

# SENSIBLE SOLAR AZ™

## SUN CITY SOLAR AZ™



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

Whether 25, 50, 60, 80, our oldest 103 years old ! Always makes sense to save \$\$.

### WHICH OF THESE ARE YOU?



SORT - OF  
SOLAR ?



### What is Sensible Solar ?

A simple explanation is a professionally done discovery analysis that gives you the just the right amount of solar, guaranteeing you the best mix of energy vs. cost. We have a unique partnership with Arizona's best installers to bring you outstanding programs.

**We are now offering the Tesla™, Enphase™ & Solar Edge™ battery systems.**

**We create programs suited perfectly for your needs and lifestyle and present a Solar Savings Report (SSR) at a private sit-down meeting in your home or business.**

Adding solar is a commonsense hedge against inflation as the sun's energy captured daily will never go up in price. APS implemented 13.62% rate increase in 2024 and has a request for another 13.99% for 2026. SRP rates increased 8% 2024 with more to follow. With inflation solar is a smart move saving \$ every month.

**We are experts in the current APS & SRP programs which are difficult for the average consumer to understand. A brief summary:**

**APS offers two rate plans:** Time of Use and Time of Use with Demand Charge. The main difference between these plans is that the Time of Use with Demand Charge plan has lower rates, but an additional monthly usage charge. The Time of Use plan has higher rates but no extra charge. Add more complexity is on-peak and off-peak charges vary with the season.

**SRP has four different rate plans** each with their own unique characteristics.

Many SRP customers are unknowingly on the wrong plan at high per kWh rates. Each of the four plans charges customers based on usage throughout the month and incur fixed monthly charges. The electricity rates vary based on the time of the day the electricity is used, which is referred to as Time-of-Use Rates. Two of the four plans have lower rates than the others, but also incur a monthly Demand Charge. Rates change multiple times monthly and yearly.

**SOUND CONFUSING? WE ARE EXPERTS GETTING YOU OFF THE RATE HIKE LADDER**

**Decades of expertise on every style of home & roof type**

**Note: We have put solar on 20,000+ throughout the valley and 2000+ homes in Sun City.**

## Why Sensible Solar ?

A trademarked system to give you the right amount of solar, with the best and latest technology in partnership with Arizona's top installer, for decades of clean, inexpensive reliable power.

We are experts at integrating battery technology when it makes sense.

## ENERGY SMART PROGRAMS

### ESSENTIAL SOLAR

We replace your current power completely with solar power. We engineer your rooftop system to produce 100%+ of your electricity to future proof you from any future rate increases. Average reduction in electric costs of 25% to 40%. Your utility bill charges are offset with your own energy. Those who finance or lease, instead of buying, will have only one bill, a much lower solar bill. You also qualify for a 25-year inflation increase cap of 0.0%-1.9% and 10-year energy buyback.

### SNOWBIRD SOLAR

Specialized program powers year-round for those leaving their home for 2-6 months per year. Average reduction in electric costs of 25% to 40%. One low-cost solar bill, less than what you are currently paying. Maximizes energy buy-back (net billing) income, so your roof becomes an energy producer generating passive income, typically \$100 or more per year.

You also qualify for a 25-year inflation increase cap of 0.0%-1.9% and 10-year energy buyback.

### EV SOLAR

We replace your current power completely with solar power. We engineer your rooftop system to produce 100%+ of your electricity and add extra power for electric vehicle(s) and to future proof you from any future rate increases. Average reduction in electric costs of 25% to 40%.

Those who finance or lease, instead of buying, you will have only one bill, a much lower solar bill.

You also qualify for a 25-year inflation increase cap of 0.0%-1.9% and 10-year energy buyback.

### ULTIMATE SOLAR

We replace your current power completely with solar power. We engineer your rooftop system to produce 100%+ of your electricity with extra power to future proof you from rate increases.

Average reduction in electric costs of 25% to 40%. We integrate batteries that provide 24/7 power during any brownout or blackout. Your utility bill charges are offset with your own energy.

You also qualify for a 25-year inflation increase cap of 0.0%-1.9% and 10-year energy buyback.

# TWO WAYS TO OBTAIN SOLAR

Solar has come down in price in the last 10 years, vastly improved technically, and now has output easily providing all the energy you need during the day and even paying for the nighttime energy you get from the grid. Here's the great part: in the fall, winter, and spring, you're using roughly 50% or less of the power your rooftop solar is producing! It is metered, and every kilowatt you don't use, your utility pays you. This goes onto your bill as a credit, rolls over each month, and the excess amount is refunded every January in a check!

## **The first way to obtain solar is to buy it**

Buying gives immediate ownership, and our systems produce all the electricity for your needs. The average amount of time for a return on investment is 8 to 12 years. At this point, your yearly utility savings have paid for your investment. From this point on, your electricity is truly free. Arizona gives a \$1000.00 rebate. We have attractive financing options with a same-as-cash option.

## **Our 0\$ Solar Program is the second option**

Currently, you are on a power purchase agreement with your utility; electricity is delivered to you and you are billed for it at the end of each month. **It is an endless billing contract** for which you have no control over the cost. The cost of electricity has been continually going up for the past decade, with no end in sight. **Your utility is a monopoly; they bill you.** Their solution to cut your bill is to not wash clothes, delay cooking meals, cut back on operating computers, etc. until after peak hours! Worse yet, in the heat of the summer, it is suggested to cut off completely or raise the thermostat on your air conditioning at the hottest part of the day to save money! **There is a better way, and solar provides a truly 'sensible' solution, freeing you from the utility monopoly.**

## **Our solar program is very simple and sensible: a complete solar collection system installed in your home at no cost to you.**

**There is never a down payment or any payment for the cost of the system.** Based on your energy usage, we create a system that perfectly meets your energy needs. **You pay on a monthly basis only for the output of the system all the power your home needs.** How? Fact: The electricity you buy from your utility is expensive and historically increases every year. On average, customers pay 16–20 cents per kWh, but electricity produced by your system is averaging 8–12 cents, so inexpensive freeing to use electricity at the time and in the way you want. **Freedom for you!**

**This much lower solar payment is fixed for 25 years.** You now have a totally predictable cost each month for your electricity. Think of it this way: it is like a fixed-rate mortgage versus a variable-rate mortgage. Not like the 'equal pay plans' of utility companies, which merely spread the cost of high-priced electricity over 12 months. Solar frees you from their monopoly, plus the utility pays you back for each kWh you don't use.

**Month by month, you're saving 25 to 40%—truly amazing.** The length of our solar program term matches the 25-year no-deductible warranty on your panels, inverters, electrical components, and roof.

**So very simply, you are switching bills from your high-priced utility bill to a much, much lower-cost bill from your new solar company.**

There is absolutely no risk, only benefits. The big plus is that all future rate increases and fee increases are reduced or eliminated since you're using your own power. Another big one is that you are no longer taxed for your electricity.

