

SENSIBLE SOLAR AZ™

SUN CITY SOLAR AZ™



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

ACHIEVE ENERGY INDEPENDENCE IN SUN CITY



Del Webb's Sun City is a unique place and its name highlights the fact that it is one of the best communities in America for solar.

With a population of 38,000+ in 32,000+ homes, we have powered 2000+ full-time and snowbird residents with reliable, clean, and inexpensive power from the sun.

We are experienced with all models within Del Webb and do it right.

We put a smile on your face and solar on your home.

We show you how you can now be in control, save money with low-cost solar, and at the same time benefit the environment for the future, for your children and grandchildren.

On our website and in our literature, you will read about exciting solar programs now available.

With inflation and energy rates going up yearly, solar is a sensible and smart move, freeing you from the monopoly of the utility company. 'They bill, and you pay'. Solar gets you off the rate-hike ladder to use energy the way you want and when you want.

Solar electricity is unequivocally less expensive by average of 25–40% and can be put on your roof with no out-of-pocket costs ever, thanks in part to the 2022 Inflation Reduction Act, which made billions available to offset the cost of solar for homes like yours.

Paying cash, we have excellent pricing. All systems come with a 5 Star* 25-year bumper-to-bumper warranty. Solar is definitely a sensible and smart investment.

We now are integrating the Tesla® Powerwall 3 battery systems to power your home day and night with the solar you produce from your own roof. No concerns with medical equipment during a power outage!

What is Sensible Solar Az™

A simple explanation is, a professionally done discovery analysis that gives you just the right amount of solar, guaranteeing you the best mix of energy vs. cost. We bring you **outstanding solar programs for both full-time residents and snowbirds**. If you are a snowbird you probably have never been educated on how solar provides short and long term savings; while away your roof solar becomes a passive income producer – APS pays you! **Benefits of solar stable low-cost energy fixed cost bill bypassing utility rate increases.**

I am too old and don't want to change anything

Whether 55, 60, 70, 80, 90 or our oldest customer is 103!



Why solar is so good – Change can be very good

Your age is simply not a barrier, as our programs are designed to put a system on your roof with no hassles or stress on you. No money is ever required to pay for the system, for it is subsidized by the U.S. government under the 2022 Inflation Reduction Act. A smart move saves you money and helps our environment.

Once simple paperwork is signed in the convenience of your home, we take care of everything the same way a general contractor does. We take care of all the details. Peace of mind.

We obtain all necessary permits from APS and the city and county. You do nothing and can relax. After permits are issued, we install the system in one day, causing no interruption to your daily routine.

Your new system is up in 30–60 days from the date of signing, saving you \$\$ every month, every year. Every new bill is on average 25% to 40% less (the exact amount we determine from your usage) than you are now paying each month. Payment is fixed and cannot go up, you have a predictable payment. Cool!

All solar equipment and your roof are warranted for 25 years with no deductibles. Peace of mind. Should service ever be needed, we do it quickly for nothing out of pocket. We use exclusively USA panels and equipment. Keeping money \$\$ in our country.

Important. You are on an endless contract with your electric utility. Most of us have been programmed our whole lives to automatically and mindlessly pay this bill every month. They bill, and you pay regardless of the cost. Your signing up for the equal pay program merely spreads out the high cost electric payments but doesn't reduce the cost. In addition, it doesn't stop yearly rate increases from affecting you and raising your bill ever higher.

We show you that solar is unequivocally a sensible alternative. Switching you escape high-cost utility electricity and are once and for all free of the utility rate-hike ladder. Reliable and clean energy.

Freedom. Enables you to use electricity at the time of day and in the way you want.

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 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 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.

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.

**SORT - OF
SOLAR ?**



**PRO -
SOLAR**



Which are you?

Our company's goal as Solar Specialists & Experts is to provide you with easily understandable facts as why hundreds of thousands of Arizonians have chosen solar.

Fact. Energy costs are rising yearly and not slowing down.

Fact. Solar installations are in virtually every state, hundreds of studies verifying the savings.

There is only "one viable way" to decrease the high cost of electricity and get off the rate hike ladder, and that is free-from-the-sun solar energy.

Solar produces savings averaging 25-40% less than what you're currently paying.

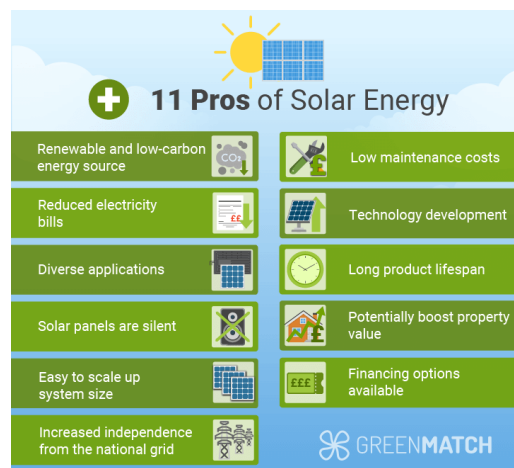
We call our program Sensible Solar Az™. Our company employs true energy specialists who are trained in all phases of the solar industry, we have partnership with the top rated installation companies , eliminating the middle man.

