



WEBINAR

AIG–Fernwood Capital & Leasing Webinar: Commercial Financing & Extended Warranties

LEARNING OBJECTIVES:

- **Better Proposal Selling & Financing** – Learn how to position labor warranties as a value-added solution that helps differentiate your proposal, supports financing options, and improves close rates.
- **Dealer ROI & Profitability** – How investing in labor warranties helps contractors win financially through stronger proposals, increased customer trust, and long-term revenue opportunities.
- **Better Maintenance Value & Profitable Upsells** – Use labor warranties as a long-term value solution that supports maintenance conversations and creates additional revenue opportunities.

MEET OUR EXPERTS:



Rhoda Washington, National Account Manager, AIG

Rhoda Washington is an experienced sales leader and Account Manager with the AIG HVAC Warranty Division, known for delivering customer-focused solutions and building strong industry relationships. With an extensive background in the HVAC industry, she brings a collaborative, strategic, and service-driven approach to every partnership.



Amanda Albertsson, VP of Sales, Fernwood Capital & Leasing

As Vice President of Sales at Fernwood Capital, Amanda has been a driving force in commercial HVAC financing since joining the organization in 2017. She earned her Certified Leasing and Finance Professional (CLFP) designation in 2020, underscoring her commitment to excellence in the leasing and finance industry. Known for her collaborative approach and industry expertise, she is passionate about helping businesses unlock growth by using commercial financing as a strategic tool for expansion and long-term success.



WHEN

Friday,
March 6, 2026
8:00 am - 9:30 am
ZOOM WEBINAR

*Win 1 of 3 giveaways
by answering quiz
questions correctly!*

**FREE EVENT – BUT
REGISTRATION IS REQUIRED.**

*Register using QR Code or
register on our website at*

www.tropicsupply.com/eventscalendar



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