

OBSIDIAN



SOLUTIONS

PARTNER PITCH

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[NEW PARTNER FORM](#) if you'd like to fill it out instead of us

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We turn jobs “outside your scope of services” into cash in your bank account—just by sending us an email, which is why nationwide powerhouse companies like 911 Restoration and 24 Hour Flood Pros use us

We form **long-term partnerships** with companies in the **Property Claims** industry like **Plumbers**, **Roofers**, **Mitigation**, and more, so when a client needs work outside your lane, pass them to us, and we **execute from end-to-end** to get their home back

What you get (for a simple email intro)

- **5%** of the **Project’s ENTIRE Gross Revenue** (If Broker, flat fee tbd)
- Your trade’s **work back**—plus additional work we route your way
- **Reputation protection** (you stay insulated)
- **Bonus: 1%** of all **Gross Revenue** from any **Partners** you help us land

That’s the pitch...

We want to be your **permanent go-to referral partner!!!**

We can be active within 5 minutes!!! Just need:

- 1. One-Time (3 min) [NEW PARTNER FORM](#)**
- 2. Send us Clients via out [1-minute INTRO FORM](#)**

Need a bit more (FAQs and common objections)?

This isn't new—we've done it for years and **don't lose partners**. We protect what feeds families. If you want outside proof we can provide referrals to vouch

Most of our work is **insurance claims**, but **out-of-pocket** is fine too

We're national, but we use **local vendors** and hold them to higher standards via vetting, contracts/expectations, and our custom project management and vet team. Our structure lets us bring in great trades who haven't done insurance work—until us

Why not just use someone local?

- You stay **insulated** if anything ever sours
- Local referral partnerships often **churn every 3–5 months** (missed expectations, bad rev-share promises, cash-flow issues). We don't play that game
- We cut red tape and deploy multiple vetted shops when needed

If you already have partners

Put us **in the rotation**. We fill gaps, absorb overflow, or step in when someone isn't cutting it. We can also onboard your partners as vendors, **prioritize them for your work**, and feed them other local jobs from our network

Two handoff options (you choose)

1) Warm Handoff (highest close):

Tell the client a separate company will reach out to handle the rest

2) Cold Handoff (max insulation):

Email us the lead; we contact the client **without mentioning you**. If they ask, we say we were flagged by our system

Neutral line you can use: "Here are a few rebuild options. If you want speed and insurance handling, this group specializes in that."

Quick examples of how Partners work with us

1. **Plumber** hits a job needing mitigation → email us → we handle it → you get paid upon completion
2. **Mitigation** doesn't do repairs → email us → we handle rebuild → you get paid upon completion

If you still aren't sold, **start us off with three projects and we guarantee you'll never turn back**

For Further Inquiries beyond out Biz Dev:

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