

Hotel Operators – Contractor Referral Service

Frequently Asked Questions

- **I do not have many projects, or I just finished some projects**
 - That's okay, you can use the service as much or as little as you need. Like a good insurance policy, we are there when you need us
 - We are free for you to use, plus you can earn Cash Rewards even if you don't have projects coming up.
- **Can I sign up today?**
 - Yes, we can process your registration right over the phone or you can set it up yourself on-line at www.globalvendorlink.com
- **I own other hotels that are not Choice Hotel Brands– can I add them to your network?**
 - Yes, absolutely. Each hotel can utilize the contractor referral service and earn cash rewards just by five nominated contractors joining the network. How many hotels do you own? The more you own the more Cash Rewards you earn?
- **Is this program available now?**
 - Yes, Global VendorLink is now a Choice Qualified Vendor.
 - Our Cash Rewards program is active now. Earn \$500 for every five nominated contractors that join the network.
 - The contractor referral service for capital project renovations launches in January 2020.
- **Is there a limit to how many contractor-installers I can nominate and earn cash rewards?**
 - No limit, no cap. We can help you with the nominations and their joining the network.
- **What about repairs /maintenance services?**
 - That network is being developed and requires a greater number of service pros who can respond immediately. This will be available in selected markets later in 2020.
- **How quickly do you respond?**
 - We provide our hotel and apartment clients with three or more Contractor referrals within 48 hours.

- **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. They 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.
- **I am uncomfortable recommending my contractors to join your network when I do not know you.**
 - Choice headquarters vetted us extensively and we achieved the status of being a Choice Qualified Vendor
 - We offer the Hotel Operators with a value-added service with Cash Rewards
- **How many Contractor- Installers do you have in the system now?**
 - We have many contractors but are always interested in building up the local markets further.
- **Where do you find your contractor-installers?**
 - A good matchmaker has lots of resources. We source our contractors from Hotel Owner experience, our sister company in the apartment market, and other proprietary sources.
- **What type of contractor referrals can I request?**
 - All kinds really. We have a comprehensive list of installer services including paving, pools, plumbing, HVAC, roofs, electrical....
Do you have a list? Just send us the info and we will do the rest.
- **What other businesses do what you do?**
 - Don't know of any. Most contractor referral services focus on the homeowner.
 - Our goal is to help the business and commercial operators.
 - We have a unique business, everyone wins. Free referrals for operators, low cost memberships for contractors and Cash Rewards for everyone.
- **I don't know if I want to share my Contractors.**
 - No problem you don't have to - that is up to you.

- I imagine there are some Contractors you want to keep to yourself and others you don't mind sharing so you can earn some cash rewards.