



SENSIBLE SOLAR AZ™ SUN CITY SOLAR AZ™



NO BARRIERS FOR SOLAR

I don't want to change anything! Why go solar?

Whether you are 30, 40, 50, 60, 70, 80, 90 or our oldest customer who is 103...

CHANGE CAN BE GOOD !

Fear stops many people. What is the 'truth' about solar? I help by separating 'truth' from the 'lies'. 200,000+ Arizonians have switched and are benefiting and happy, 3 million nationwide.

Integrating revolutionary Tesla™ Powerwall® battery technology powering your home night & day at a lower cost than you are currently paying APS!

Our Amazing \$0 Program: No upfront money is ever required because our solar lease firms receive funds under the Federal 2022 Inflation Reduction Act for solar installations. A very good use of our tax dollars!

Cash or Finance Programs: We offer fair and competitive pricing using only top-of-the-line Tier 1 equipment. Arizona offers a rebate of \$1000.

Whether employed, owning or operating company/corporation, semi / fully retired, solar has no barrier.

What is Sensible Solar?

I founded Sensible Solar Az™ to educate homeowners about the benefits of solar as a responsible, prudent short & long-term investment, all for free as much misinformation exists.

I conclusively demonstrate why going solar makes sense in less time than it takes to watch a TV movie.

We handle everything in the same manner as a general contractor once basic documentation is completed in the comfort of your own home. Every detail is handled by my company. We acquire the required permits from county, city, and APS. After permits approved, we install the system in average of one day, causing no daily routine interruption. You are able to unwind, do nothing and in two to three months your system is operational and producing electricity.

Solar is well-proven as a smart and sensible investment for taxpayers / homeowners / retirees, wisely saving money monthly plus providing a guaranteed reliable source of energy – the Sun. Peace of mind providing safety against power outages, very important if you operate out of your home or have medical power needs.

Your solar bill is fixed at average of 25%-40% less than you pay each APS month, your new rate is fixed. APS 16+ fees, taxes and surcharges are dramatically reduced in many cases eliminated.

Important Fact. You are trapped in an endless contract with your electric utility. We have all been programmed our whole lives to automatically and mindlessly pay this bill every month. They bill and you pay regardless of the cost! **Equal Pay programs, merely spread out high cost electric payments but DOES NOT REDUCE costs** plus it doesn't stop the now yearly rate increases from impacting your finances. **By switching to solar, you avoid virtually all expensive electricity, fees, taxes and stop paying rate increases.**

WHY SOLAR?

With 20,000+ current solar installations the primary reasons people tell us are to:

1. Escape the high cost of utility electricity with the now yearly rate increases.
2. Gain independence from the electrical grid with benefit of a low, consistent, & predictable bill.
3. Obtain energy stability and never again be affected by power interruptions with solar + battery.
4. Get an average of 25-40% savings on electricity cost every month.

High Cost of Utility Energy

APS average bill based on projected 4% cost increase which includes fees, taxes and surcharges.

\$200/mo. Utility Bill	10 years you pay approx. \$28,809	15 years you pay approx. \$48,053
\$250/mo. Utility Bill	10 years you pay approx. \$36,011	15 years you pay approx. \$60,066
\$300/mo. Utility Bill	10 years you pay approx. \$43,215	15 years you pay approx. \$72,081
\$400/mo. Utility Bill	10 years you pay approx. \$57,523	15 years you pay approx. \$90,340

Because many people utilize auto debit to pay bills, I discover a surprising number of people are unaware that their annual energy expenditures are \$1500, \$2000, \$3000, or \$4000 or more.

Solar on an average reduces your cost by 25-40%.

"I don't want to change anything" or "I'm fine" or "It's really not that much"

What do you really mean by these statement? Is it really OK to pay hundreds-thousands of dollars more than you have to? Smart use of your money: income, retirement, investments, is increasingly important.

Made in the U.S.A

All equipment is now made in the United States. Production is guaranteed and warranties are 25 years! We use the Tesla™, Enphase™ Solar Edge™ solar storage batteries to power your home fully with solar and Q-Cell® extreme weather solar panels easily handle our 100+ temperatures and dust and dirt.

Tremendous benefits – You instantly gain energy independence

You will buy little or no energy from APS, as electricity produced on your roof powers your home so many of the 16+ taxes, fees and surcharges (averaging 40-65% of current bill charges) are dramatically or completely eliminated!

COMMON OBJECTIONS TO SOLAR WITH ANSWERS

1. I'm good. I'm ok with no solar. I can pay my bill. Why change?

Fact: What do you really mean by that statement? Is it really ok to be paying 25-40% more for your energy than you need to? When you get solar it never changes in price - the sun is free. Smart use of money is becoming more and more important. Once you buy or lease a solar system, it is reliable maintains power output for 25+ years. With solar you are in total 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 4-20% in the last 7+ years with no end in sight!

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

Fact: Solar energy in 2025 is less expensive than utility energy. Solar panels cost is down 72% in the past 10 years. Solar can be generated by you for 8-12 cents per kilowatt, whereas the utility companies sell energy to you for 16-20 cents. Our custom system unequivocally, "always saves you money"- our analysis is free to find out your energy costs

3. I'm going to wait until the technology improves. I don't like China. Good news, equipment now made in America.

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/west, 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. All installations feature a \$500,000 multi-year warranty for complete peace of mind.
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, just a 670 credit score.

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 use certified installers who are the best in the country; roof is inspected and state certified before we install. We give bumper-to-bumper roof warranty, 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. Many 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™, the 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 homes have aging systems of Chinese origin known for low power output with inferior materials. We use USA made top-rated, best quality, same panels used in extreme weather climates of the middle-east.

Reason for me wanting to personally contact you

My goal is to show homeowners in-person there is a better way than continuing to buy 'expensive' utility electricity. For years, we've all paid our utility bills without thinking, plus absolutely no influence over reducing it because the utility is a monopoly; they bill and you pay!

Conserving energy during peak hours by reducing activities, cooking, air-conditioning, internet usage, etc., is often inconvenient and can be risky for medical conditions; solar solves all this allowing you to use energy at any time!

Change can be very good indeed. Examine my materials, visit the Sensible website and schedule my no-obligation Discovery meeting so I can show you.

SENSIBLE SOLAR AZ™
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Free Appointment



Use this QR code or go to our website
Use the 'Get a FREE Quote' link.
Fill out the 1 minute form.
We will contact you and start
you on your solar journey.