

## Contractors-Installers – Referral Service

### Frequently Asked Questions

- **How does the contractor referral program work?**
  - Once you have registered in our network, when a hotel operator needs referrals for renovation/repair/maintenance work, we would recommend your company for work in your area.
- **What do you charge the Contractors to join?**
  - Very little. There is a small membership fee of \$495 per year which includes screening, unlimited business referrals and an opportunity to earn cash rewards. You can recoup this by nominating other contractors to join our network too. So, everyone wins.
- **What is the value added by screening contractors?**
  - By meeting pre-qualification criteria (including insurance, business licenses and background checks), contractors are referred on a level playing field.
- **What is the Cash Rewards Program and is there a limit?**
  - \$500 Cash Reward is paid for every five nominated contractors that join the Global VendorLink network.
  - There is no limit to the number of contractors and no cap to the Cash Rewards Earned.
  - The Cash Reward is recurring and paid annually as-long-as the contractor that joined maintains his membership.
- **What are the benefits of membership?**
  - Enhanced access to projects with Choice Hotel operators nationwide. (13 Brands + additional brands the hotel operators own, like Hampton, Holiday Inn Express)
  - We have over 25,000 hotels in our marketing network.
  - Free membership into our multi-family network serving over 650,000 apartment units nationwide.
  - Opportunity to recoup your membership cost plus make additional income when other nominated contractor-installers join our network.
- **Can I sign up today?**

- Yes, go to [www.globalvendorlink.com](http://www.globalvendorlink.com) and register or call support 1-833-VEN-LINK (836-5465) for help.
  
- **I perform many services, can I be referred for more than one service?**
  - Yes, absolutely. Select as many services from the list you can perform and as long as you have the appropriate license and insurance requirements, you may be considered.
  
- **Am I guaranteed work?**
  - Global VendorLink makes the referral introduction. It is up to the Hotel operator to make his final decision on who is selected to perform the work.
  
- **Are there any other fees?**
  - There are no fees to pay to bid on projects in our hotel sector.
  - There may be a small transaction fee that the winning bidder pays in our apartment segment.