**Lastly, our solar program is fully transferable** to a new home owner or, within a trust, to a family member. There are no fees to transfer. You can purchase after five years with no pre-payment penalties at a pro-rated cost. Home shoppers want low-cost energy, especially when it is locked in for many years.

# SOLAR IS AN AMAZING INVESTMENT



**Your utility rates are getting higher every year, aren't they?**

**Yet sunlight is free and abundant.**

**Solar power instead current APS or SRP power is a very smart decision.**

Do I really save \$\$ or does the cost of a solar system offset any savings that I might get??

**I state unequivocally you will save !**

**Note: Beware of online Solar Companies who quote you low prices with great savings, but later if you choose to do an appointment, discover that these telephone and online offers are many times a 'bait and switch' with higher prices given in person.**

**Steer clear of all advertisements that you can get free solar from the government !**

**These are scams to get your personal data and then sell it.**

**Our face-to-face private personal service**

**My company schedules to meet in your home to show a  
free customized energy analysis Solar Savings Report (SSR)**

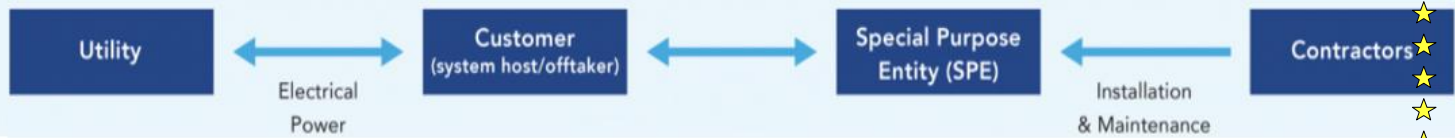
SSR is our professionally created program creating a '**totally accurate**' month-by-month report showing remarkable savings specifically crafted for your home.

We always engineer to produce an excess of power to allow for unexpected high usage.

Our professional analysis factors past usage and other parameters that many competitors do not and 'online programs' cannot do. It is a 12-48-point proprietary program our company utilizes.

# THE AMAZING \$0 SOLAR

## Power Purchase Agreement (PPA)



### These amazing benefits over purchasing:

**We install a complete solar system at no charge to you ever**

**We give a 25-year rate increase cap guarantee**

**You get a 10 year power buyback rate guarantee**

**You have the option at 5 years to buy the system**

**We Provide 25-year maintenance – \$0 deductible**

**We include a 24/7 system monitoring for worry-free solar**

**You get a 25-year power performance guarantee**

**We guarantee No Lien on your property or you for the system**

**We guarantee no-cost transfer with no-qualifying to new owner or family member**

Our Amazing \$0 Solar Program is a wonderful arrangement in which a third-party developer installs, owns, and operates an energy system on a customer's property.

The customer (you) receive the system's electric output for a predetermined period.

Instant financial savings are achieved because the energy system produces electricity at a cost that is substantially lower than the utility's retail rate (usually 25%–40% less). Our engineers' free analysis of your energy consumption results in a specially designed system for you.

**You receive stable and low-cost electricity with no upfront cost.**

You can purchase the system down the road at a discount with no pre-payment penalties.

**A truly a win-win situation**

**SOLAR ENERGY CAPTURED BY SOLAR PANELS NEVER INCREASE IN COST**

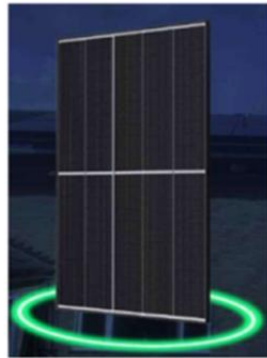
# OUR EXTREME WEATHER EQUIPMENT

## STATE OF THE ART TECHNOLOGY\*

Q-Cells Peak Duo™ Tier One panels, Tesla™, Enphase™, & Solar Edge™

Made in the USA used in 54 countries worldwide

\*Stress rated to withstand Arizona temps, 60 mph golf ball and 240 mph 1" ice pellet impact



### Enphase IQ8+ Microinverter



Ready for today and tomorrow, build on a distributed architecture platform. This modular microinverter design allows you to expand your system quickly and easily as your need grows.

**Make yourself independent of your electricity provider.** Your new solar panel supplies you with powerful solar energy—410+ watts. So you simply use self-generated electricity for your refrigerator, washing machine, lighting, pools, computers, etc. That saves money! The black on black solar panel design provides a modern look and fits ideally into virtually any architectural style. We use both centralized and micro-inverter technology.

**Patented full-screen technology: no maintenance required.** With conventional solar modules, dust, dirt, leaves, and rainwater often collect on the frame and block the incidence of light. This lowers the efficiency of the panel and makes regular cleaning necessary. Save yourself the trouble! Thanks to patented full-screen technology with full-surface lamination and rounded edges, the frame of your new solar panel forms a flat plane with the solar cells. Wind and rainwater flow off unhindered and wash away impurities. This way, you increase the power yield by 6–15% without any additional effort! Note: You do not need the services of companies to clean your panels; it is unnecessary and can even void panel warranties. Because the panels in Arizona are mounted on the roof rather than the ground, any fine dust is normally blown off by the wind or washed away by the monsoons or even the infrequent rains we get. Sunlight normally penetrates any fine dust with no appreciable degradation of output, as studies show.

**State-of-the-art half-cell technology for highest efficiency:** A solar cell is divided into two half cells using modern half-cell technology.

The advantage? The electrical losses are reduced, so that the performance of the solar cell and thus also that of the solar module increases. You benefit from more solar energy compared to conventional panels.

**Optimal solar power yield thanks to bypass diodes.** Not every solar cell gets the same amount of sun at all times. Sometimes one is partially in the shade, and sometimes dirt and dust have accumulated on another. These cells deliver little or no power and impede the flow of electricity, which affects the overall performance of the solar panel. Thanks to bypass diodes, these obstacles are easily bypassed, and your panel continues to produce a high yield. Defects are also prevented in this way.

**Solid technology for strong performance:** The mono-crystalline solar module has a high efficiency and a long service life, to enjoy your power generator. 25-year warranty for materials and workmanship.

# EXPERT REVIEW OF QCELLS SOLAR PANELS



By Catherine Lane Updated 01/29/2024

Qcells is a Tier 1 solar panel manufacturer that makes high-performance photovoltaic (PV) and energy storage products for the residential, commercial, and industrial solar energy markets. Its solar panels are near the top of the market for efficiency, performance, and warranty structure, and they are used by installers worldwide.

Qcells is one of the most popular solar brands in the U.S. If you're shopping for solar and comparing offers from solar installers, you've probably seen a quote that includes Qcells panels and wondered if they're any good. Well, we think they're great. In fact, we liked them enough to crown Qcells as #1 on the SolarReviews Best Solar Manufacturers list.

