

The Ultimate Guide to Pools

DAILY VIEW

- POOLS LLC -





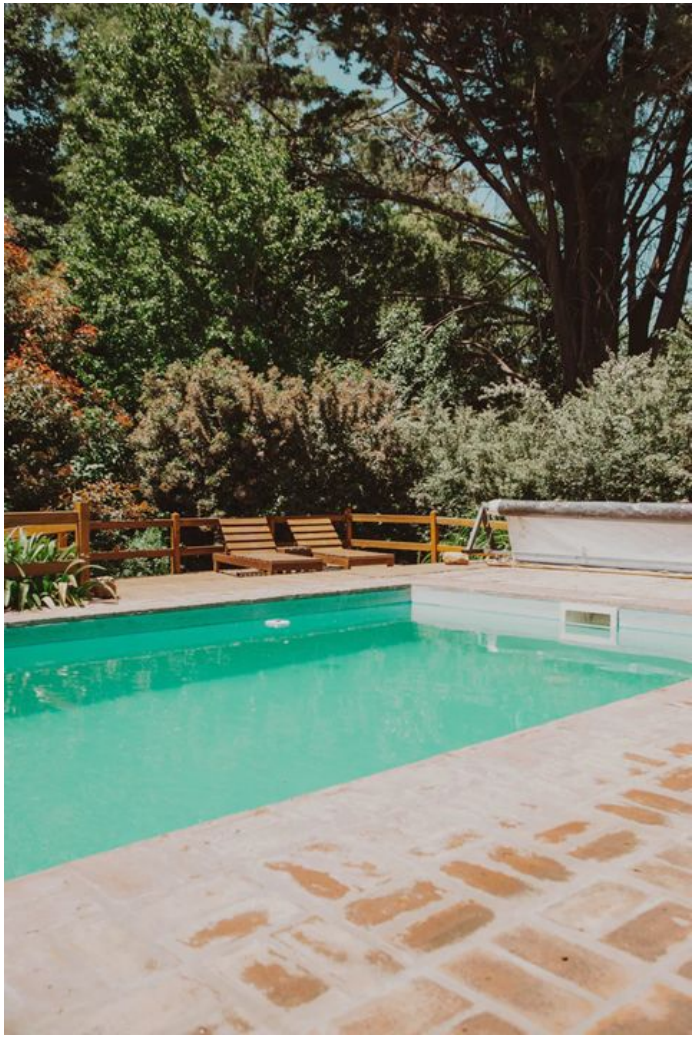






Your Host-
Miguel Avila

- Co-Founder at Daily View Pools
- Head of Business Development
- UNC Charlotte Alumni
- First-Generation College Graduate
- Startup Mentor at
  - VenturePrise, UNC Charlotte
  - Swartz Center at Carnegie Mellon



Pool Glossary 101

- Whether you’re considering buying your first pool or you’ve been a pool-owner for ages…
  - Does pool terminology confuse you?
  - Are you uncertain about what you need to buy, fix, or replace?
  - Does maintaining your pool scare you?
  - Do you wish you had a better understanding of your pool?



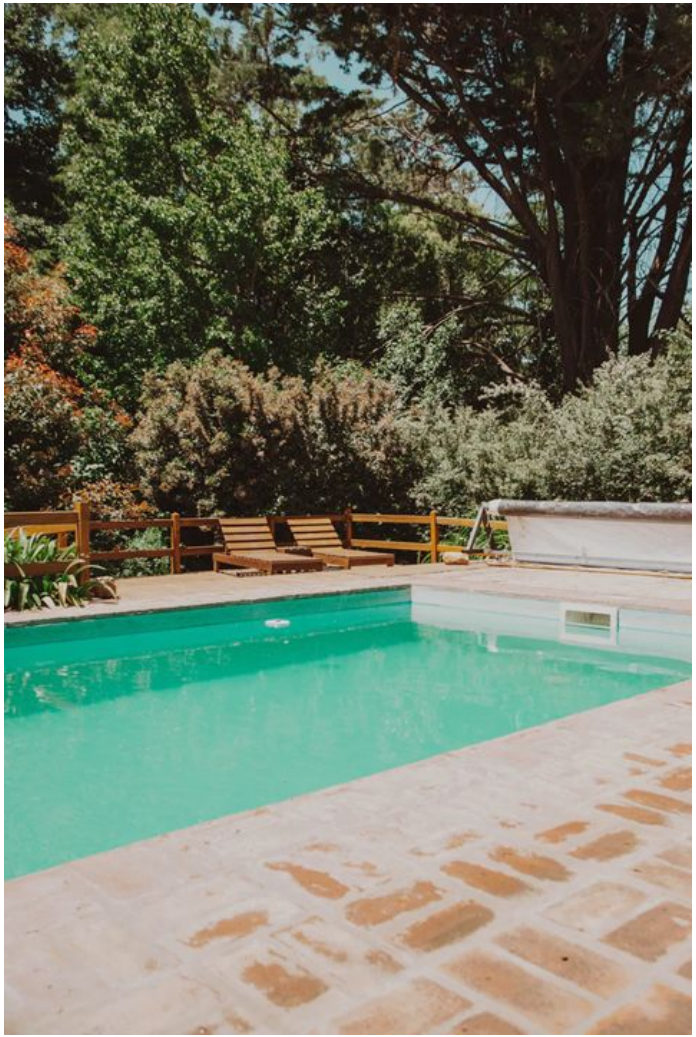
Pool Glossary 101

- Now, imagine this. What if you could...
  - Understand pool terminology
  - Know the products needed to make your backyard stand out
  - Make better decisions about your remodeling or construction project
  - Maintain your pool with ease
  - Know exactly what you need to discuss with your contractor



Why Get a Pool?

- Memories of family
- Good times
- Hot summer days
- Pool parties
- Gatherings with friends
- Everyone will want to hang out at your house
- Imagine the daily view when you look outside your window
- Have your backyard oasis



Types of Pools and the Differences

- Concrete
- Fiberglass
- Vinyl Liner



Concrete

- Concrete is a great material for swimming pools
  - *It lasts*
  - *It can withstand the natural elements.*



Concrete

- Pros
- Durable
- Long-lasting
- Withstands the natural elements
- Requires less maintenance
- Less prone to leaks

- Cons
- Takes longer to install
- Can be a bit more expensive
- Plumbing issues require costly repairs





Fiberglass

- Fiberglass pools are made from synthetic material.
  - *More affordable*
  - *Harder to repair*





Fiberglass

- Pros
- They can be installed quickly
- Heat-resistant
- Low maintenance

- Cons
- Cheaper now, expensive later (long-term maintenance)
- Can potentially “pop” up, requiring costly repairs
- Can crack when exposed to extreme temperatures

Pool Pop



- When a pool pops up, it's because of trapped water building pressure underneath the pool.
- The hole essentially becomes a pond when this happens and for that reason the pool floats in the air
  - *Be warned that fiberglass may do this*





Vinyl Liner

- A type of pool liner that includes an inflatable, flexible covering made from thin pieces or strips of strong plastic.
  - *Takes less time to install*
  - *Difficult to get accurate measurements if you need to replace it*





Vinyl Liner

▪Pros

▪Easier to install

▪Affordable

▪Cons

▪Replacement can be just as expensive as getting a new liner (cheaper now, more expensive later)

▪Not as durable

▪Doesn’t last as long

▪They do not stay in place well, so you may have to deal with wrinkles on the surface



Our Recommendation-

- Based on our company’s combined experience of 35 years in the pool-building industry, we recommend purchasing a *concrete pool* because

- Durability
- Longer periods before you need to replace or refurbish or remodel your pool
- Less prone to leaks
- It takes longer to install but it’ll be less likely to need to be replaced later

Visit ***https://dailyviewpoolsllc.com/testimonials/***
Thanks for watching!

