

Text message
7/19/23, 6:08 PM

Steve here. Here's my cell

8/30/23, 11:50 AM

Attachment stored in iCloud:
20230830_100538.jpg (Image)

On a roof. How can I help?

I'd like to address the shortcomings of my pitch and present how I plan to respond. In addition, to get your advice. That was a terrible representation of how to sell solar and how I plan to be the best version of what you're teaching.

When you have a moment I'd like to talk it through

8/30/23, 1:15 PM

We can discuss later. I'd rather you first go back and redo the assignment.

1. The Qualifying questions and facts about the house were no where in your presentation
2. You need to go to the Sales Training site and utilize the appropriate training materials, you used none of them
3. You need to present Products, that is what people are buying, you had none in yours
4. Don't stray and make up your own presentation facts and materials. Spend some time learning from the existing tools and redo the assignment.

Thank you. It's do or die. Im fully aware of that. I am taking this very seriously. It will not happen again.

8/30/23, 6:32 PM

Look forward to seeing the revised presentation. Let me know when you would like to schedule by starting over with the confirmation email. If you need to do the qualification call again to get the notes about my house and my energy consumption, let me know

8/31/23, 7:26 AM

Rick,
I would like to start over beginning with the confirmation email to be sent today, followed by the qualifying call tomorrow - working around your availability.

Assuming that works, I will engage in each step of the role play starting now.

I am just getting to a homeowners house and will be with electricians til 10, then going back to another install to check roof Mounts for inspection. I could take a call around 11 or after 3:30

Ok. Confirmation email will be this morning.

In confirmation email, I will propose today at 430pm to qualify.

Thank you

Wait, sorry. I forgot, I have a site survey for a new customer at 5p and am doing a critical loads meeting with them so will be there a while. 3:30 would be better. Sorry

That works. Proceeding with 330

8/31/23, 4:20 PM

Rick, Steve here. Solar First. Pleasure speaking with you.

Providing you with my contact info.

Cell:
215-530-0545

Email:
Steve@solarfirst.us

Tuesday, Wednesday, and Thursday at 9am is wide open next week. I will text early Tuesday morning to coordinate.

Enjoy the weekend.

9/5/23, 7:43 AM

Rick - I will be two neighborhoods away from you this Thursday morning. I designed a few solar systems you'd appreciate. Gives us a starting point. If we can't make early morning this Thursday work, what day/time would you prefer?

Thursday is fine

9/5/23, 10:33 AM

Great. What time is best for you? I can be there early morning before you head out for the day

9/7/23, 8:24 AM

Rick, I'm about 30-35 minutes away. Confirming 9am still works for you. Looking forward to it.

Sounds good! See you then

9/7/23, 11:44 AM

Made my flight. Wanted to say thank you for the time, role play, and guidance today. So, thank you! Focused on getting the fam down to St Pete and what's ahead. Have a good end of week / weekend and talk soon

Great! Good to hear!!!! You're gonna be awesome at this man! Get the family moved and settled, that's FIRST above Solar... Then Solar First



Thank you.

9/12/23, 3:02 PM

Rick, I am organizing the marketing plan for phase 1 and would like to present it at the end of this week to you, Derek and Nevan

Would you please let me know what is the best one hour window of availability and I will set it up

9/17/23, 12:39 PM

Hi Rick, seeking your insights

I'm running some AI analysis across the 20 most recent reviews of our 5 biggest competitors.

The outcome allow us to see key themes which I cross reference with google ads keyword trends. It's a smarter way to keyword bid, target pains, etc.. Can share more later. Very insightful.

I'm running this analysis on both national and local competitors. Here is this short list. Can you please verify or offer tweaks:

National:

- Sunrun
- Tesla
- Generac
- Semper Solaris

Local:

- Suncoast Power Solutions
- Advance Solar & Energy
- Florida Solar, LLC
- Green House Solar & Air

Local list is based on volume of reviews

Any company I'm missing?

9/18/23, 8:48 AM

Rick, can I grab you for 15 min later afternoon? I want to get your eyes on some landing page copy that is correlated to the keyword bidding in google ads

Sure

And for this weeks plan, Derek and I agreed I am completing all tech stack and lead gen setup before my move to Florida this upcoming Sunday .

Then i can more heavily sales focused when in person stating Monday, sept 25th in person for next weeks sales meeting

Sorry typos

9/18/23, 10:55 AM

For keywords discussion, not quite ready. I'll be more prepared in a few hours. Almost there. I can text you when ready. Am flexible this afternoon thank you

9/18/23, 12:21 PM

Ok

9/18/23, 3:01 PM

4:15pm work. Should be 15 min quick call to agree on keywords and copy

Yes

9/25/23, 8:12 AM

Morning Rick, I had a hiccup with a U-Haul trailer on the ride down from Philly. Just pulled into St Pete, in one piece, and ready for the week...just not starting the week in fort Myers, as intended. I will be on virtually this morning.

