



Total Tree Care Inc.

www.totaltreecare.com

Complementary Partnership Success Story



Our Partner

Kosienski Construction

Cheshire, CT

203-440-2712 [office]

203-464-1751 [cell]

kosienskiconstruction@cox.net

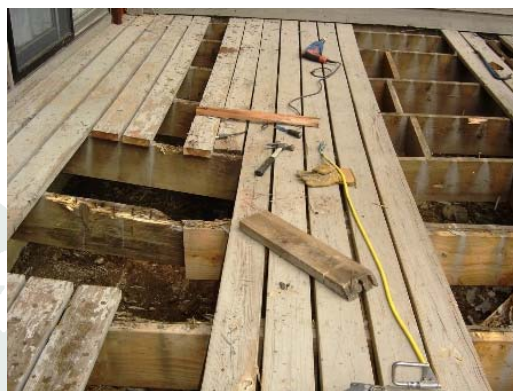


Background

During a conversation with his New Haven customer, Total Tree Care arborist Geoff Harris learned that Steve Victor wanted to repair his deck. Geoff immediately researched the Renovation/Remodeling members of Total Tree Care's Complementary Partnership Program and referred Mr. Victor to Kosienski Construction. Kosienski Construction provides handyman services, home and deck remodeling and repair, roofing repair and installation, gutter cleaning and power washing.

The Challenge

Steve Victor wanted to hire an experienced and responsive craftsman who would be creative in recommending an economical way to repair or replace his deck. Steve wanted a product that was maintainable by him so that the new deck would last for a long time.



Solution

The Kosienski Construction crew was professional, arrived on time, completed the work quickly and efficiently, cleaned up after themselves, and made sure that Steve Victor was completely satisfied with their work.

Results

Geoff Harris built trust with his customer, Steve Victor, and enhanced his partnership with Kosienski Construction.

"As a small business owner we rely heavily on referrals from our customers, which happens frequently for us. However, it is a rarity that a B2B referral program has an effect on our trade. Our relationship with Total Tree Care has far exceeded our hopes and has had a great impact on my business."

Kosienski Construction

Gary Kosienski, Owner

"We are very pleased with Total Tree Care's partnership program. It was convenient to have Total Tree Care, whose work we know and find satisfactory, vetting other craftsmen for us. I contacted Kosienski Construction at your recommendation, and found that I got quick response and also a higher level of service because of Mr. Kosienski's desire to fulfill his role in his partnership with Total Tree Care. We were completely satisfied with the work and we look forward to calling on Kosienski Construction for future projects."

Steve Victor - Homeowner

Complementary Partnership Program offers referrals and a spotlight on our website

280 Schoolhouse Road; Cheshire, CT 06410; 800-272-0391; arborist@TotalTreeCare.com