Qcells are high-quality, high-reliability panels sold at a good price. Qcells solar panels' quality, the company's huge investment in American manufacturing, and their commitment to long-term support are all reasons we recommend Qcells modules to anyone looking for a new solar installation.

Qcells is SolarReviews' #1 solar panel manufacturer in 2023. The company produces high-quality monocrystalline silicon solar panels for home, commercial, and industrial use, and manufactures many of its products for the U.S. market in Dalton, Georgia. The company's newest technology advancement is Q.ANTUM NEO, which has allowed its Q.TRON panels to reach 22.0% efficiency ratings.

Bottom line: Qcells are among the top panels you can buy for your home, with performance, cost, and warranty that equals that of other Tier 1 solar panels.

## Is it Qcells, Q CELLS, or Hanwha Q CELLS?

Qcells solar panels have a history just as long as the modern solar industry. The company has been sold and rebranded a few times and has grown from humble roots into a worldwide manufacturer.

Founded in 1999 in Thalheim, Germany, as Q CELLS AG, the company quickly grew to be one of the top solar module manufacturers in the world. Unfortunately, the late-2000s worldwide economic downturn and strong competition from government-subsidized Chinese solar panel companies took their toll, and in 2011, the company filed for insolvency. The Hanwha Group, a South Korean company with a robust solar business, purchased its assets.

In the years since, Hanwha has brought together its German engineering team and world-class manufacturing capabilities to reinvigorate the Q CELLS brand, becoming one of the world's top 10 solar module manufacturers. In 2018, Hanwha removed its name from the brand, leaving its products simply called "Q CELLS". It further streamlined the brand name in 2022, becoming the less-shouty "Qcells." However, you'd be forgiven for using any format of the brand name. Hanwha still owns the company, and even the Qcells North America website includes the old all-caps style of the name in various places.

Qcells now has manufacturing facilities worldwide, most notably its huge U.S. facility in Dalton, Georgia, the largest solar manufacturing plant in the Western Hemisphere, upon its completion in 2019.

The company currently makes more solar panels in North America than any other, is set to continue to grow its production capacity. Any Qcells panel you buy in America is made by workers in Georgia.



# ELECTRICITY PRICES

## THE TRUE COST SOLAR VS. UTILITY

According to the U.S. Bureau of Labor Statistics current national average price is \$0.17-18 for "Electricity per KWH". **APS is a monopoly, 'they bill and you pay'.** Historically rate for many doubled since 2002, on track to double in 8+ years. **Why continue to buy high cost electricity?**

**Data below will surprise many of Solar savings vs. Utility electricity costs**

**Utility projected costs of 4% year increase ( based on rate/fee increases since 2017 )**

| SOLAR vs. APS                                      | 10-year<br>Cost Comparisons | 15-year<br>Cost Comparisons | 20-year<br>Cost Comparisons |
|----------------------------------------------------|-----------------------------|-----------------------------|-----------------------------|
| <b>APS cost</b> \$100/ mo<br>average electric bill | \$14,404                    | \$24,027                    | \$35,733                    |
| <b>Solar cost</b>                                  | \$ 10,083                   | \$16,819                    | \$25,013                    |
| <b>Savings</b> average 30%                         | = \$4,321                   | = \$7,208                   | = \$10,720                  |
| <b>APS cost</b> \$150/ mo<br>average electric bill | \$21,607                    | \$36,001                    | \$53,600                    |
| <b>Solar cost</b>                                  | \$15,125                    | \$25,201                    | \$37,520                    |
| <b>Savings</b> average 30%                         | = \$ 6,482                  | = \$10,800                  | = \$16,080                  |
| <b>APS cost</b> \$200/ mo<br>average electric bill | \$28,809                    | \$48,053                    | \$71,467                    |
| <b>Solar cost</b>                                  | \$20,166                    | \$33,637                    | \$50,027                    |
| <b>Savings</b> average 30%                         | = \$ 8,643                  | = \$14,416                  | = \$21,440                  |
| <b>APS cost</b> \$250/ mo<br>average electric bill | \$36,011                    | \$60,066                    | \$89,334                    |
| <b>Solar cost</b>                                  | \$25,208                    | \$42,046                    | \$62,534                    |
| <b>Savings</b> average 30%                         | = \$10,803                  | = \$17,315                  | = \$25,800                  |
| <b>APS cost</b> \$300/ mo<br>average electric bill | \$43,215                    | \$72,081                    | \$107,201                   |
| <b>Solar cost</b>                                  | \$30,251                    | \$50,457                    | \$75,041                    |
| <b>Savings</b> average 30%                         | = \$12,965                  | = \$21,624                  | = \$32,160                  |

## "I DON'T SEE the NEED for SOLAR - I'M a SNOWBIRD"



"I am only here part of the year, solar is not for me,  
it won't really save any money, I don't want to change anything"

Having worked as a solar specialist and expert for years and currently leasing solar, I can attest that switching to solar energy from utility energy is a wise financial decision that saves \$\$ and generates passive income; shields you from future rate increases. Your roof becomes an active a \$ producer while you are away every month. The excess energy, APS, pays you for each kWh you don't consume.

**First, traditional energy has always been more expensive, regardless of how much of it you use.**

APS recently enacted biggest raise in their history for its 1.8 million customers. When compared to utility energy, which costs 16-20 cents per kilowatt-hour (yearly increasing), solar fixed cost averages 8-12 cents!

**Second, notice the 16+ charges on left side of your bill are taxes, surcharges, & other miscellaneous fees.** You have been paying for these for years and many are unaware that they add up to 45–65% of your bill! \$30+ in fees for customers with an average monthly bill of \$70 equally \$250+ annually and totaling \$1250+ in just five years! 'Junk fees' you are forced to pay.

**How does solar help me when I am gone during the hot months?**

It's really easy: Most close up and adjust the thermostat to 80–90 degrees with you air conditioner running less and little or no other energy consumed, resulting in a lower bill each away month. However, solar performs even better because the energy produced by our engineered system is built to exceed energy consumption in the fall, winter, spring, and even summer. This surplus energy is reinjected into APS electrical grid and by law APS pays you for each kWh you don't use! On your bill it is credited and applied monthly reducing any charges you have. Sweet!

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

Homeowners, regardless of your age, this chart shows that with low or moderate year-round bills benefit greatly because solar is much less expensive reducing the overall cost of your electricity by 25-40%.