Daily Views Pool LLC, contact us at (704) 885-4241 or at sales@dailyviewpools.com



Pricing and Financing

▪There is no denying that owning a pool in your backyard can be the perfect way to cool off during those hot summer days.

▪Pools come with many benefits, but they also carry some hefty price tags!

▪If you're looking for an affordable option, financing may be right for you.


Think you can't afford a pool
or qualify for a pool loan?
THINK
AGAIN!
$50,000 POOL FOR LESS THAN
$354 PER MONTH!*


BIGGER & BETTER OPTIONS FOR
BIG
pool dreams!
$50,000 POOL FOR LESS THAN
$358 PER MONTH!†

FINANCING SOLUTIONS FOR YOUR *pool dreams!*

RATES AS LOW AS
5.99%*

AMOUNTS UP TO
$150,000

TERMS UP TO
25 YEARS†

ESTIMATED MONTHLY PAYMENT SCHEDULE‡

15-YEAR TERM	LOAN AMOUNT	20-YEAR TERM
$210.83	**$25,000**	$178.96
$295.16	**$35,000**	$250.55
$421.66	**$50,000**	$357.93
$632.49	**$75,000**	$536.89
$843.32	**$100,000**	$715.85

LYON FINANCIAL

877-754-5966

WWW.LYONFINANCIAL.NET

Pricing and Financing



- Daily View Pools LLC partners with Lyon Financial to allow customers to finance their pools
  - *Low rates*
  - *Multiple programs with terms up to 25 years*
  - *No consulting fees*
  - *No prepayment penalties*
  - *No equity or appraisals*
  - *Electronic documents for fast approvals*
  - *Partner with customer and contractor until pool is complete*
  - *Specializing in swimming pool financing since 1979*

Hearth Financing



- Daily View Pools LLC partners with Hearth Finance to allow customers to finance their pools

    You can get no payments for 18 months

Insert financing Info and Heart Financing graphic

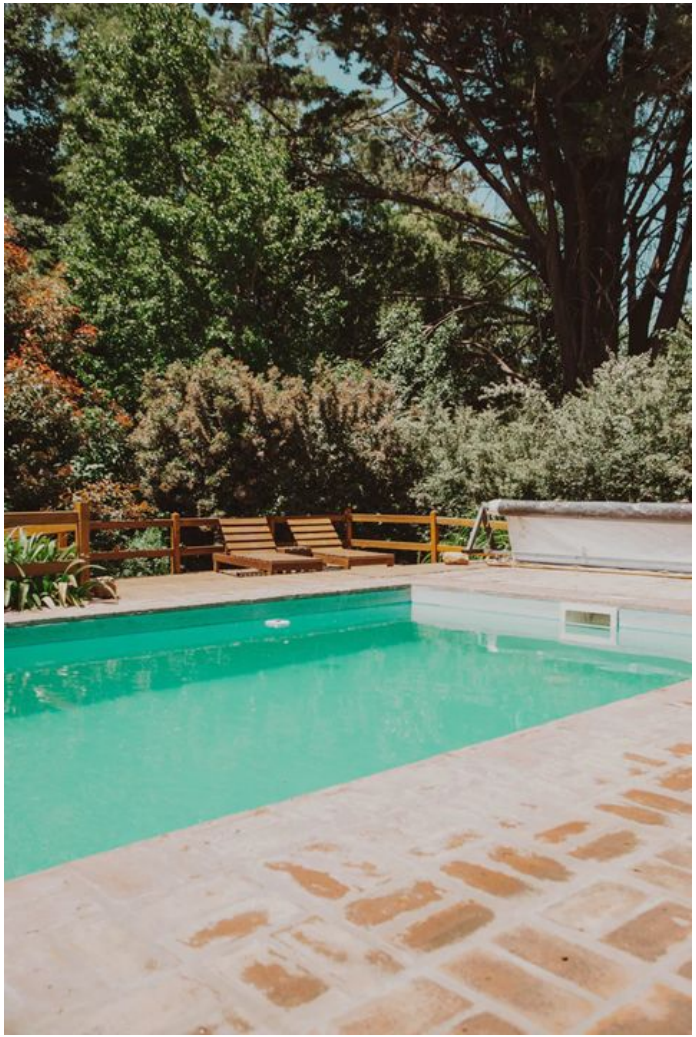


Pricing and Financing

▪Our concrete pools are perfect for creating the ultimate escape.

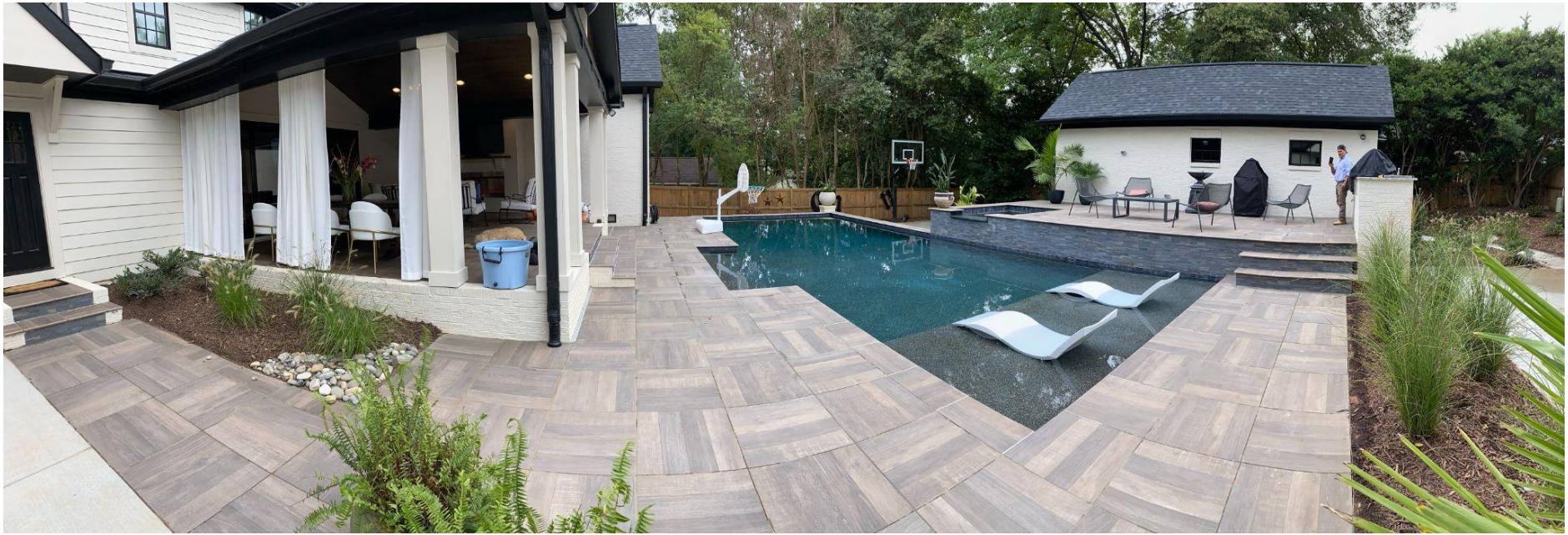
▪We have an easy-to-use payment plan that's available up front on all of our pools so there’s never been easier access than now!

