

INTRODUCTION

This is _____ from AMP Smart Solar.

I'm here to answer your questions, go over pricing, and make your transition to solar easy.

DISCOVERY

Is so and so going to be joining us as well? (DECISION MAKER)

What do you do for work? (EGO FLUFF, GET THEM TALKING)

How long have you been in the neighborhood? (REFERRAL POTENTIAL)

Have you made any improvements since you've lived there? (DO THEY INVEST IN THEIR HOME?)

What's got you interested in adding solar to the home? (BUYING MOTIVATION)

How many people live in the home? (USAGE CHANGES DOWN THE ROAD)

I see you sent a bill in. I'd like to go over that with you real quick. Did they charge you _____ last month?!? (MAKE A BIG DEAL OF THIS) I think I can see why you're looking at solar. Is that right?

Have you felt the rate hikes in your area? (DEVELOP PAIN)

Hey, pull up your Google and search 'Power Company Name rate hike 2023'. Did you hear about that? (EMOTION AND PAIN) Do you think that they'll ask for more next year? And the year after that? And after that?

What'll happen if you don't solve this problem? (EMOTION)

PRE-FRAME

So let me give you a quick road map on this conversation. First, I'll how solar works. Second, I'll explain the incentives and subsidies for going solar, and finally, we'll chat about how to capture those incentives and subsidies.

We've been doing this for a while, and by the end of this conversation, most people know if this is a solution or not. If it is a solution for you, we'll talk about the next steps and the process of adding solar to your home.

Would you be opposed to that?

Great.

HOW SOLAR WORK- (part2)

Solar is simple with all of the new technology, the panels go up on the house and they are connected to all of your existing wiring, including the main breaker box and meter.

You will get the same amp-age and wattage as you are from the power company. Meaning lights will be just as bright, the fridge will be just as cold. Everything works and feels the exact same way as it does right now, the only difference is. Rather than renting your power from the power company you will become your own power company, making all your own power.

NEM

Now have you ever heard of Net Metering? This is where you sell your extra power back to the power company.

How it works is, panels are up on the house making energy. Anything we aren't using right now to power the lights or watch TV is sent back through your meter to the main power grid and stored up there like our own built-in battery. When this happens, your meter will run in reverse, like the miles coming off your car. Giving you credit for all the power you have created each and every day, giving you a massive reserve, you can pull from whenever you need, so at night when the sun goes down or in the winter when the sun isn't out as long.

Warranty

There is no maintenance with your system, so you don't need to get on the roof and clean it or wipe it down.

Everything is covered in our 25 Year, bumper-to-bumper warranty. Meaning if something breaks or doesn't work right, we will come out to your house and fix it for Free!! You don't pay for us rolling the truck out there, you don't pay for the tech's time.

You will have one app that will show you everything going on with your system 24/7, this is the same system we use to monitor your system and how it is working. So, if something happens you will get an alert on your cell phone, and so will we.

Now when looking at going solar VS sticking with the power company. For the power company, you will have rate increases, like we looked at before and you will also have inflation on the US dollar. Both of which make your bill go up each year right?

Then you rent power from the power company and pay them whatever they say or they turn the lights off right. Pretty much you pay them until you die or until you decide you want to live in the dark forever.

Now with SOLAR.

You never have a rate increase; you never have to worry about inflation on your bills. You will have one set monthly each month, you will know just what it's going to be until the system is paid off. There is no prepayment penalty, no extra fees, and no hidden cost.

Solar is inflation-proof and predictable power that has a finish line and is guaranteed for 25 years. People who switch to solar with us end up saving between \$20k - \$100k dollars over the life of their system VS sticking with the power company.

Design

(Talk about the system design and how it looks, any adders or upgrades we are doing)

Money

- **If there are day-one savings VS power company**

Rather than you paying \$_____ to the power company and it is going up every year, by switching to solar today, you will pay ____ for your power

- If Solar is more than the current payment, lean on it being a fixed rate, that never goes up and adds equity and value to their home.

If that makes sense then the next step would be to see if we can get you qualified for the program, normally only 3 out of 10 people qualify for it so this is the catch or the hardest part of going solar.

If you are approved, you won't have any money down, any money out of pocket at all. We will be able to get the system installed, we will end the bill you have with the power company and 60 days later you will have your first monthly on the system.

Should we see if we can get you qualified and see if you can go solar?