

SENSIBLE SOLAR AZ™

SUN CITY SOLAR AZ™



Sensible Solar Az
Business ID: 1000036348
BBB Rating: A+



NO-PRESSURE APPROACH

Carl Johnson Solar Owner, Specialist and Expert

For years, I have been demonstrating and teaching homeowners about solar energy with my expertise.

I demystify solar and demonstrate its advantages for homeowners: inexpensive, clean, and reliable energy produced on your own roof. Solar - a truly amazing shield from ever-increasing utility rate increases.

Fact. Solar energy is produced for a much lower cost than utility energy, with the added benefit that the utility is required by law to buyback and pay you for each kWh excess electricity you produce for the next 10 years!

Background. I am a senior citizen who has lived in the valley for over 22 years with substantial experience in the residential solar market. I am a Nationally Certified Solar Consultant. I have technical understanding of all aspects of solar, but most importantly, I have actual experience: my wife and I have solar on our home. As a result, I'm confident in guiding you through the full installation and ownership process.

Solar information presented clearly is an enlightening enjoyable journey of discovery.

You are never a just a customer, another 'sale', but a 'valued' client.

Many people have had "door knockers" pitch solar at their homes, often young adults aged 20 to 30 who are dispatched in groups to canvass neighborhoods with pre-rehearsed sales pitches. While some are local solar companies, an increasing percentage are from out-of-state. Many know little about solar or its technology, and few are homeowners or solar owners. Unfortunately frequently using pressure & 'scare' methods in their 'pitches', often requesting same-day meeting and then a speedy decision.

I never pressure at the door or during an in-person meeting with you.

The reality is that electric costs are rising year after year, so the longer homeowners wait to investigate the benefits of switching to solar, the more negative impact is of purchasing pricey utility electricity becomes.

My goal with my materials and official website is to educate and teach homeowners about the benefits of solar energy. Most recently to introduce the revolutionary battery integration enabling solar to power your home all day and night and be freed from the increasing high cost of utility electricity.

I never use "scripted" sales pitches; instead I endeavor to educate and how solar can be a significant part of your life, regardless of your age—30, 50, 70, 90, or our oldest is 103.

A crucial step in helping you in your solar journey is listening to you, particularly "why solar for me?" Being truthful and open with potential clients is something I value most.



Based on the last 3-12 months of your energy usage; our engineering team designs a tailored solution using the world's most sophisticated solar design programs, Aurora™ and Gemini®.

A sophisticated analysis takes into account sun exposure, climatological parameters, and current and future kWh needs.

A Solar Savings Report is created which includes an action plan and a detailed proposal.

At my in-home Discovery Meeting we together go over the results of this Report, which includes rooftop satellite imagery showing the number & layout of panels, and projected savings.

Facts and data to help you decide whether solar is a good fit for you.

Most importantly we show how to purchase, finance, or for those who qualify our \$0 program.

I present the exact cost of solar with honesty; in the end, cost is extremely essential.

Solar is a proven sensible and smart investment providing both short and long-term benefits.

Blessings – Carl Johnson

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SENSIBLESOLARAZ.COM



SCAN QR CODE
View our Solar Programs



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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.