▪You'll be surprised at how simple it is to get a quote. It only takes 5 minutes!



Imagine if this is you....

- Memories of family
- Good times
- Hot summer days
- Pool parties
- Gatherings with friends
- Everyone will want to hang out at your house
- The daily view when you look outside your window...
- Have your backyard oasis



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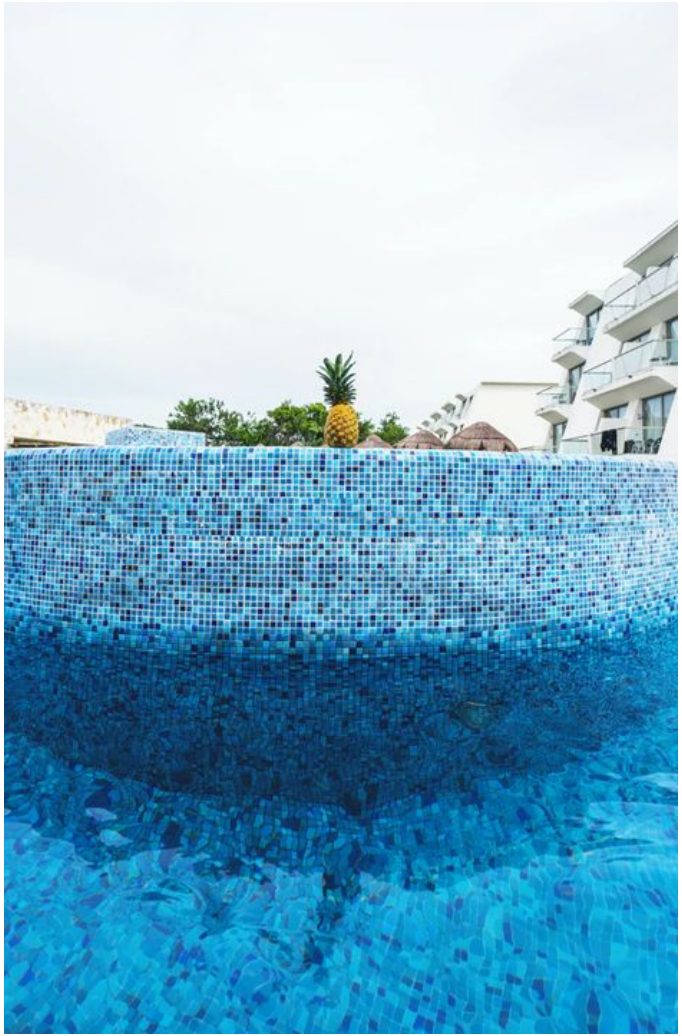
Waterline Tile

▪Waterline tile is an important decoration in any pool. It's the tiles at the water level, which are visible to anyone looking into your pool from above.

▪Waterline tile does more than just add style - it helps keep particles out, too!

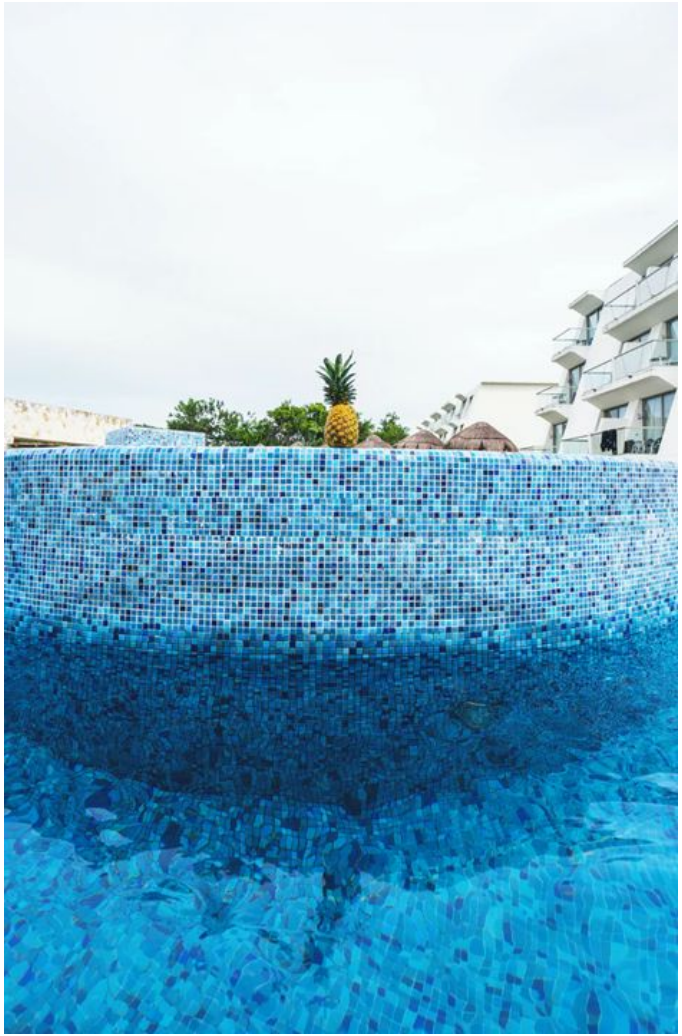
▪You have less chance of getting anything on you if there isn't much space for dirt or sand to get through between pieces

▪Waterline tiles are usually installed at the border between concrete or metal and the ground as well as on steps to prevent slipping.



