

## SOLAR FAQ's

**HOW DOES IT WORK?** We basically buy the system for you, and then you pay us a monthly lease payment. The great thing is that the combination of that lease payment and your new electric bill is less than whatever your old electric bill was by itself. *For no money out of pocket you will save 10-25% on your electric bill immediately.*

**WHAT IF I SELL MY HOUSE?** We designed our Service Agreement knowing that people would move within the course of 25 years. If you sell your house we simply transfer the system to the new owner via a one-page document. It's that simple. *The home will usually sell faster because the new owners will be locked into the same low rate.*

**WHAT IF BUYERS DON'T WANT IT?** First of all your realtor will market the house as a solar home, and it will usually sell faster. *There's no reason a buyer wouldn't want it because now they're locked into a great rate where you left off.*

**I THOUGHT THERE'D BE MORE SAVINGS:** You're getting zero savings right now. Electricity will always cost you, but by switching to solar it will always cost less, and it's as easy as switching from satellite TV to cable, or Verizon to AT&T. *Rates are going up every year, and by going Solar you'll be in control of what you're spending and be able to predict what your bills will look like in the future.*

**25 YEAR AGREEMENT?** You're already in a lifetime contract with your current utility. This is only a 25 year agreement. *We put in writing what your bills are going to look like for the next 25 years. So you can pay more now and have higher rate increases forever with the Utility company, or pay less now and have a smaller increase with Solar.*

**ANNUAL INCREASE?** Yes, of course. The small annual increase is only 2.9% which is much less than the annual utility rate increases. *The amount you're saving will actually increase every year due to avoiding the utility's rate increases*

**WHAT IF I NEED A NEW ROOF?** It depends on the age of your roof. There are provisions in the agreement that gives you the flexibility to shut down the system and re-roof.

**NEW TECHNOLOGY?** I can understand why you'd say that, especially with the way cell phones and computers get better, but Solar tech hasn't changed in decades. *Even when it eventually does improve the cost will never be as low as it is today. Our pricing will always increase to be competitive with what the Utility companies are charging, just less.*

**WHAT IF YOU GO OUT OF BUSINESS?** We are in excellent financial standing and have plenty of money to buy systems, and huge financial investors backing us and our agreement with you. *Our investors would ultimately be responsible for upholding the agreement and hiring another solar service provider to stand in our place. Everything you sign today will be honored for 25 years no matter what.*

**WHAT IF RATES GO DOWN?** On average Utility rates are skyrocketing about 6% every year. *It's a very safe assumption because of the way rates have been trending for decades. (Fossil fuels depleting, transmission lines aging, grid growth due to population increase)*

**I WANT TO PURCHASE:** We have options for that as well. Would you be thinking about purchasing outright or financing?