**Typical energy costs and savings:**

|                                                                       |                                                   |
|-----------------------------------------------------------------------|---------------------------------------------------|
| \$70./month bill = \$840./year paid to APS, solar cost is just \$546, | savings in one year: \$294 and in 5 years \$1470. |
| \$95./month bill = \$1140/year paid to APS, solar cost is just \$798, | savings in one year: \$342 and in 5 years \$1710. |
| \$115/month bill = \$1380/year paid to APS, solar cost is just \$966, | savings in one year: \$414 and in 5 years \$2070. |

**Substantial savings by merely switching sources. especially for those with fixed incomes.**

**Easy it is to obtain a system featuring no out-of-pocket cost ever for the system.**

1. We handle the installation, maintenance, and warranty of the complete system.
2. When leasing you pay a fixed cost for the solar you use - typically 25–40% less than currently paying.
3. Your APS bill and associated 'junk fees' are completely eliminated.

# HOME WITHOUT SOLAR

**On the bill the total cost of electricity was \$87.33**

**However the total bill was \$198.19**

**\$110.86 was charged for 16 surcharges, fees, and taxes - 66% of the bill !**

**Very typically from 40-65% of your bill are 'junk' charges.**

**Total it up for a year on your bills (average of 40%) and you are overcharged:**

**\$75/month bill = \$250-\$400 extra charges**

**\$125/month bill = \$500-\$600 extra charges**

**\$175/month bill = \$800-\$900 extra charges**

**\$250/month bill = \$1000+ extra charges**

**With Solar we offset these expensive 'junk' charges completely.**

Your electricity bill  
June 23, 2023

C Johnson

Your account number  
765514869

Service plan: Fixed Energy Charge Plan - Tier 1

Meter number: R30546  
Meter reading cycle: 16

## Charges for electricity services

### Cost of electricity you used

|                                               |                |
|-----------------------------------------------|----------------|
| *Customer account charge                      | \$2.14         |
| *Delivery service charge                      | \$37.83        |
| *Environmental benefits surcharge             | \$5.03         |
| *Federal environmental improvement surcharge  | \$0.17         |
| *System benefits charge                       | \$3.99         |
| *Power supply adjustment*                     | \$24.15        |
| *Metering*                                    | \$3.19         |
| *Meter reading*                               | \$2.11         |
| *Billing*                                     | \$2.36         |
| <b>Generation of electricity*</b>             | <b>\$87.33</b> |
| *Federal transmission and ancillary services* | \$13.89        |
| *Federal transmission cost adjustment*        | \$0.47         |
| *LFCR adjustor                                | \$3.33         |
| Cost of electricity you used                  | \$185.99       |

### Taxes and fees

|                                         |          |
|-----------------------------------------|----------|
| *Regulatory assessment                  | \$0.45   |
| *State sales tax                        | \$10.44  |
| *County sales tax                       | \$1.31   |
| *City sales tax                         | \$0.00   |
| Franchise fee                           | \$0.00   |
| Cost of electricity with taxes and fees | \$198.19 |

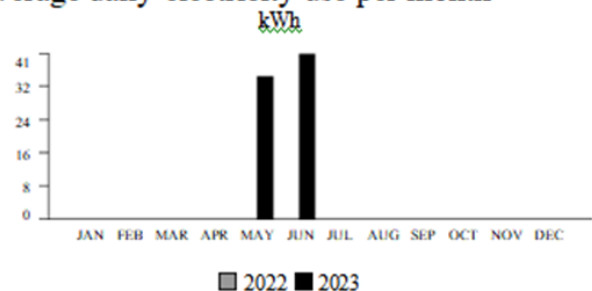
**Total charges for electricity services \$198.19**

**Tier 1, Your Current Monthly Average is 966 kWh**  
Your tier is for an average monthly energy usage of 600 kWh or less. By November, if your annual average is more than 600 kWh, you will be placed on a higher-priced tier in December.

## Amount of electricity you used

|                                           |             |
|-------------------------------------------|-------------|
| Meter reading on Jun 23                   | 43218       |
| Meter reading on May 23                   | 41952       |
| <b>Total electricity you used, in kWh</b> | <b>1266</b> |

### Average daily electricity use per month



### Comparing your monthly use

|                             | This month | Last month | This month last year |
|-----------------------------|------------|------------|----------------------|
| Billing days                | 31         | 32         | N/A                  |
| Average outdoor temperature | 85°        | 80°        | N/A                  |
| Your total use in kWh       | 1266       | 1128       | N/A                  |
| Your average daily cost     | \$6.39     | \$5.59     | N/A                  |

# HOME WITH SOLAR

**NOTE THE CUSTOMER BILL OF -\$69.75, APS OWED THEM \$\$!**

THEY PAID NOTHING FOR THE MONTH AS THE ENERGY CREDITS FROM THEIR SOLAR  
OUTPUT WERE APPLIED AND ELIMINATED THE 16 'JUNK' FEES BILLED.  
SOLAR POWER COMPLETELY OFFSET THESE FEES.

**WE SIZE YOUR SYSTEM LARGE ENOUGH TO DO THIS OFFSET RELIABLY EACH MONTH, EVERY YEAR.**

Your electricity bill  
April 23, 2024

Johnson

Service plan: Time-of-Use 4pm-7pm Weekdays with Demand Charge,RCP

Your account number  
765514869

Meter number: 1649289  
Meter reading cycle: 16

## Charges for electricity services

### Cost of electricity you purchased

|                                              |          |
|----------------------------------------------|----------|
| Customer account charge                      | \$2.50   |
| Delivery service charge                      | \$6.63   |
| Demand charge on-peak - delivery             | \$13.93  |
| Environmental benefits surcharge             | \$3.74   |
| System benefits charge                       | \$1.94   |
| Power supply adjustment*                     | \$6.44   |
| Metering*                                    | \$6.88   |
| Meter reading*                               | \$2.50   |
| Billing*                                     | \$2.78   |
| Generation of electricity on-peak*           | \$2.53   |
| Generation of electricity off-peak*          | \$16.30  |
| Demand charge on-peak - generation*          | \$28.68  |
| Generation of electricity Super off-peak*    | \$0.01   |
| Federal transmission and ancillary services* | \$5.90   |
| Federal transmission cost adjustment*        | \$0.20   |
| Court resolution surcharge                   | \$0.80   |
| Grid Access Charge                           | \$3.66   |
| LFCR adjustor                                | \$1.30   |
| Cost of electricity you used                 | \$106.72 |

### Taxes and fees

|                                         |          |
|-----------------------------------------|----------|
| Regulatory assessment                   | \$0.26   |
| State sales tax                         | \$5.99   |
| County sales tax                        | \$0.75   |
| City sales tax                          | \$0.00   |
| Franchise fee                           | \$0.00   |
| Cost of electricity with taxes and fees | \$113.72 |

### Net electricity credit

|                                               |                 |
|-----------------------------------------------|-----------------|
| Solar Export Credit                           | -\$183.47       |
| <b>Total charges for electricity services</b> | <b>-\$69.75</b> |

