



Sensible Solar Az



Programs to Enhance your life

Ways solar enhances your life

- * Frees you to use power whenever you need or want
- * Frees up your money due to much lower electric costs
- * You become part of the solution by using renewable energy
- * Your solar reduces future threats of brown and black outs
- * Within a trust, passes on to family members low-cost energy
- * Passive income produced during fall, winter and spring
- * Adds equity value, according real estate studies nationwide

AMAZING SOLAR

- NO YES Element Energy / Sensible solar are Locally based in Arizona
- NO YES Our World Energy Installer / Warranty Co based in Arizona
- NO YES Solar Panels & Inverters manufactured in the United States
- NO YES Installations meet all current State, County & City regulations
- NO YES All equipment warranted for 25 years parts and labor
- NO YES 25 year solar power output production guarantee
- NO YES 25 year fixed monthly rate for solar lease programs
- NO YES Solar lease - no money upfront or ever for cost of system
- NO YES Solar lease - no lien on you, transfered with no cost or qualifying
- NO YES No Risk - simply swapping high cost utility bill for low cost solar

WHAT IS SENSIBLE SOLAR ?

To put it simply, a well-executed discovery analysis provides you with precisely the appropriate amount of solar power, ensuring that you get the optimal balance between energy and savings.

We are pleased to offer you these exceptional programs whether you are a full-time resident or a snowbird thanks to our special partnership with Sun City Solar AZ™, Element Energy & Our World Energy™.

We are happy to show you the Amazing \$0 Solar, and excellent pricing for those who pay cash. In Sun City and throughout the Valley of the Sun we have 1000+ satisfied customers.

ESSENTIAL SOLAR

We replace your current power completely with solar power. In order to protect you from future rate increases, we engineer your rooftop system to produce more than 100% of your electricity and to add additional power. The average reduction in electric costs ranges from 30% to 40%. Your personal solar energy offsets the charges on your utility bill. You will have only one bill, a much lower solar bill. You will still receive your utility statement, but it will only include credits. You qualify for a 25-year rate increase cap of 1.9% and 10-year energy buyback on all unused energy. Great!

SNOWBIRD SOLAR

A specialized program provides power year-round for those leaving their home for 2–6 months per year. We design your rooftop system to generate more than 100% of your energy. Electricity cost reductions typically range from 30% to 40%. One low solar bill that is less than what you are currently paying will replace all utility bill charges. A utility statement will still be sent to you, but it will only list credits. Through the production of energy on your roof, the program optimizes energy buy-back (net billing) income, resulting in an annual passive income of \$100 or more.

You qualify for a 25-year rate increase cap of 1.9% and 10-year energy buyback on all unused energy. Sweet!

Snowbirds save amazingly as your utility pays you for all energy you are not using while gone!

A PERSONAL NOTE

Carl Johnson Solar Representative, Specialist and Expert

For more than two years, I have been demonstrating and teaching homeowners about solar energy, and I have developed a unique program named Sensible Solar Az. It is a trademark in Arizona with the intention of demystifying solar energy and highlighting its many advantages for you as a customer: cheap, steady electricity; freedom from constantly rising rates; the fact that solar energy is always cheaper; the advantages solar has for the environment; and your utility's Net Billing program, which reimburses you for each kWh of electricity your solar system generates on your roof but that you do not use.

I'm a different kind of person who has come to your door. I'm a senior citizen from Sun City who has received extensive training in the residential solar industry. I also have extensive technical knowledge of every aspect of solar, but most importantly, I have firsthand experience because my wife and I have a solar system installed on our home. For this reason, I can confidently guide you through the entire process of obtaining and owning solar.

The majority of the "door knockers" who have visited your home are typically young adults between the ages of 20 to 30 who are dispatched in groups to canvass a neighborhood with pre-rehearsed sales pitches; some of these individuals are from out-of-state businesses. These "door knockers" are promised substantial commissions for "selling" you solar energy, but they have little to no knowledge of the technology. This sales technique has been used for years, and regrettably, some homeowners have been duped by dishonest salespeople looking to make a "quick buck." Faulty analysis of energy needs or supplying inferior equipment has happened way too much.

I never use "scripted" sales pitches; instead, I aim to educate and demonstrate how solar can be a significant part of your life, regardless of your age—30, 50, 70, 90, or our oldest at 103. A crucial step in the process is listening to your concerns, particularly "why solar for me." Being truthful and open with our clients is something we value most.