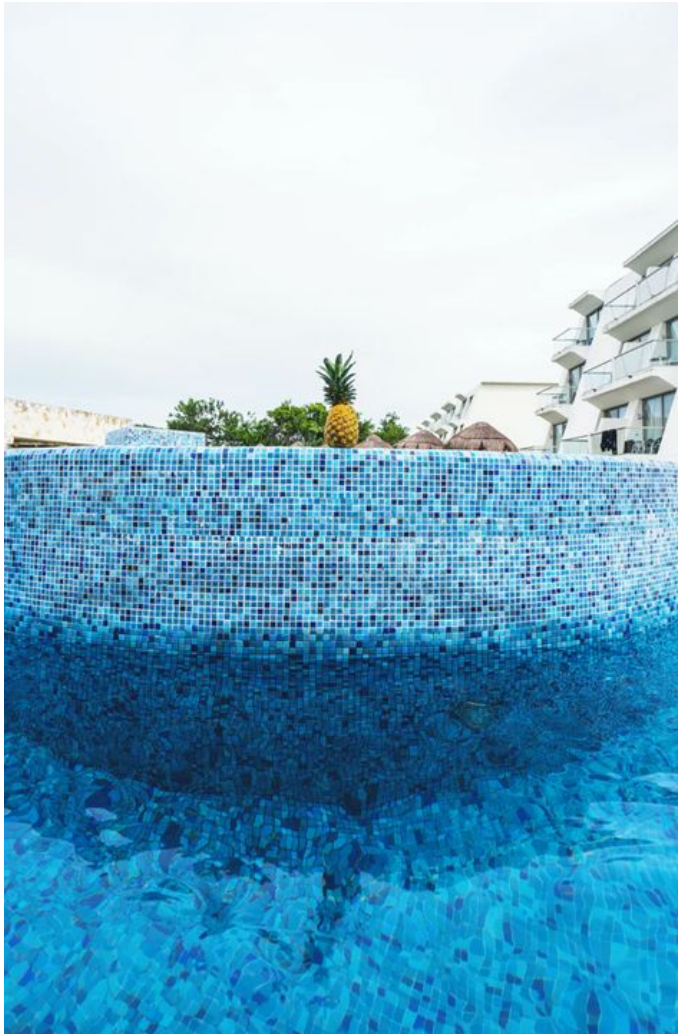
Types of Waterline Tile

- Porcelain
  - Typically thin and easy to install
  - 6x6 and more durable
  - Cheaper than glass tile
- Glass tile
  - Nicer look. And if placed correctly, can also have as much strength as porcelain
  - If it’s not placed right, can pop up
  - Looks nicer, is more costly



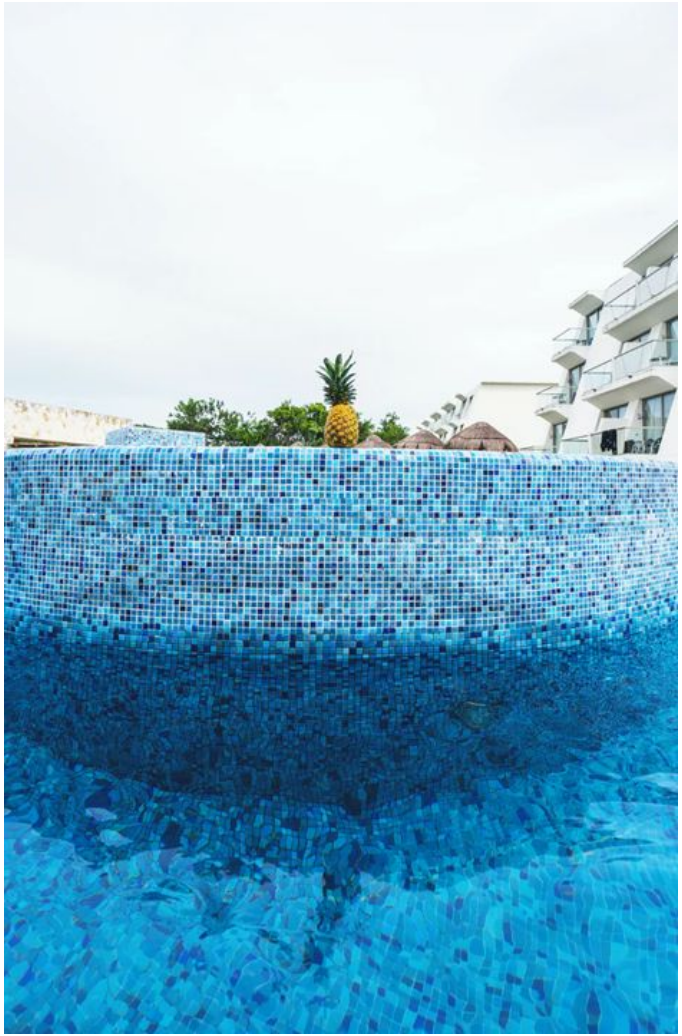
Porcelain or Glass Tile?

- Personal preference
- What makes the most sense to you



Tile Replacement

- Different tile dimensions
- 6 x 6
- 2 x 2
- 1 x 1



How Daily View Pools Helps You Choose Your Tile From a Sea of Options

- We will bring you live samples
- You can look at them
- In-person quotes
- Can request and give you catalogues to think through ideas
- Will provide suggestions to fit your design

- That makes us different- most pool companies don’t do this!



Why Replace Your Entire Waterline Tile, and Not a Few Pieces

▪If you’re going through the hassle of replacing some of your tile and potentially draining part of your water, you don’t want to have to redo that whole process again

▪Instead, you could do it once, replacing your tile to give your pool a fresh new look

▪You don’t want tiles falling off your pool

▪Protect your “Daily View” and make your pool look spiffy

▪A pool that hasn’t had a haircut for years

▪Often times you can’t replace a single piece because tile distributors may not have your exact tile option. Most pool tile lines/designs get discontinued after each pool season.



How Long Does it Take to Need a Replacement-

- Around 8-10 years before you need a replacement
- Tile price varies depending on product
- Depending on whether it is glass or porcelain
- The way it is quoted is based on the size of pool (linear feet around your pool)

Tile Replacement Project- Before and After

- See how changing the tiles made a huge difference?

Before & After...

