

iMessage  
7/5/23, 10:45 AM

Hey Kyle. Steve here. Is it possible to add me to the Industrious account today? Derek said it should be a free add . There is an office 3 blocks from me in philly and would like to start going

Absolutely! I'll email them now

I'll let you know when you're in

Great thank you

8/1/23, 4:58 PM

Hey bud give me a call when you can. Want to invite you to Derek's this eve

8/2/23, 8:33 AM

Morning Steve! Right around the corner be there in 2 minutes

Zero rush.

9/6/23, 9:40 AM

Hey, I'm on with Jami right now can I call you back in 15?

Yes

9/14/23, 10:51 AM

Service issue

Brb

9/15/23, 10:27 AM

Texting jsut in case it's quicker. Main priority is in slack. Calling pipedrive and getting our crm environment turned on and remove the dummy environment on there

Gotcha, you want me to also add payment, and create a user account for myself too right?

Yes the two of us. Let's add Derek as well as the core through standup and this rush to connect ad platforms. Confirm we can start without project add on pretty positive we can it's all AI la carte. And maybe if they would entertain a quick onboarding demo as a favor so we can tell them our goals today before weekend

Edited

My email will summarize immediate goals and what intergrwtuond

Intergrations

9/15/23, 4:52 PM

I have one of my best friends that I live down here in Saint Pete. I'm looking forward to seeing you soon here and I'm going to ask him to call that south market phone number and run a few test myself.

feel free to throw calls or texts or whatever. Let's break it. Send me any user experience as it happens. Text me any time for feedback and if you're busy please tell me no issue but I just wanna get a handful of tests, pause, tweak, repeat. Didn't mean to just dump beta testing on you going into the weekend so just tell me what you can and can't do and I got it.

Tomorrow will be tough since I'll be fishing that tournament but who knows I might ask my teammates to call about Solar lol

Ok yea throw some curveballs their way. I'll jump in on testing and fixing as we go

I went ahead, and I just submitted a ticket with Aircall and Pipedrive since I'm still having issues downloading that integration into Pipedrive. We might have to remove the integration in Aircall and re-implement it but I'll let you know when they get back to me I'm going to avoid messing with it too much so we're not stepping on each other's feet.

Ok that's perfect actually gets confirmation sooner what it is

10/1/23, 4:41 PM

I have lots of crm updates and ready to roll tomorrow

Nice! I hyperlinked some looms I recorded to the doc I shared with you, enough to onboard but I need to make a few more

10/13/23, 3:48 PM

Richard Owens just called the main company line

He said he had your cell number and is going to call

Gotcha I just talked to him all handled

10/18/23, 2:37 PM

Attachment stored in iCloud:  
IMG\_9306.JPG (Image)

Attachment stored in iCloud:  
IMG\_9308.JPG (Image)

Attachment stored in iCloud:  
IMG\_9309.JPG (Image)

Attachment stored in iCloud:  
IMG\_9312.JPG (Image)

Attachment stored in iCloud:  
IMG\_9313.JPG (Image)

Attachment stored in iCloud:  
IMG\_9315.MOV (Video)

Attachment stored in iCloud:  
IMG\_9316.MOV (Video)

Attachment stored in iCloud:  
IMG\_9320.MOV (Video)

Attachment stored in iCloud:  
IMG\_9321.PNG (Image)

10/27/23, 2:56 PM

Hey bud I'm training Sarah on a role play Rick asked me to do this and it's a long call

All good let me know when you want to hop on or just give me a call

10/27/23, 4:03 PM

Ok just finished with Sarah. Waiting for Jared to join a 1:1 with me but I think he's ghosting me

11/2/23, 3:24 PM

Attachment stored in iCloud:  
72064589199\_\_2979D760-BE1A-4A19-BECB-0C2043817280.JPG (Image)

Test print look okay?

Just a normal print right? Color. Looks good to me

I think so, they look good

Printing

11/3/23, 2:16 PM

Leaving now

11/3/23, 5:14 PM

Changed the deal on-site just fyi. Dropped it to a 5.2kw system 13 panels after we could see the roof in the light and get more intel on consumption. It's a better fit and the right play for him

Pen altered contract

That sounds good, also much easier install too since it's all going into the battery! Great job Steve!