## Amount of electricity you purchased

|                                             |             |
|---------------------------------------------|-------------|
| Meter reading on Apr 23                     | 5482        |
| <u>Meter reading on Mar 22</u>              | <u>4944</u> |
| Total electricity you used, in kWh          | 538         |
| On-peak meter reading on Apr 23             | 616         |
| On-peak meter reading on Mar 22 -           | 581         |
| On-peak electricity you used, in kWh        | 35          |
| (4pm - 7pm Monday - Friday)                 |             |
| Off-peak electricity you used, in kWh       | 503         |
| (All other hours and certain holidays)      |             |
| On-peak demand meter reading                | 3.10        |
| Your billed on-peak demand in kW            | 3.1         |
| Super off-peak meter reading on Apr 23      | 253         |
| Super off-peak meter reading on Mar 22      | 252         |
| Super off-peak electricity you used, in kWh | 1           |

## Amount of electricity you sold

|                                        |             |
|----------------------------------------|-------------|
| Meter reading on Apr 23                | 5316        |
| <u>Meter reading on Mar 22</u>         | <u>2908</u> |
| Total electricity you sold, in kWh     | 2408        |
| On-peak meter reading on Apr 23        | 175         |
| <u>On-peak meter reading on Mar 22</u> | <u>47</u>   |
| On-peak electricity you sold, in kWh   | 128         |
| Off-peak electricity you sold, in kWh  | 2280.00     |

## Comparing your monthly use

|                             | This month | Last month | This month<br>last year |
|-----------------------------|------------|------------|-------------------------|
| Billing days                | 32         | 28         | N/A                     |
| Average outdoor temperature | 69°        | 63°        | N/A                     |
| Your total use in kWh       | 538        | 607        | N/A                     |
| Your average daily cost     | (\$2.18)   | \$1.39     | N/A                     |

# WE INSTALL SOLAR PANELS ON ALL MAJOR ROOF TYPES

## FULL 5-25-YEAR WARRANTY

If you're considering installing a [residential solar system](#), you might be wondering if your roof type is appropriate for a solar installation. The good news is that solar panels can be installed on just about any roof type, but the installation process and mounting hardware might vary from material to material. We explore the most popular types of roofs solar panels and how each has a unique installation process.

You might also be concerned about if the installation will increase your homeowners insurance.

**For systems that are leased the answer is 'no increase' to your policy cost**, as a third party is using your roofspace and provides a special coverage for their system and the roof under it.

When your system is installed most homeowners policies cover you, or have inexpensive add-on coverage for solar. Just ask your agent.

**No one roof type is best for solar panels there are mounting solutions for every roof.**

**Tile roof installations, featuring no damage to the tiles at all.**



Before any work we perform a certified roof inspection to verify roof integrity. The inspection determines the condition of the underlay and roof material and certify it is safe to install on. Then we issue a 5-25-year policy on your system and the roof beneath. Peace of mind.

**Note: Solar panels increase the life of the roof under them as the roof is now shielded from sun.**

### **Solar can be installed on nearly any roof**

The most commonly used roof materials our solar installers encounter:

- Asphalt shingles
- Foam (flat roofs)
- Slate tiles
- Concrete
- Rubber
- Clay (not recommended as they break easily)
- Wood (cedar shingles require special techniques)
- Metal

While solar panels can be safely and effectively installed on all of the above roof materials, the exact installation processes differ. As such, there is no “best” roof for solar – panels can go on just about any roof material. Below, we’ll look at several of the various roof materials and how installers secure solar panels to each.

### **Installing solar panels on tile, foam, concrete, metal and shingle roofs**

Many properties have these roof types, which may seem like a barrier to installing solar. However, solar racking companies and installers have crafted many smart and safe ways to make putting solar panels on these roofs over the past three decades.

### **Mounting and how they are fully sealed for peace of mind.**

Professional Installers drill studs into your roof and attach [panel mounts](#) at those locations. The space around the brackets is both sealed and surrounded with a **flashing** – a metal plate used to stop any water infiltration – to finish the job. Sealant is warranted for Arizona climates 25+ years.

**For flat roofs we can do a ballast mount with no penetrations (see illustration below).**

**We do ground mount installation for those who wish to protect their roofs and those with space on their property; offer the advantages of easy access and maintenance plus virtually unlimited power.**



Ground Mount Solar Array





## Concrete Tile roofs

Regular concrete tiles pose no problems and are very common on peaked roofs here in Arizona as our expert licensed and bonded installers take extra care in the process doing many of these monthly.

Unlike traditional roofing material, tiles are usually removed and replaced during a solar installation. This is for two reasons: first, tiles are relatively fragile and may break when installers walk on your roof. Second, in order to properly secure your solar panels, your installer needs to bolt the feet of your solar racking equipment directly to your roof. With tile roofs, this area can only be accessed properly by lifting tiles up.

As such, to properly anchor your solar panel racking, solar installers will typically remove tiles at the areas where they need to attach racking feet to your roof. Metal hooks and flashing are drilled into the roof, and your tiles are slid back into place above the mounting feet. Depending on the shape and dimensions of the tiles on your specific roof, installer has uniquely shaped hooks and flashing so they fasten properly under the tiles. Companies like SnapNrack™ make specialized mounting inserts for all types of tiles.



**Excellent Link to view installation technique for concrete tile:**

<https://video.search.yahoo.com/search/video?fr=mcafee&ei=UTF-8&p=installing+solar+on+clay+tile+roofs&type=E210US91088G0#id=5&vid=f11461f1345a3bd6c5297f4f1012653d&action=view>

# ROOF WARRANTY 101:

## WILL INSTALLING SOLAR PANELS VOID POLICY?

Solar panels are installed without voiding your roof warranty.

Read on to find out!



Solar panels are a big investment for most homeowners, especially for those needing a new roof to support them. Since solar panels will last 25+ years, the last thing you'll want to deal with is roofing problems after installation like damage, leaks or cracks.

Concerns about potential roof damage and a lack of roof warranty coverage have left many homeowners unsure about making the switch. In this article, we debunk the myth surrounding solar panels and roof warranties, shedding light on the facts and providing clarity for those considering a solar installation.

### Understanding the Solar Panel Installation Process

Solar panels are attached to mounting brackets that are secured by large bolts drilled into the roof rafters. While this sounds scary, systems are engineered to protect the roof's integrity and prevent damage that could arise from their installation or operation. When installed correctly, solar panels can prolong your roof's life by protecting it from the elements! For flat roofs a special racking system can be used requiring no roof penetration.

Damage from an improper installation is not covered under a roof's warranty, but is under the workmanship warranty from your contractor. We provide a worry free, 5-25-year \$500,000 warranty on the installation.