We are totally different than the many companies who drop off teams of 'door knockers' who at times are pushy, have no real commitment to solar, who focus primarily on selling high priced systems earning them large commissions.

Our program called Sensible Solar Az™, was created to reverse the widespread distrust and misinformation about the benefits of solar by being totally transparent with a free discovery meeting with our energy experts.

We prepare a free Solar Savings Report based on your usage, roof, lifestyle and show you the savings 'numbers'.

We show how to get a complete system installed at \$0 down & \$0 out of pocket ever.



SOLAR FIXED RATE AGREEMENT EXPLAINED



At the door and during our in-home discovery meeting **some are concerned** about entering into a multi-year solar agreement.

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. They are a monopoly.

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 escape their system.

Our programs always provide you with plenty of power to never pay an electric utility bill again.

You are now protected and shielded for 25+ years.

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

Currently renting 'buying' 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.

A super benefit is that switching power to your own reduces and eliminates many of the 16 fees off your bill that amount to \$25-\$100+ per month.

These are not-so-hidden fees that most don't notice. Averaging 45-65% of your bill costs!

Additionally, you can buy the system at a discount and without incurring any prepayment penalties.

Due to Arizona law's automatic grandfathering in, transferring to a new owner or family member is simple.

They get the same low-cost energy and all remaining maintenance and warranties.

Your payment, based on the output of your system, is kept reasonable and within the budgetary constraints you specify with the terms and duration of the agreement we offer.

A 10-25-year system and 5-25 year roof warranty completely protects your investment.

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



"I am only here part of the year, solar is not for me" "It doesn'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 money producer while you are away every month. The same energy that powers your home, APS by law 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 the 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 average 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 even moderate year-round bills benefit greatly because solar is much less expenses 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 approx. \$546, **savings in one year: \$294 and 5 years \$1470.**

\$95./month bill = \$1140/year paid to APS, solar cost approx. \$798, **savings in one year: \$342 and 5 years \$1710.**

\$115/month bill = \$1380/year paid to APS, solar cost approx. \$966, **savings in one year: \$414 and 5 years \$2070.**

A substantial savings by merely switching energy sources. Now multiply by 10 years!.

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.

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'.** Rate for many doubled since 2002, on track to double 8+ years. **Why continue to buy high cost electricity?**

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

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

OUR EQUIPMENT

DESIGNED TO OUTPERFORM

Q-Cell solar panels are designed and engineered specifically for the North American environment. We incorporate advanced robotics, automation and the latest innovations in solar technology into our manufacturing process to deliver efficient, reliable, high-quality panels with one of the lowest defect rates in the industry.

RELIABLE PERFORMANCE FOR DECADES

Our panels are designed and engineered for North America. Each of our locations feature fully automated production lines, have achieved ISO 9001:2015 certification, and are built with precision engineering under strict quality control standards.

Best Equipment for your home



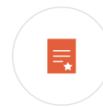
TOP PERFORMER



AMERICAN MADE



INNOVATIVE TECHNOLOGY



ENHANCED WARRANTY



BEST AESTHETICS



A PERSONAL NOTE

Carl Johnson Company Founder & Owner

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 created Sun City Solar Az to service the residents of Sun City.

The fact is 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.

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 case 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; who maintain, warrant and monitors your system.

My company never uses "scripted" sales pitches when we talk with you; instead we 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 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. 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, and city codes and regulations for decades of clean and 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 whether solar is a "good fit" for you and how to obtain it for cash, financing, or the Amazing \$0 program.

Blessings – Carl Johnson

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 20-30+ years ago are still receiving the benefits.

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

We have 2000+ seniors in Sun City 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. The \$0 Program requires no outgo of money for the system ever, so there
is no stress associated with signing up and starting saving money 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, batteries, hardware are manufactured and built in the USA with
5-25 year warranties.

We do everything so you can relax, be producing your solar power and saving \$\$ in 1-2 months.

Doing nothing or delaying switching to solar is not a good idea. Delay till 2026, a rate increase is
proposed of 11.2%, so in just the last 3+ years 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?
Whereas your own solar the day it is turned on immediately saves you 25%-40% off your electricity
costs each month. Your new solar rate locked in for 25 years whereas APS goes up and up.

Most importantly your system never costs, you only pay for the inexpensive energy it produces.

Solar is a win, win for all consumers; it is definitely the wave of the future in America.

Great future benefit is that your **program transfers with no fees to new title holder**. Whether a sale or transfer within a trust, they get all remaining warranties and the same low electric rate.



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 Free Quote form QR code or go to our website to access the form, fill it and we will coordinate a convenient day and time to meet.
2. If you know how to do it, go to your utility website and download the last 12 months of usage. Upload this usage and your monthly utility cost to us. Otherwise, we can schedule a phone 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 a 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 detail the three ways to obtain solar specifically tailored for you: the 0\$ 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 submit all the paperwork for permits to your municipality. Once the permits are approved, your custom system is installed after receiving final approval from your utility that it is safe to operate.

In just two to three months, you will become your own solar energy producer and start saving money!

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

SENSIBLE SOLAR AZ™
SUN CITY SOLAR AZ™

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



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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.