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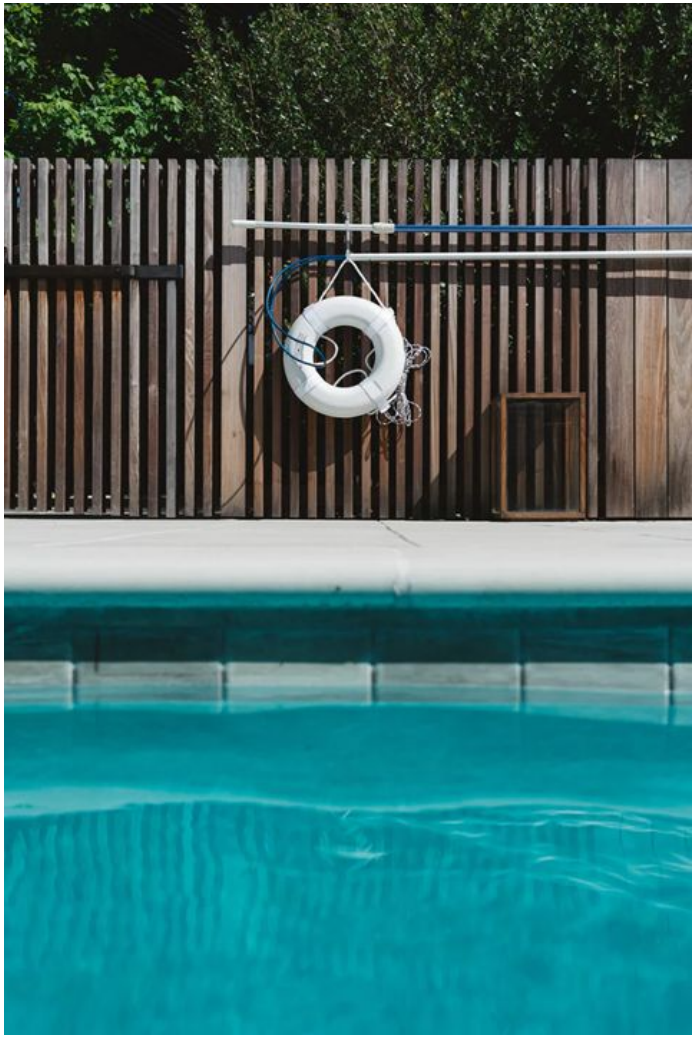
Pool Coping (pool ledge)

▪Pool coping is a protective barrier installed around the top edge of pools.

▪Pool coping is found at the top of a pool's walls and are what people use as handholds when they climb out.

▪They are used as the edge at the top perimeter of pools.

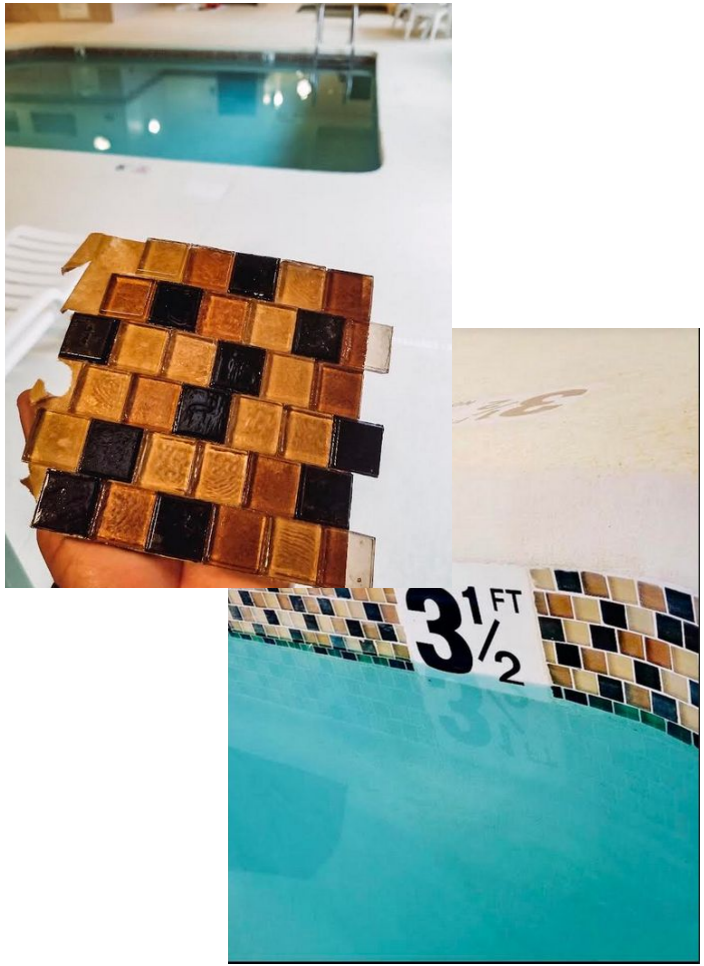
▪They also help reduce erosion to keep your swimming hole safe!



Pool Coping- How Do I Choose

- Matter of personal design choice (Below you will find some of the benefits)

- *Concrete coping: Less expensive*
- *Travertine coping: Doesn’t retain heat and will keep your feet cool.*
- *Porcelain coping: Sleek designs and modern look with non slip surfaces*
- *Pre-cast coping: Often use for commercial applications, pre-cast coping is used for pools with a lot of curves and pools that seek coping with less grout (lines connecting coping) to provide a seamless coping look.*



Concrete coping (pool ledge)

▪Concrete coping is a popular choice for those who want to save money as it is the cheapest option for pool coping

- A low-maintenance and inexpensive alternative to other types of pool barriers

▪Provides an easy-to-clean surface that will stay looking new year after year without much need for maintenance

▪Doesn’t require cutting, requires creating a form around the pool to pour concrete into

▪



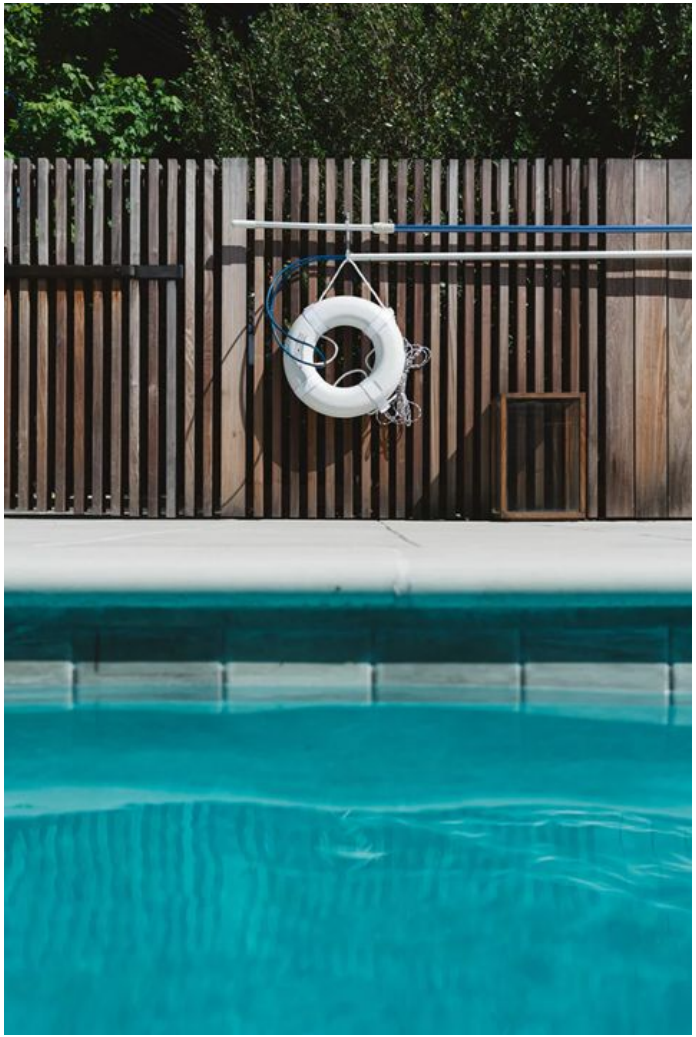
Travertine coping (pool ledge)