### Key Takeaways About Solar Panels & Your Roof Warranty

The fear that installing solar panels will void your roof warranty is a common misconception. Solar panels can be safely installed without compromising the integrity of your roof as long as proper guidelines are followed. The best way to prevent roof damage is by hiring a licensed solar contractor such as Our World Energy™, who is our solar installation company, that strictly follow guidelines from the solar panel manufacturer, the roofing manufacturer and city & county building and fire codes. This way, you enjoy the benefits of renewable energy while maintaining warranty coverage for your roof. So, go ahead and embrace the power of solar while keeping your home protected. To address the concerns many roofing manufacturers have released official statements regarding solar panel installations.

**While statements may vary between manufacturers, the overall consensus is that installing solar panels does not void the warranty on the roof itself.**

Roof warranties (you have) generally only safeguard against manufacturing defects or material failures in the roofing system itself. However, if your solar contractor has a workmanship warranty, any damage to your roof or home would be covered under that.

We feature a 5-25-year \$500,000 warranty on your roof where it is installed with no deductibles. We maintain all roofing and electrical licenses in Arizona that meet or exceed all state standards for safe and certified installation.



### What Roofing Manufacturers Suggest

To address the concerns of homeowners, many roofing manufacturers have released official statements regarding solar panel installations. **While these statements may vary between manufacturers, the overall consensus is that installing solar panels does not void the warranty on the roof itself as long as specific guidelines are followed.**

Some manufacturers may require that the installation be carried out by certified solar professionals to maintain warranty coverage, ensuring that the panels are installed correctly and without compromising the roof's integrity.

### Choosing A Licensed Solar Contractor

Preventing roof damage from solar panels starts with choosing a licensed solar contractor.

This will help ensure that the installation is carried out correctly, following industry best practices and any guidelines set forth by the manufacturer to keep your roof warranty intact.

Choosing a solar contractor with roofing experience safeguards your home from roof leaks and damage during installation. It's like having two experts work on your home without having to pay more!

### Key Takeaways About Solar Panels & Your Roof Warranty

The fear that installing solar panels will void your roof warranty is a common misconception. Solar panels can be safely installed without compromising the integrity of your roof as long as proper guidelines are followed.

The best way to prevent roof damage is by hiring a licensed solar contractor that will follow guidelines from both the solar panel manufacturer and the roofing manufacturer. This way, you can enjoy the benefits of renewable energy while maintaining warranty coverage for your roof.

So, go ahead and embrace the power of solar while keeping your home protected.

## BENEFITS OF OUR PROGRAMS

### EVERYDAY, LUXURY HOMES & EQUESTRIAN PROPERTIES

Your power source now is the sun which is forever free  
and abundant in Arizona year-round.

You reduce or completely eliminate buying  
high-cost utility electricity.

Freedom. You keep your APS or SRP utility account  
but switch to power from your own solar system. **Your appliances don't know  
the difference in solar electricity from utility electricity as they are identical**

You become an energy producer.

Solar gives you both short & long-term financial savings,  
equity value & protects the environment.

## WARRANTY



25  
YEARS



**25-YEAR PERFORMANCE.** The panels we use hold the records for the highest efficiency solar panels, with output production at 90% of original production in year 25, compared to 70% for conventional panels. Our 24/7 monitoring ensures that in the unlikely event a panel under-performs, we diagnose, then service the panel quickly for free.

**25-YEAR PRODUCT.** The panels are designed in America and built to last and feature an unbeatable 25-Year Lifetime Warranty covering 100% of repair or replacement costs including labor, no questions asked. A 25-year maintenance included no deductibles. Batteries are warranted 10-25 years.

**25-YEAR WORKMANSHIP.** We guarantee the quality of our workmanship because we use certified installation crews and licensed electricians, along with a full-time service department here in Arizona, enabling us to offer the most complete warranty in the industry.

**ROOF.** Bumper-to-bumper warranty 5-25 years – peace of mind.

## Does Installing Solar Panels Put a Lien on Your Property Title?

By Positive Energy Solar

So you're interested in switching to solar energy, but you aren't sure whether you should own or lease a solar energy system and whether it will place a lien on your home. In this blog, we'll look at the differences between owning and leasing your solar panels.

**Solar Financing & UCC-1.** When financing a solar energy system for your home, some lenders require a Uniform Commercial Code financing statement ([UCC-1](#)) to be filed also.

**It is important to note that not all lenders or banks will file a UCC-1.** For example, at Our World Energy does not file a UCC-1 when providing solar loans to customers.



A UCC-1 statement is a legal notice that some creditors file to publicly declare their right to seize assets from anyone who defaults on a lease granted to them for their solar project. In other words, it allows the lender the right to repossess the solar panels in case of a default. **This is not a lien on your home.** A buyers' mortgage lender who is unfamiliar with solar financing may mistake a UCC-1 filing to be a lien on your home when performing a title search - but it isn't. Mortgage lenders place liens on houses, auto lenders place liens on vehicles, solar lenders and banks that file UCC-1 statements on solar projects do not place liens on anything but the solar panels.

A UCC-1 is a filing by the solar lender or bank that indicates their legal right to repossess all solar equipment in the event that you fail to keep up with your payments on the solar lease and in some cases solar loans. This ensures that the asset of the lender, your solar panels at the time, remains protected until paid for in full. They do not legally claim or hold any ownership over any other part of your home. The UCC-1 filing appears on your property title to give notice to anyone running a title search that the solar panels are on your property.

**If you decide to purchase your solar panels outright, you do not need to concern yourself with the UCC-1 statement. This is because you own the system. UCC-1 statements are filed only when you lease or take out a loan on your solar system with certain banks.**

**Solar Leases.** When signing a [solar lease](#), you are basically renting the solar panel system. With a lease a UCC-1 financing statement will be filed with the agreement and a lien will be placed against the panels. Solar leases do not allow you the tax credits and financial incentives that come with owning a solar system. The solar lender is entitled to all of the tax breaks and financial incentives available to one who owns solar panels. With a lease, you pay a fixed monthly "rent" in return for use of the system. Your property value does not increase under a solar lease because you do not own the solar.

It does in many cases become a selling feature to a prospective buyer who will benefit from much lower fixed cost energy for years.

# ANGI REVIEWS



## 5.0 Verified Reviews

Brenda B.

James was amazing! Came out immediately and got me connected EXCELLENT!!  
Professional Courtesy Well-groomed and Knowledgeable!!

Don C.

We are super happy with the service and the solar panels. I am referring friends and family.

### **Service Provider Response**

Thank you for your business!!! Let us know if we can help you in any way!!

Katrina B.

The salesman and the crew were amazing such a great experience would highly recommend this company

Jonny S.

Staff and service was top notch. Everything went as it should from the beginning to the end of the project.  
They are friendly, professional, and honest all the way through. I definitely recommend these guys if you are looking to go solar.



