Chris's Door Pitch

Hey There. Not a sales call, just a notification for the home owner. There was a law passed, Sorry you're with _(Mountain View Electric?)_ Utility right. OK- There was a law passed recently in Colorado in regards net-metering. You probably saw something about it in your last month's electric bill? No? Well basically the long and short of it is that they allow company's like us to compete on electric rates with _(Black Hills?)_ utility. So, with no money out of your pocket we come and install solar panels on your roof with no money out of your pocket.

In turn, what's in it for you is:

1. We lower your utility bill over what you currently pay. In full transparency, not by a ton, but by a touch.
2. Is kind of like the difference between renting vs. owning your home. We've always had electric bills. They've always gone up whether its due to inflation or rate increases. The money over the years only goes down the drain too. Just like rent. With our solar program let's say hypothetically you have an average of a $100 electric bill. That $100 chips away at the value of the solar until you own it outright and never have to pay for power again. You get off the hamster wheel.
3. *However, the main reason this is exploding in Colorado is that the federal government chips in 30% of the value of the system right up front. (If the utility has an incentive I mention it here too)*

I can't sign you up for anything today though. If you're interested in at least getting a proposal, what we do is call the utility company and gather the KW's that your home used last year. My engineers take that data and determine how many panels it will take to cover 100% of your home's power needs. They will photo shop the panels on your roof and do a cost analysis of what you paid last year with (utility company) vs our solar panel program. It takes them a day or two to put it together and then I'll come back and run through it with you and your significant other. If you like it, great. If not, tell me "NO".

Call Utility and get usage and fill out information. Then set a return appointment for ASAP. (preferably 1-2 days)