- Travertine is a natural stone, which means it can be stained or patterned for the "look" desired
- There are many texture variations available
- Travertines are also available in different colors such as pink, green and black variations
- Craftmen specifically cut the travertine to fit the shape of the pool
- It’s a skill, making stone follow the shape of the pool
- 2n^{d} cheapest



Porcelain coping (pool ledge)

- Porcelain coping offers durability in all weathers as well as gracefully reflects light from its glossy finish throughout your yard at night time - perfect if you're hosting a dinner party this summer by the water's edge!
- This type of barrier provides an elegant finish that will look great in both upscale homes and condominium communities with pools. If you're looking to add style points while keeping your budget intact, this may be a good solution for you!
- Use with most modern backyard designs
- Available in a wood look and 24x24 as well as 12x48 sizes
- Craftsmen specifically cut the porcelain to fit the shape of the pool
- It’s a skill, making stone follow the shape of the pool
  - 3r^{d} cheapest
-



Pre-cast coping (pool ledge)

- Requires precise measurements in order to fit the pool
- Create custom designs for your swimming pool barrier
- Requires measurements and has to be specially ordered
- This is the only one you have to specially order
- Only made for that pool
- It’s pre-fabricated, specifically for whatever specific swimming pool design you need
- Most expensive as each piece has to be casted to perfection



When Replace Your Pool Coping?

▪After a while, the coping on your pool can start to look dated. Maybe it's time for an update? Here are some great reasons why you should consider replacing the old and worn out looking coping with new material:

Why Replace Your Pool Coping?

- You'll have more choices of color, style, or shape
- It will be easier to maintain because there is no need for sanding
- It gets rids of any nicks left by metal tools used in repair work
- There won't be as much water loss due to overflow
- The cost difference between repairing vs. buying new isn't that big at all- you might as well get something nicer!

Why Replace Your Pool Coping?

▪Replace your pool coping to improve the surroundings of one's swimming pool.

▪It will give a more professional and cleaner look with just some minor changes!

Dangers of Broken Coping

- Someone can slip into pool
- Someone can hurt their feet
- Debris inside the pool
- Liability
- If you’re a commercial pool, it will fail inspection
- (Apartment complex, etc.)

When Does Your Pool Need a Replacement?

- Having hollow coping
- Test it by taking a small hammer and slightly hitting coping
- If it makes a really hollow sound, it’s ready to replace
- If the sound you hear back is firm, then the coping is still good

Why Replace the Entire Thing, Not Just Pieces?

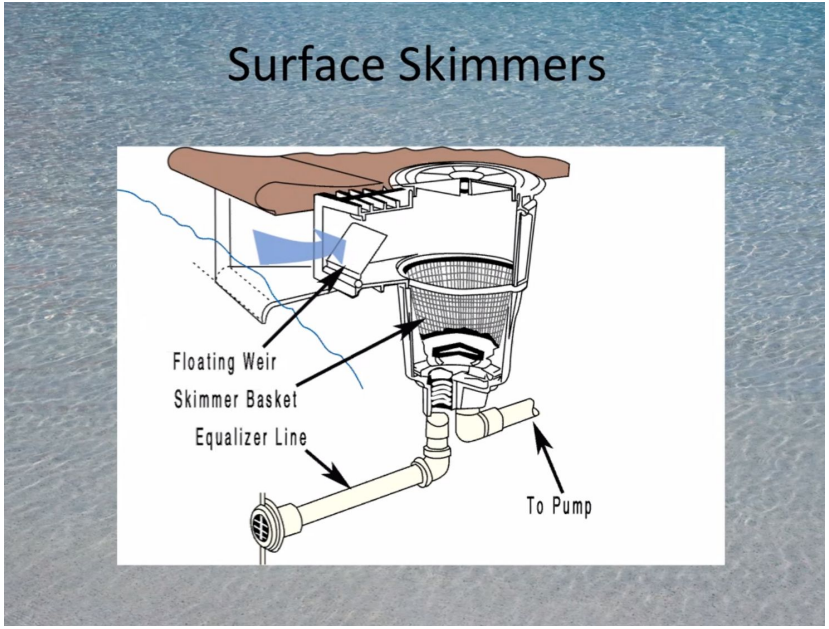
- For the same reason as for tile
- In order to replace coping, you need to drain the entire pool
- Don’t want to have to add new water to pool and new chemicals to replace the pool water again and again.
- Replacing the water and chemistry in pool water can be very costly.
- Water can be upwards of $1200 per pool, plus chemical balancing for first 30 days can be upwards $500 to $1000 dollars, so you’re up close to 2 grand because you want to replace the water.

Why Replace the Entire Thing, Not Just Pieces?

- So, might as well replace all the coping rather than 10 pieces this year and 30 next year.
- Some coping you can’t find the same pieces or color variations anymore
- Pool company replacing your coping will give your pool a fresher look
- Look nice

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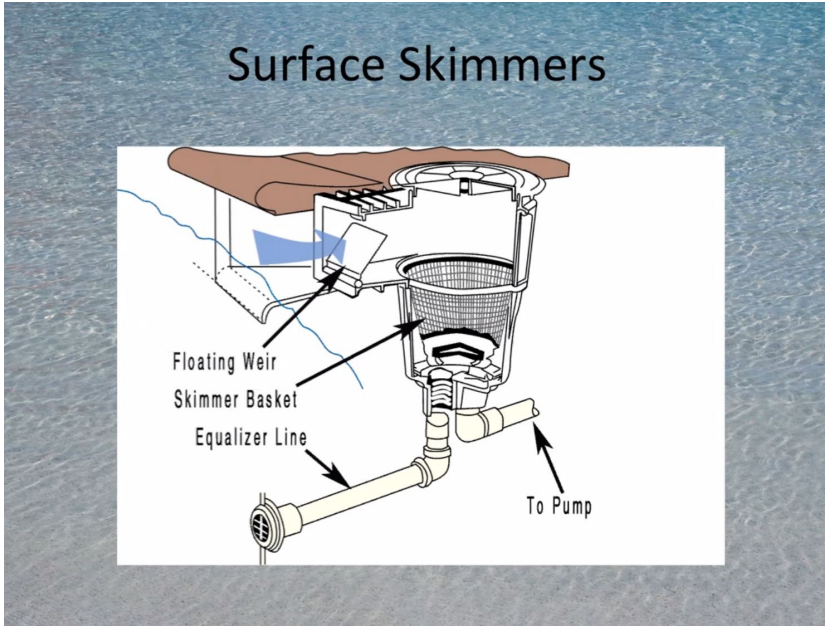
Skimmers

▪One way that pool owners can keep their pools clean is by installing a “skimmer.”

▪They are openings in the shelf of the pool, and they allow water to flow into filters within them.

