



# WEBINAR

## Trinity Extended Labor Warranties Webinar: A Competitive Advantage for Contractors

### LEARNING OBJECTIVES:

- **Better Proposal Selling & Financing** – Learn how extended labor warranties strengthen installation proposals, helping contractors differentiate their offerings and build customer confidence during the sales process.
- **Better Installs & Customer Assurance** – Understand how extended labor warranties support quality installations while helping contractors establish trusted, long-term service relationships from day one.
- **Product Demo: Orders & Claims** – Learn how to get started, place orders, and manage claims quickly and efficiently.

### MEET OUR EXPERTS:



**Konstantinos (Gus) Vassilopoulos, Director of Partnerships & Business Development, Trinity Warranty Solutions**  
Supporting manufacturers, distributors, and dealers for over six years by helping dealers deliver greater value to their customers and position themselves as leaders in their markets. A marketing professional and finance executive with more than 13 years of experience across both the private and public sectors.



**Dolph Dunn, Eastern FL Sales Manager, Trinity Warranty Solutions**  
Dolph Dunn brings more than 34 years of HVAC sales and account management experience, with a strong track record of growing market share and building long-term client relationships. Recognized nationally for top sales performance, he specializes in business development, contractor partnerships, and consultative selling. His leadership background and customer-first focus continue to drive success across the HVAC industry.



**Dustin Lawrence, Florida West Coast Sales Manager, Trinity Warranty Solutions**  
Dustin Lawrence serves as Florida West Coast Sales Manager for Trinity Warranty Solutions, leading field sales efforts and helping HVAC contractors streamline extended labor warranty onboarding, registration, and implementation. With a background in HVAC and fintech sales management, he focuses on sales strategy, channel development, and building strong dealer and distributor partnerships that support long-term growth.



### WHEN

**Tuesday,  
March 17, 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.**

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