

“I don’t need solar as a Snowbird – It’s not for me”



Why Solar is a great investment for Snowbirds

“I am only here part of the year, solar isn’t for me, it won’t really save any money”

As a solar specialist and expert, I hear this from many retirees and show you that getting your energy from solar vs your current utility is a very smart decision, saves money, and protects you from future rate increases and **creates passive income!** **Your roof becomes a money producer** while you are away each and every month.

First, regardless of how much energy you use, traditional energy has consistently gone up in cost. APS has just implemented the largest increase in their history of 13.62% for 2024 to you and its 2.8 million customers. Solar energy costs just 10-12 cents/kwh while your utility energy is 17-19 cents per kwh increasing every year!

Second, notice on the left side of your bill the charges - 22+ are miscellaneous fees, surcharges, and taxes. These you have been paying for years, but many consumers fail realize that they comprise 25-40% of your bill. So, a customer whose average monthly bill is \$95, is charged \$25+ of fees, amounting to \$250+ in a year and \$1800 in 5 years! Solar in most instances completely eliminates these!

How does solar help me when I am gone during the hot months? It is very simple, when you close up your home and set the thermostat at 80-90 degrees the a/c will not come on as often, so you use less energy and hence see an overall lower yearly bill. Solar does even better as your panels absorb and put out more energy than you use fall, winter and spring and even the summer. **This excess energy is fed back into APS’s power grid. By law APS must pay you for every kWh and put in on your bill as energy credits.** This buyback varies per usage and is enough to eliminate the 22+ fees, surcharges, taxes, misc fees you formerly were forced to pay. When you are snowbirding these credits are applied to your bills every month. Sweet!

Solar unequivocally reduces the cost of electricity every month, amazing and true.

Homeowers regardless of your age, with low or even moderate year-round bills benefit greatly because **solar reduces the overall cost of your electricity by 30-35%.** Typical energy costs and savings:

\$75./month bill = \$900/year paid to APS, solar payment just \$585, **savings in one year \$315 and in 5 years \$1575.**

\$95./month bill = \$1140/year paid to APS, solar payment just \$798, **savings in one year \$342 and in 5 years \$1710.**

\$115/month bill = \$1380/year paid to APS, solar payment just \$966, **savings in one year \$414 and in 5 years \$2070.**

**A substantial savings by simply switching energy sources.
Multiply 10 years and the savings is truly significant.**

We show you how to obtain a system with our Senior program with no out-of-pocket cost ever.

We install, service and warranty the entire system. Your APS bill is completely eliminated and the bill from the solar company is on average 30-35% less than what you are paying now.

Too good to be true, no, good to be true! **The most important bonus is that you escape the rate hike ladder** and you as a solar customer get a rate-hike cap from APS of 0-1.9% max / year. Any excess energy not used is bought back at a guaranteed rate yearly.



SOLAR IN SUN CITY

ACHIEVE ENERGY INDEPENDENCE
WITH SENSIBLE SOLAR AZ™

Del Webb's Sun City is a unique place and its name highlights the fact that it is one of the best communities in America for solar.

With a population of 38,000+ in 24,000+ homes, we have powered 1000+ full-time and snowbird homes with reliable, clean, and inexpensive power from the sun.

We are experienced with all the models within Del Webb to do it right.

We put a smile on your face and solar on your home.

What is Sensible Solar Az ?

A simple explanation is a professionally done discovery analysis that gives you just the right amount of solar, guaranteeing you the best mix of energy vs. cost. We have unique partnerships with Element Energy and Our World Energy™ offering outstanding solar programs for full-time residents and snowbirds (many don't realize solar provides considerable savings with no risk). Benefit, a stable low-cost energy and a fixed cost bill each month bypassing all rate increases.

I show you how you can now be in control, save money with low-cost solar, and at the same time benefit the environment for the future, for your children and grandchildren.

On our website and in our literature, you will read about exciting solar programs now available.

With inflation and energy rates going up yearly, solar is a sensible and smart move, freeing you from the monopoly of the utility company. 'They bill, and you pay'.

Solar gets you off the rate-hike ladder to use energy the way you want and when you want.

Solar electricity is unequivocally less expensive by 30–40% and put on your roof with no out-of-pocket costs ever, thanks in part to the 2022 Inflation Reduction Act, making billions available for homes like yours. Paying cash? We have excellent pricing. All systems come with a 5 Star* 25-year warranty.

Solar is always a sensible and smart investment.



Carl Johnson
Element Energy, Our World Energy™ & Sensible Solar Az™
carlj@elementenergyco.com
480-399-1462 cell or text
www.sensible solaraz.com