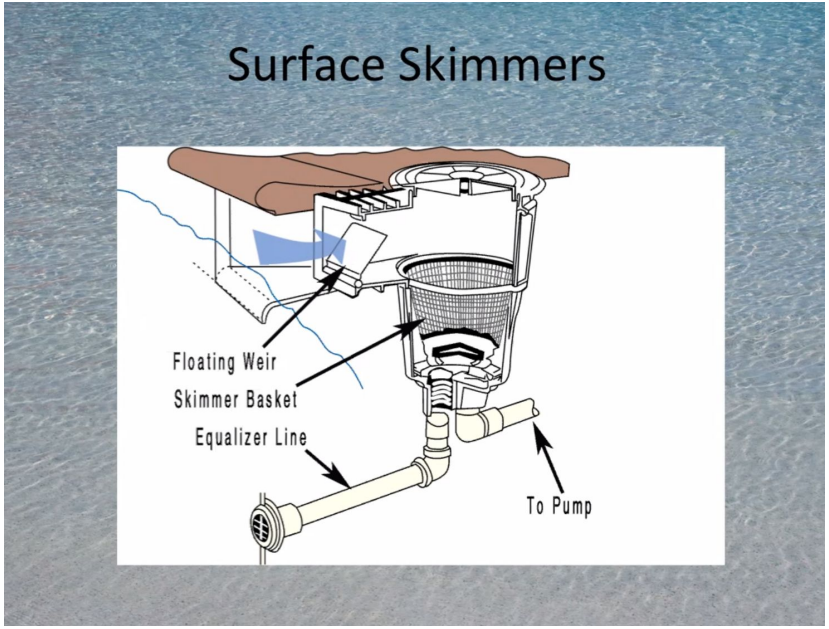
▪No one likes to swim in dirty water, so it’s important for pools to not only be cleaned but have the right amount of skimmers.

▪For new construction, you need one skimmer for every 400-500 sq ft of surface area



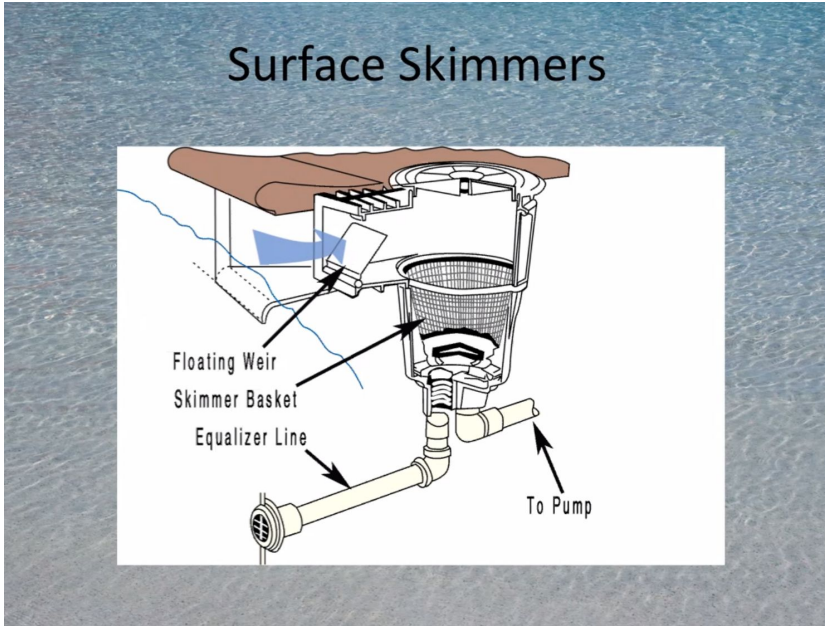
Skimmers

- Important to know- pools must meet a certain number of skimmers per square feet to deliver proper filtration to the water body
- Unfortunately, a lot of older pools don't meet those requirements due to the proper number of skimmers per square feet
- Not having enough skimmers causes improper filtration, means that you have to buy more chemicals.



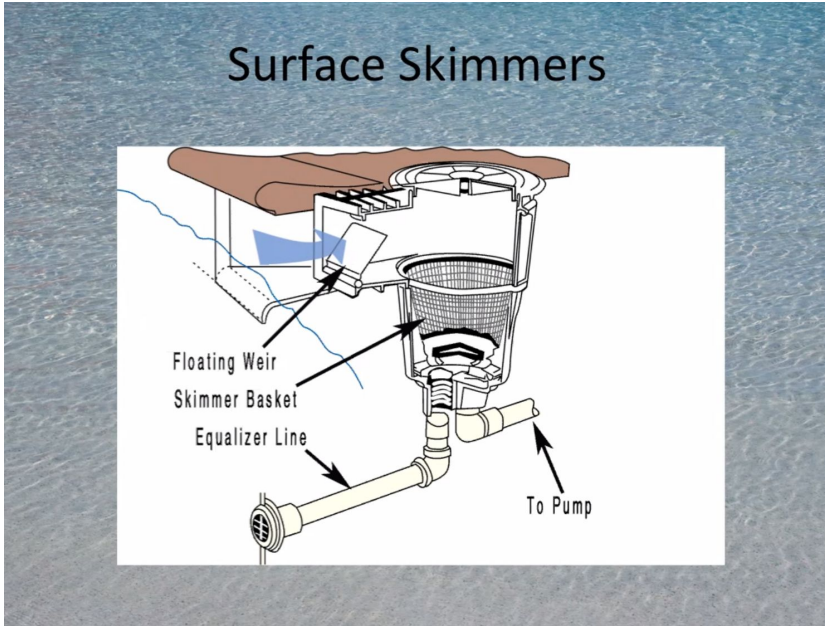
Skimmers

- Once you have a pool, it can be incredibly difficult to add another skimmer.
- This is because once the concrete has been poured, to install another skimmer, you need to break into the existing concrete deck



Skimmers

- But breaking a concrete deck apart is costly
- Adding a new skimmer once the pool is already made doesn't happen often in this industry unless we're hired by someone for their plumbing work.
- But don’t worry!
- It’s still doable.



Why You Should Replace Your Skimmer

- Not having enough skimmers in a pool causes reduction in water turnover (amount of water that flows through a pool)
- A skimmer line means you're replacing or installing a new pipe line from the pool area to the equipment room
- This will fix the water turnover problem
- Replacing your skimmer can make it look nicer too



Plastering

▪Pool plastering is a great surface to protect your pool.

▪This coating will last for years without the need of any repairs, and it’s available in many different colors that are easy on the eyes!

▪Pool plasters offer an upgrade by adding color, durability, and texture, all while protecting against cracks and leaking walls so no more messes are made.



Plastering

▪Plastering is a necessary part of any pool because it adds an aesthetic finish that you can’t get with concrete alone.

▪It also allows for easy walking and comfort in the water, making swimming more enjoyable without fear of slipping on slick surfaces.

▪While pools are built to be functional first, plastering gives them their own identity- you wouldn't have a pool without adding some decorative flair!