Liked "Changed the deal on-site just fyi. Dropped it to a..."

How can I get you everything? Drop it off on way out tonight or I'm coming down Tuesday in fort Myers office

Tuesday is good since rescission is over or you can scan the docs on the Adobe app and email them to me!

11/7/23, 2:13 PM

PlSe print tier 1 fpl interconnection

11/13/23, 7:37 AM

Is it possible for me to borrow the drone? I'm driving to the Fort Myers office right now for the 9 AM sales meeting. I'll explain what the plan would be using it.

I'm halfway to the office, I didn't bring it

All good I'll grab it next time

Sounds good, let me know in advance and I'll make sure it's ready for you

Did you have Austin's mailers for today? I'll get those to the folder If you did

I have them in the back of my jeep and I am coming to the office today. My ETA is 8:50 AM.

Also, we have a system turn on in Fort Myers that I'm gonna be reaching out to the customer today about. I don't know if it would be helpful for you to do it or if you want me to do it. It's about 20 minutes away from the office.

➔ Replying to you, 2023-11-13 07:40:30: « I have them in the back of my jeep and I am coming to the office today. My ETA is 8:50 AM. »

Perfect!

I have a Noon meeting in Englewood so I won't have much time this morning

I would love to do the next one and also see an installation

11/15/23, 8:13 AM

Hey do we have any update from Rick on the Wilfried Hanke engineering and pictures I provided. Wilfried called me twice late yesterday and i want to provide expectations today

Rick hasn't updated me on that deal, yesterday we were going over muni. Registrations.

I just shot him a text though and I'll let you know

Have you guys synced on it at all since your previous visit?

I reminded him Monday that everything was there with pictures and he was on site as well to fix this guys garage . I got everything I possibly could on site and organized it google drive

11/15/23, 9:21 AM

Okay, I think Rick is on an install today so I'll try to get an update when I can.

11/20/23, 6:42 AM

Hey good morning Steve! Sorry for the late response, but yes we have a sales meeting this morning. It's gonna be held at Derek's since Rick is gonna head right over to the neighbors after to complete the install.

11/20/23, 8:04 AM

Ok great . I did get that update from Rick last night we were coordinating today's plans. I booked a meeting here and wanted his thoughts. I'll find another install to learn from another time. Rick offered to do the Wilfried Hanke mental inspection today. After the install. I have that booked for 2-3pm arrival window so it's all set up. I have to avoid full days driving as much as possible so we made it work

I need to get the verification video shot and talk about that with you today

We can do it another time

But everything is stalled on that front until we do, I got the other stuff submitted and done

Gotcha I do have a refund check written up for Wilfried that Derek will sign this morning so if it is a deal we have to cancel you'll have that. If you're not coming to Derek's I'll give it to Rick before he heads that way

And I'll make it a point to be at the office tomorrow so I'll take care of that video then, I know it's been on hold for some time

We do have a Bradenton install Wednesday so maybe sync with Rick and see if it would be good for you to come out and see it. Much easier drive for you lol

Nice what time Wednesday

12/1/23, 3:29 PM

Hey bud

I have to be off from now through weekend and I have a call / voicemail from Victor Adames

Would you be okay taking it for returning the call before the day closes? Just want to get back to him and it's permit related so I would be turning to you anyway

Yeah, what was he asking about in regards to permit?

He called from a weird number and the voicemail cuts out. He said referred to the county but it didn't make sense

And then gave a complete diff number to call back being :  
631 560 3630

I have to check back at 5 I apologize for dropping it on you I'm in Uber now

Sounded urgent that's why I ask

Delivered

That is the number we have on pipedrive, I'll call him now

All taken care of, he was looking at the permit online and thought we might have an issued permit soon since they have an est. time of 12/10. He's gonna be out of town Monday-Friday but I told him most likely it may be a little longer and ensured it's still moving forward with no hold ups, and we prefer homeowners are there the day of install