Danny Pickett, the founder and owner of Element Energy, our partner company, is a Mesa native and a family man with four children who has lived in the Valley for eight years. Between us and our installation partners, we have over twenty years of combined solar experience. As locally based, we ensure that every installation is completed correctly and complies with all applicable state, county, and city codes and regulations.

In order to better serve you, we have downloads of our customer ratings on our website and information packet. We know that this comprehensive information will address with answers most of your questions. Upon reviewing this packet, if you haven't already made an appointment, we encourage you to do so by calling me. I immediately begin the complimentary, no-obligation process.

Blessings – Carl Johnson

AMAZING \$0 SOLAR SYSTEM



It is a wonderful way for you to have all the advantages of low-cost solar electricity without ever having to buy a solar system that costs tens of thousands of dollars.

We install a custom solar system at no cost and maintain, warranty, and monitor it for 25 years. You become a producer of your own energy at a much lower cost than what you currently buy each month from your utility.

Currently you are on an endless high-cost contract with your utility, rates go up frequently. They bill, you pay.

There is absolutely no cost or out of pocket ever, plus no lien on you.

HOW IS NO COST POSSIBLE?

YOU DON'T GET SOMETHING FOR NOTHING!?

It's really quite simple: APS energy is extremely expensive and has historically increased in price year after year, but solar energy can now be produced on your roof for significantly less per kWh.

The 2022 Inflation Reduction Act has made billions available to solar companies to put renewable energy systems on homes like yours for no cost to you for the equipment.

Simple, all you pay is for the electricity your new system produces, and we take care of the rest.

Fact: Solar energy averages 30-40% less expensive when produced on your roof.

What we do is replace the high-cost energy you use from your utility with our custom-designed solar system, providing clean, reliable and low cost electricity; your refrigerator, toaster or a/c unit doesn't know the difference!

Each month, you will then receive two statements: APS and Solar. Your APS statement will now show you owe nothing since you now generate your own power. It will reflect only credits for all excess energy your system now will be producing and sending back into the grid. Your Solar statement is a fixed-cost bill only for the power you generate, 30% to 40% less than what you were paying monthly; a predictable, affordable payment year after year, shielding you from endless rate hikes.

You simply swap bills, all charges from your utility are paid for by solar. Now a much lower monthly bill for low-cost solar produced on your roof.

A major benefit of installing solar on your roof is that all excess energy you generate is measured, fed back into the grid, and appears as a credit on your APS bill. Normally, you use less than half of the solar output produced in the fall, winter, and spring and even in the summer when you are away and turn up the thermostat; these excess kWh are credited to your APS bill every month!

Over production of solar energy (kWh) pays the 22+ misc. fees, surcharges, and taxes on your APS bill that you have no control over; amounting to \$25-\$50 per month, \$250-\$500+ per year! Hundreds of \$\$ previously wasted on junk fees now become saved money you can now use for other expenses in life.

All solar credits (kWh) roll over each month building up a energy savings account. Unused credits at the end of the year are paid to you in an energy buyback check every January. This sum can reach \$100+ yearly!

A QUICK SUMMARY

- *Much lower priced energy each month for the life of your panels rated for 30+ years.
- *You never have to buy your rooftop solar system; the program supplies it free of charge.
- *System is monitored, warranted and maintained for 25 years, no deductibles.
- *You're permanently off the utility's rate hike ladder! Rate increases no longer affect you.

NEXT STEPS



You have perused our information and materials and would now like us to perform a free, no-obligation solar assessment on your house follow these steps:

1. Contact us by phone or text to schedule discover meeting, we will coordinate a convenient day and time.
2. If you know how, go to your utility website and download the last 12 months of usage. Upload them to us. Or we can schedule a call with you and a utility representative and get the usage.
3. Allow one hour for the meeting. It is meant to be an informal interactive time, so jot down any questions or concerns you have, and we will be happy to answer.
4. We present the entire program on the company laptop, showing a satellite overlay of the system at your residence.

We graphically on the screen show usage charts that clearly show cost comparisons between solar and your current utility energy costs.

We go over the three easy ways to obtain solar specifically tailored for you: the \$0 dollar program, the cash purchase program, and the finance program.

5. Should you choose to proceed with the next step at the meeting, we provide the ease of electronically signing all paperwork the same day.

We then online submit all the paperwork for permits to your municipality. Once permits are approved, your system is installed, with final approval from your utility that it is safe to operate, solar power then flows into your home!

6. We make the entire process easy and stress-free.

Start to finish in just 2 to 3 months, you become your own solar energy producer and start saving money



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