Plastering



▪If you don’t have plastering, you basically just have concrete as a finish that might cause people to get hurt.

▪It can be uncomfortable and even dangerous for swimmers if they step on it because the hard surface could result in injury or broken bones.

▪If you don't have plastering, your pool will be just a concrete slab that is not so comfortable for swimming and enjoying.

▪You need to protect it with the right surface: one that gives color and texture while giving individual identity to the shape of your own space.

Before...





During...





After





Caulking



▪Caulking is a construction process that involves applying sealant to fill in gaps and joints.

▪Caulking typically occurs around the edge of the pool

▪Caulking may not sound fun, but this handyman job is actually quite important.

▪Imagine what would happen if water was allowed to seep through cracks between tiles?

▪We wouldn't want all our hard work washed away, now, would we?

▪It's often used around swimming pools because if cracks develop, then they create areas where water can leak out

Pavers

▪You may be familiar with the term “paving” when it comes to construction, but did you know that there is a type of paving for pools? That's right!

▪Pavers are used to line the pool deck area.

▪They come in many different shapes and sizes - from travertine stones to porcelain tiles- each offering different benefits or advantages, depending on what your needs are.

Pool Decks: Adding Safety Around The Deep End And More Space For Outdoor Entertaining

▪Pool decks are a great way to enhance your pool and outdoor space.

▪They can be useful for many purposes, such as providing an area of safety around the deep end or just creating more usable surface area.

▪If you're looking for a way to make your pool more inviting, then consider adding a deck of travertine or porcelain pavers.

Benefits of Pavers

▪Having travertine or porcelain pavers reduces heat exposure to your feet, due to the cooling nature of those products

▪If you just have a concrete deck, it can get very hot, unless you have a cool finish, also known as a spray deck, on the top of the surface

▪Aesthetically, travertine and porcelain look much more appealing

Pool Valve



▪A pool valve is an important part of the infrastructure that keeps water flowing to a swimming pool.

▪A typical model has valves at both ends, which can be opened or closed depending on what you are trying to do with it.

▪A pool gate valve is a must-have for any swimming pool owner.

▪When the weather turns cold, you'll want to close off your pools and save on costs until next summer season.





Acid Wash

▪If you've ever seen an acid washed jeans, then you'll know the concept of how this works.

▪In a nutshell, we use acid to remove everything from algae and other growths that make your swimming experience less-than desirable.

Pool Fittings



▪A pool fitting is a device that connects the piping for your water heater to the plumbing in your home.

▪They are designed so it's easy and quick to access this pipe connection, making repairs or replacements easier than ever before.

Spa (pool-related)



▪A pool spa is a place where you can go to relax and enjoy the water. They have jets of hot water that massage your whole body, which feels great!

▪Feeling hot and sweaty? Take a dip in the pool spa!

▪These are essentially like your typical backyard swimming pools- but with jets that massage you as you swim.

▪The feeling of relaxation when standing underneath these pumps will give you such relief from any anxiety or stress.





Bondwire

▪Copper wire is used around the surface area of the pool, to ground the pool area and reduce electrical shocks from equipment

▪If you don’t have your pool grounded, you may experience slight electrical shocks as you enter the pool





Bondwire

▪Electricity will find a place to go to, especially if you have an aluminum or metal ladder, etc. All those need to be grounded so there's no chance that people get slightly electrocuted every time they go into the pool, because some electricity gets into the pool, finding its current and shocking you. It's dangerous.

▪If you're not grounded, you're more likely to get lightning to strike your pool.

▪(You don't want to be in the pool when lightning starts, anyways)

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How to Install- Concrete

- Building a pool is no small feat.
- It can often take weeks or even months to complete the construction process.



How to Install- Concrete

▪Select a site for the pool and clear it of all debris, including any grass or plants.



How to Install- Concrete

▪Dig the pool area and begin forming the pool shape with rebar (type of reinforcing steel bar or mesh of steel) and wood



How to Install- Concrete

- Use pre-mixed concrete to form an outline of your desired shape



How to Install- Concrete

▪Once that's set up and dry, it needs to be sprayed with water so follow-up layers of cement can adhere properly.



How to Install- Concrete

- Use a tile float to even everything out and smooth away any imperfections



How to Install- Concrete

- Pick one or two types of tiles: either glass, ceramic, porcelain or other waterproofing materials



How to Install- Concrete

- Apply liberally around exterior edges



How to Install- Concrete

- Add the water, and chemicals!



Why Install- Concrete?

▪A concrete pool is the perfect addition to any backyard.

▪It provides a place for your kids and pets to cool off on those hot summer days, an area where you can enjoy lounging by the water with loved ones in tow, or even a home base for some aquatic laps!

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Fiberglass

▪The first step is selecting the location for installation and marking it before digging a hole where you can lay your pool liner in place.





Fiberglass

▪Next, anchor down the decking around the area of excavation using concrete or sandbags so that once finished installing your fiberglass panels they will not be easily moved by wind, animals or children!

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Vinyl Liner

▪Measure the ideal area of your pool and purchase a liner that matches





Vinyl Liner

- If you’re off by an inch, you have to re-purchase an entire liner.

It has to be tight and perfect





Vinyl Liner

▪Not only would you have to pay a lot extra for a replacement vinyl liner, but it can also can take weeks or months to get a replacement that fits perfectly





Vinyl Liner

▪Find out how deep you want it by putting tape on the ground where water is supposed to be at its deepest point





Vinyl Liner

▪Next, cut off any excess vinyl so it's long enough for one side of your pool with about an inch extra all around if possible—you'll have more room in case mistakes are made!





Vinyl Liner

- Then start installing: stake down each corner first (with stakes)





Vinyl Liner

- Then, run this edge along the inside perimeter





Vinyl Liner

▪Next, install opposite sides together because they should match up perfectly after being stretched over their respective parts already installed





Vinyl Liner

▪Finally, take care of four corners last, as these don't really matter once everything has been set up correctly and secured properly

Visit ***https://dailyviewpoolsllc.com/testimonials/***
Thanks for watching!

Daily Views Pool LLC, contact us at (704) 885-4241 or at sales@dailyviewpools.com

DAILY VIEW

- POOLS LLC -

The Daily View Promise (notes, don't use as slide)

- We are taking longer to give you a quote, but it's a real quote
- Not a bogus quote
- Trust-point
- Some companies only share per a few feet and then price goes way up 5K- 10K
- Walk through an estimate
- Here's a competitor's estimate
- See the difference?
- You're giving bogus numbers, I'm giving real data!
- Frame it this is why a quote takes so long, I'm trying to give you lots of info

DAILY VIEW

- POOLS LLC -

The Daily View Promise (notes, don’t use as slide)

- Video of general average cost
- Coping
- Other stuff
- 3-min video about what I’m paying for
- 5 grand for coping

Price to Replace Skimmer

- Replacing a skimmer can range from $5K- $10K
- Have to break concrete, re-pour concrete, redo part of the plumbing

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