## A PERSONAL NOTE

**Carl Johnson Owner, Specialist and Expert**

For years, I have been demonstrating and teaching homeowners about solar energy, and I have developed a unique program named Sensible Solar Az™.

It is trademarked in Arizona created to demystify solar energy and highlight its many advantages for you: inexpensive reliable energy produced on your own roof creating a shield from yearly utility rate increases. I recently created Sun City Solar Az to service the residents of Sun City.

Solar energy is always less expensive than utility energy with added benefit that the utility is required by law to buyback and pay you for each kWh of electricity you don't use! In the fall, winter, spring your roof actually becomes an income producer; if you are a snowbird your roof generates income in the summer!

I'm a senior citizen who has lived in the valley for 22+ years with extensive experience in the residential solar industry. I have technical knowledge of every aspect of solar, but most importantly, have firsthand experience because my wife and I have a solar system on our home.

I can confidently guide you through the entire process of obtaining and owning solar.

Many homeowners have had "door knockers" pitch solar. They 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; while some are local companies an increasing number are from out-of-state companies located in California and Nevada. These "door knockers" are promised large commissions for "selling" you solar systems, with most having little to no knowledge of the technology and in most cases never owning solar.

I cut out the middleman and work directly with our installation partner saving you money and vastly simplifying the process of getting solar; that maintains, warrants, and monitors your system.

My company never uses "scripted" sales pitches when we talk with you; instead we 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 the process is listening to your concerns, particularly "why solar for me?"

Being truthful and open with our clients is something we value most.

Our goal is to educate and schedule a personal meeting.

We encourage you to checkout our website as provides you with a wealth of current information with our current brochures and many useful downloads.

A QR code is at the bottom of the page and links on the website to request an appointment for a free quote.



Between us and our installation partner, we have a decade of solar experience.

Our Arizona top-rated installer is privately owned and so we ensure that every installation complies with all applicable state, county, city codes & regulations; decades of clean reliable power production.

Use 'Discovery Meeting' links on the site (2 minutes to fill out) to start your solar journey with a solar expert, if you haven't already made an appointment, we encourage you to do so.

I have phone, text and email options for contacting us.

We encourage you to begin the complimentary, no-obligation process.

See for yourself the savings with our detailed energy analysis.

My engineering team simply uses the past 12 months of your energy usage from your utility; this data is used to create a custom system based upon a sophisticated 12 point analysis including sun exposure to your roof and current and future projected kWh usage.

I schedule a sit-down Discovery Meeting to present a personalized Solar Savings Report and quote.

In this Discovery meeting we show you this tailored program on a laptop, complete with rooftop satellite imagery showing panel location on your home.

My goal as a company is to educate and provide you with the knowledge you need to determine if solar is a "good fit" for you and how to obtain it for cash, financing, or the Amazing \$0 program.

**Blessings – Carl Johnson**

## 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 20-40% more each month for 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 maintaining power output for 25+ years. **With solar you are in total control of your energy cost**. Traditional utility energy is more and more expensive. Arizona utility boards keep approving dramatic multi-year price increases currently being implemented. **APS and SRP rates have increased 10-20% in the last 2 years.**

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

**Fact:** Solar energy in 2025 is much less expensive than utility energy. Panels have come down in price 72% in the past 10 years. **Solar can be generated by you for average of 10-12 cents per kilowatt, whereas the utility companies sell energy to you for 16-20 cents per kWh!** Solar unequivocally, "always saves you money" - our analysis is free to find out your exact cost for energy.

### #3. I'm going to wait until the technology improves. I don't like China.

**Fact:** We are on the 5<sup>th</sup> generation panel/inverter technology with panels now at 90% power output at 25 years guaranteed with life of 30+ years. Like big screen TVs, they are lighter, stronger, more reliable with 25-year warranties on Panels, Inverters & racking, Batteries 10-15 years. Tesla™, Q-Cell™, Enphase™ & Solar Edge™ are all 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 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 gives.** We have clients when we pointed 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 save \$\$ during these years while making your decision when to place on the market - a smart move.**

### #7. Free Government solar. Stay away - scams to capture & sell your personal data.

### #8. I am concerned about roof damage or voiding a roof warranty I have.

**Fact:** We only use certified installers that are the best in Arizona. Your roof is inspected and state certified prior to install, you receive a no-deductible \$500,000 **no-leak roof warranty**.

Note: Solar installations **do not void** any existing roof warranty you have.

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

No reason not to explore solar. Insights:

**#1.** Many didn't get enough solar initially or 5 years ago APS limited solar, this ended 3 years ago.

**#2.** Quite a few companies were inexperienced and sold systems way too small. We create systems using Aurora™ rated independently at 98.5% accurate; phenomenal savings with our integrated battery technology.

**#3.** Unfortunately many have aging systems of Chinese manufacture known for low power output made with inferior materials. We use USA made top-rated same used in extreme weather climates of middle-east.

# REAL ESTATE AGENTS & THE RESALE OF YOUR HOME



We've discovered that while some real estate brokers are negative about solar-powered homes, a growing number are up-to-date on solar technology and will be happy to list your house and effectively market it.

Good news is that Solar Homes are now in a special category on the MLS as energy green homes and now are selling on average 10-20% faster than comparable homes without solar.

Solar-powered homes are a wise investment for energy savings, according to facts and studies, and when they are put on the market, they increase the resale value by an average of 4.1% according to U of Berkeley study.

According to nationwide studies, solar-powered homes not only sell in fewer days than non-solar homes but also for more. Solar homes are in high demand in Arizona, particularly given the built-in savings they provide to potential buyers who must contend with rising energy bills annually.

## Is it Harder to Sell a House With Solar? Answer May Surprise You

Scott Laskey, Jan. 25, 2021

If you've installed or are considering installing a solar system on your home, you may be wondering what you can expect when it comes time to sell that house. Fortunately, selling a home with solar panels isn't as difficult as many people think – you just have to understand the ins and outs of what buyers want and be aware of the potential challenges.

In most cases, having solar increases your home's value and

makes it more attractive to buyers. Nationwide equity studies show 4.1% increase.

## Are Solar Panels a Selling Point?

Solar panels are a selling point for the majority of home buyers. In addition to being low-maintenance, solar panel systems raise the value of a home, reduce or eliminate utility bills, and enable homeowners to take advantage of tax credits and rebates that can save them money.

Solar-powered homes sell quicker and for more money than those without them, according to the National Renewable Energy Laboratory.

# SOLAR POWER IS A WIN-WIN SITUATION FOR ALL CONSUMERS.



At the door, on our website and during our in-home discovery meeting **some are concerned** about entering into a multi-year solar agreement instead of paying cash.

Understanding here is important.

