

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 in 2025 is 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 10-12 cents per kilowatt,** whereas the utility companies sell energy to you for 16-20 cents per kWh! Our system unequivocally, "always saves you money"- analysis is free to find out your cost for energy.

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 guaranteed! Panel life is 35+ years. Like big screen TVs, they are lighter, stronger and more reliable with full 25- year warranties. Panels (Q-Cell™), Inverters & Batteries (Tesla™) are exclusively manufactured in 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 programs that are \$0 out- of-pocket that start you saving the day the panels are turned on. Our free consultation reveals how you get a top-notch system with no gimmicks. For APS customers a special Solar Lease program is available with easy qualifying.

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

Fact: Adding solar adds equity value 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 guaranteed transferability to a new owner. **You can be saving \$\$ during these years while making your decision when to place on the market - a smart move.**

7. Free Government solar

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

8. I am concerned about roof damage or voiding 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 give a **bumper-to-bumper roof warranty.**
Note: Solar installations **do not void** any existing roof warranty you may have.

9. I know someone with solar having to pay Aps still!

No reason not to explore solar. **Facts:**

#1. 90% of the time did not get enough solar initially or 5 years ago APS limited solar, this ended 3 years ago. **#2.** Quite a few companies were inexperienced in analysis and sold systems way too small. We use Aurora™, world standard for solar design, rated independently at 98.5% accurate creating systems that are never underpowered with guaranteed power generation; phenomenal savings when battery technology is integrated. **#3.** Finally, some have aging systems Chinese manufactured known for low power output with inferior materials. We use exclusively USA made top-rated, best quality, the same panels used in extreme weather climates of the middle-east.