamlined construction process and a more clearly projected budget. As such, Lifestyles by Barons' clients enjoy a true full service and turn-key solution for their renovation project. Going into further detail, Rick begins by informing us of the areas the firm specialises within, noting on the positive effect that the use of CAD has on both the final project and the client's overall experience.

"On the design side of a project, we specialize in full 3D renderings. This allows our clients the opportunity to benefit from our ability to show them their finished home prior to construction through the use of CAD (Computer Aided Design). Any changes are done upfront in the design stage, allowing for a smoother construction period with little to no interruptions. As a result, our clients feel secure and confident when proceeding into the build phase of their project since the entire venture has been mapped out in advance to their approval.

"On the build side, Lifestyles by Barons has been able to forge direct relationships with various manufacturers and suppliers ensuring that our clients receive exceptional material quality and value."

Speaking of clients, Lifestyles by Barons have a diverse clientele, however, most of their clients are homeowners whose home no longer meets their family needs, and instead are specifically looking for quality - both in the build and in materials going into their home. As a result, most of the firm's clients approach the team for redesign ideas and for the full turnkey solution, as Rick explains.



"At Lifestyles by Barons, we are the only design/build company in Ontario running a 'Tour of Homes' annually. The Lifestyles by Barons Tour of Homes illustrates the trusted relationship forged with our clients as they proudly exhibit their new dream-homes to the viewing public. The tour provides a unique opportunity to experience these stunning dream homes – showcasing the design, craftsmanship and quality of materials which has been used by Lifestyles by Barons. It also enables viewers to become familiar with our company and our work."

Allowing the firm to deliver their exceptional level of service, is the talented team who form the backbone of Lifestyles by Barons. When discussing the internal culture, Rick is keen to highlight the role staff play in the overall success of the firm.

"The role of our staff is crucial in the success of our firm. Every member of our staff is passionate about the role they play in creating a beautifully crafted home for our clients.

"Additionally, we operate under a 'Center of Excellence' model where each individual working on our homes specializes in specific industry areas. As a team, we combine this knowledge to ensure our clients receive a seamless solution that meets their requirements and exceeds their expectations."

Looking ahead to what the future holds, Rick signs off by revealing the exciting plans which lie in the pipeline for the firm, especially following their recent success in BUILD's 2019 Design & Build Awards where they were righteously selected as the Ones to Watch for Canada.

"We are in our 26th year of running our Tour of Homes and in April and May of this year we will be featuring our Hoover project. This is a stunning, fully redesigned home featuring multiple kitchens, serveries, home theatre and bar with light-up countertops, large master suite with private balcony and breathtaking outdoor redesign including an outdoor kitchen, hot tub, outdoor theatre and bar. As these are private residences, spots on these tours are very limited and can only be booked by going on our website or by calling our office."

"Ultimately, here at Lifestyles by Barons, we are passionate about what we do we are proud of our projects and the relationships that we've built with our clients for over two decades."

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