**You must reorient your perspective to these facts:**

**You are already in an endless contract with the utility** to deliver you electricity.  
You were never given a choice when you moved in.

Don't like your utility? Stop paying, and they disconnect!

A monopoly can raise your rates yearly, change peak rates and surcharges.  
You have no say or control over their actions **'they bill you pay'**. Not a good place to be.

**When you switch to solar power you immediately get off their system.**  
Our programs always provide you with plenty of power to never pay an electric utility bill again.

You are now protected for 25+ years. Panels & equipment life is 25-30+ years.

**Utility control is ended. You now produce your own clean energy from your own roof.**

**Switching power to your own reduces dramatically the 16 fees off the left side of your bill that amount to \$25-\$100+ per month.** These are the not-so-hidden fees that most don't notice.

Currently renting your electricity from the utility is virtually the same as being on a variable rate mortgage which can change unpredictably with the economy.

**Our solar fixed-rate agreements protect you with a predictable payment structure.**

Further, you have the option of purchasing the system at a discount a any point with no pre-payment penalties plus also qualify for the 30% Federal tax credit.

Transfer to a new owner or family member is simple, Arizona law grandfathers them in automatically.

**The terms we offer are designed to keep payment low, manageable within your budget parameters.**

A full 10-25 year system warranty completely protects your investment.

# CONTACT US FOR OUR FREE / NO OBLIGATION HOME ENERGY DISCOVERY MEETING



## We prepare and present your personalized Solar Savings Report (SSR)

**Vital information to help decide if Solar is a good fit for you.**

Our Solar Consultant/Engineer creates your SSR with a custom program based on usage, square footage, and analysis of current rate program with your utility, roof space and orientation.

We then meet and show a custom system built just for you.

At this “discovery meeting” we show by charts and graphs amazing savings solar gives.

We go over thoroughly the \$0-down, cash and financing options

Many find it is enjoyable and relaxed with opportunity for much back-and-forth.  
Ample time for questions / answers, to help in your decision making.

**YES, I WOULD LIKE TO HAVE A**

**FREE NO-OBLIGATION SOLAR ANALYSIS**



**WE ARE CONFIDENT THAT WE WILL PUT  
A SMILE ON YOUR FACE**



**It is my personal goal as a Solar Specialist is to be honest.**

Monthly and in the long run, solar is a sensible hedge against the ever-increasing electric rates you have no control over.

**Solar is a great product – your roof becomes an “asset”.**

**I will not lie or mislead you to get the “sale”. That is my moral code.**

I have no daily quota to meet as some “door knockers” do.

**I am not a ‘salesman’ I am an energy specialist and expert with considerable training.**

We schedule an informational meeting to present a free Solar Savings report based on your energy usage and lifestyle.

Here you can safely ask anything, we encourage the hard questions.

**We show your personalized energy analysis & proposal that detail the  
\$\$ savings that many are amazed at. Numbers don’t lie.**

Afterwards, I am confident that you will be equipped to make an intelligent decision.  
No “pressure” at this meeting.

Solar owners tell us unequivocally, “We love our solar” and “Solar is saving us money”.

**One solar owner jokingly told me “You’re crazy if you don’t have solar in Arizona”.**

WHY WAIT ?



0\$ Program

IMMEDIATE SAVINGS



NO INVESTMENT



NO RISK



FIXED LOW-COST ENERGY



Below are typical reactions when we recommend  
our free no-obligation Solar Analysis Discovery meeting.

I'm don't have time, I'm really busy right now, I have too many things going on, I'm able to pay my bill,  
I'm going to wait till later in the year, Maybe next year, I need to do more research, I'm not in a hurry.

Our analysis and Discovery meeting are informal. All it normally takes is one hour in the comfort of your home for us to show the amazing benefits of solar energy vs. traditional expensive utility energy. We educate and answer any question you might have. We have a well-received 'no pressure' approach.

It always makes sense to conclusively find out if solar is a good 'fit' for you,  
and in less time than most television movies take to watch!

Fact. Most people have been programmed their whole lives to pay the electric bill and have never been presented a risk-free way to escape from the traditional expensive increasing cost of electricity. You have to 'buy' electricity every month, why not be smart and pay less?

Hundreds of studies all over the United States have conclusively shown solar provides clean reliable power for much less than the utility companies.

People who had solar installed 20-25+ years ago are still receiving the benefits.

Hundreds of thousands of Arizonians switched to solar with the growth accelerating each month.

We have 1000+ seniors in Sun City and many thousands throughout the valley on the Amazing \$0 program which effectively shields you from endless price hikes. Remember they are a monopoly, 'They bill, you pay'. We demonstrate to you just how easy the transition is.

No investment required. \$0 Program requires no outgo of money for the system ever, so there is no stress associated with signing up and starting saving \$\$ the day the system is operating.

We provide the collection system (panels, inverters and all associated hardware) at no cost to you ever. We act as general contractor obtaining all permits from the county, city and homeowner associations. Panels, inverters and hardware are now manufactured and built in the USA with 25 year warranties.

We do everything so you can relax, producing solar power and saving money in 1-2 months.

Doing nothing or delaying switching to solar is not a good idea as rates are increasing.

Delay till 2026, another rate increase is proposed of 11.2%, so in last 3+ years a 20% increase!

Fact: The energy from the sun is forever free - it never goes up in price!

Why wait to meet with us, when each month you are paying excessively for your utility energy? Solar the day it is turned on immediately saves you 25%-40% off your electricity costs each and every month. Your new solar rate locked in for 25 years whereas APS goes up and up.

Most importantly your system will never cost, you only pay for inexpensive energy it produces.

## NEXT STEPS



**You've perused our printed materials and website and would now like us to perform a free, no-obligation solar assessment on your house.**

### **Here are the steps:**

1. Contact us by phone or text or use our convenient 'Get a FREE Quote' form on our website to schedule, and we coordinate a convenient day and time.
2. If you know how to do it, go to your utility website and download the last 12 months of usage. Upload them to us. Otherwise, we can schedule a phone call with you and a utility representative and get 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 also graphically show usage charts that clearly show cost comparisons between solar and utility energy. We show the three 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 submit all paperwork and in two to three months, you become your own solar energy producer and start saving money!
6. We make the entire process easy and stress-free. We submit all the paperwork for permits to your municipality and APS. When all permits are approved, your custom system is installed after receiving final APS approval we power it on guaranteed it is safe to operate.

**SENSIBLE SOLAR AZ™**  
**SUN CITY SOLAR AZ™**

**CARL JOHNSON**  
Energy Specialist & Expert  
480-399-1462 cell & text

Founder and Owner  
info@sensible-solar-az.com

SENSIBLESOLARAZ.COM



SCAN QR CODE  
View our Solar Programs



Business ID: 1000036348

BBB Rating: A+



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.