

COMMON OBJECTIONS TO SOLAR WITH ANSWERS

1. I'm good. I'm ok with no solar.

Fact: What do you really mean by that statement? **Is it really ok to be paying 30-40% more for your energy than you need to?** When you get solar it never changes in price - the sun is free. Once you buy or lease a solar system, it is reliable maintains power output for 25+ years. **With solar you are in control of your energy cost.** Traditional energy is getting more and more expensive. Arizona utility boards have approved dramatic multi-year price increases that are currently being implemented. **APS and SRP rates have increased 5-20% in the last 2 years.**

2. You really don't save any money. Solar is Expensive.

Fact: Solar energy is in 2022 less expensive than regular energy. Solar panels have come down in price 72% in the past 10 years. **Solar can be generated by you for 4 -10 cents per kilowatt,** whereas the utility companies sell energy to you for 13-20 cents per kwh! Our custom designed system unequivocally, "always saves you money". Many objectors never had an energy analysis; we use a custom usage program to create your Solar Savings Report (SSR).

3. I'm going to wait until the technology improves. I don't like China.

Fact: We are on the 5th generation panel technology with panels now at 90% power output at 25 years! Panels are rated 40+ years. Like big screen TVs, they are lighter and more reliable with 25-year warranties. No significant technological improvements recently, basically only cosmetic changes.

We are now getting panels from several countries: Germany, Canada and the United States.

4. I don't like the look of the panels and would not want them on my roof.

Fact: The best orientation for panels is south, but through custom placement it is sometimes possible to **locate on other parts of the roof not so visible** or placed on an adjacent structure such as a garage, or as a ground mount installation. **It comes down to a personal decision as to the esthetics of solar on a roof verses the savings solar always gives.** Note. We have clients when we pointed out roof top installations on their street admitted they had not noticed!

5. I don't have the money right now.

Fact: We have programs that can put solar on your roof with purchase programs that are \$0 out-of-pocket to start you saving the day the panels are turned on. Our free consultation reveals how you can get a top-notch system with no gimmicks. For APS customers a special lease program is available with easy qualifying, especially for those with less than perfect credit.

6. I may be selling in the near future and don't think it's a good idea now.

Fact: Adding solar adds considerable equity giving very **good reasons to sit down with our consultant for expert free advice.** We can show purchase or lease options as both offer easy transferability to a new owner. **You can be saving \$\$ during these several years while making you decision to place on the market - a smart move.**

7. I am concerned about roof damage or voiding of a roof warranty I already have.

Fact: We only use certified installers that are the best in the country. Your roof is inspected and state certified before we install. We then give a **bumper-to-bumper roof warranty.**

Note: Solar installations **do not void** any existing roof warranty you may have.

8. Free Government solar.

Stay away these are scams to capture and sell your personal data.

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