

# **Giertsen**

## **EXHIBIT B – VENDOR Discounts and Services to be Provided to Associations**

- 1. Extension of warranty from a standard 1 year to a 5 year warranty for association work performed for First Service Residential managed properties.**
  
- 2. Additional services available upon request;**
  - a. Proactive pre-loss inspection of the building, grounds and introduction of key Giertsen personnel to on-site staff for First Service Residential.**
  - b. Assist the Association with the insurance claim from emergency services to reconstruction.**
  - c. Educational demonstrations and seminars to train onsite staff on the first steps in loss mitigation.**

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