I also owe you mockup proposals. Should have let you know before Monday morning but intend to complete.

Let's have a good week.

Please don't stress anything man, I really just am glad you're safe, stay focused on your family and getting settled! The sun keeps coming up everyday, so Solar will be here... Family, Safety, God and Health FIRST... THEN Solar First! Glad you made it, but please don't stress anything this week brother!!! 🙏

Ah man I really do appreciate that. Just arriving feels fantastic. Balance is restoring itself as we speak. Talk soon

9/27/23, 5:18 PM

Hi Rick, I'd like to request time for a 1:1. I believe you are out of town this week but I'm ready whenever you have 30 min. 2 parts to the 1:1...community activation and lead gen updates

Monday would be best for me. 11am works

10/2/23, 3:29 PM

Rick, for our Angi's List profile we need to have high quality pictures of completed projects. Can you please share with me anything you have?

Absolutely

10/3/23, 11:29 AM

Hi Rick, wanted to chat community activation specifically Truth About Solar. Free late afternoon today or tomorrow?

10/6/23, 11:02 AM

When you're ready, I'll call you from our AirCall company line so it's recorded so I can get all the bullet points you were running through as I'm on the road today

Ready

10/8/23, 2:10 PM

Hi Rick, what was the name of the one company you mentioned that was an exceptional example of digital funnels. I misplaced my notes and wanted to do some research today for a larger project

I'm not sure who I said as I don't know what this is in reference to... on what level?

We had a convo about companies to research that did digital marketing well. There was one that jumped out to you as being very good at digital

This convo was a few weeks ago

Florida Solar Design

Bingo thanks

<https://floridasolardesigngroup.com/>

10/17/23, 5:44 PM

Hi Rick, I'm planning to give you a ring tomorrow morning and am sending a couple pre-posals your way. Leads are starting to come in!

Any times tomorrow am work better than others?

Any time after 10am. Brother

10/18/23, 5:50 PM

Rick, I have a real Panasonic opportunity. I had a great in-home meeting in a super wealthy private community in Venice. This is the ideal customer profile for the Panasonic play, and there are three neighbors who will follow what this homeowner does. I am delivering the quote in person this upcoming Tuesday. I just called Derek. He's amped. I will call you tomorrow am

Great! Thanks. Sorry I missed your call today, been Nonstop. Let's discuss in the morning.

10/23/23, 8:24 AM

Rick,

I have wins to share in the form of having added two new deals to the pipeline last week.

Both stem from in-person/in-home meetings held last Thursday the 19th and Saturday morning the 21st.

Both are being presented by me in-person tomorrow. Full detail is in our CRM.

The first of two leads was generated via our lead gen funnel mailer. It is non-battery, 20kw system, 50 panels (with optionality). I met with this this most recent Saturday morning.

The second was generated via Angi's List. Includes Panasonic battery, small 10 kw system (with optionality)

I'm reviewing proposals virtually this morning with Derek to ask questions and take to you

Great. Look forward to seeing your proposals. Is there a reason you need to review these with Derek?

Not really. I have my 830am morning call with him and just finished them this morning/over weekend. Since I won't be in Ft Worth office today, it also might help to get him aware of the details with you both down there

But otherwise it won't be a step I need to take by any means

10/23/23, 11:33 AM

Just clicked send

Attachment stored in iCloud:
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10/26/23, 9:27 AM

Good in person proposal deliveries yesterday.

The Brad Knowles, Cape Coral, 46 panel deal is on the 1 yard line..husband and wife taking the weekend to decide but I'm very optimistic. Built a strong relationship there quickly.

The smaller Panasonic battery deal won't be an October close. He is taking 3 weeks to gather proposals and we are first in which isn't ideal. He committed to not sharing our proposal and sharing others with me. Best Solar is a company he's talking to and they are promoting a "Consumption Only" battery which is new to me but I'm researching it now

Best Solar out of the East Coast of Florida?

I'm not 100 percent sure. I'm finding several ones it could be. I'll get more info but the prospect was looking heavily at consumption only battery options so I am training myself on rebuttals and following up with him as he asked for my opinion on it

Consumption only batteries? That doesn't make sense

<https://www.solar.com/learn/what-is-consumption-only-battery/#:~:text=Consumption%2Donly%20battery%20is%20one,No%2Dbackup%20batteries>

That just stupid. That is like having a 10kWh battery and not connecting it to your MSP because you didn't know how to install a Critical Loads Sub Panel.

Makes sense. Good to know it's in the market

That's a Total waste of money and completely pointless

I'll educate the prospect on this to derail it

10/27/23, 10:08 AM

Happy Friday. Can I please ask you to train/assist Sarah with Follow Up/Qualifying and Appointment setting calls. That's the First impression of Solar First and she needs a lot of help before we could ever give her a lead. Thanks

10/27/23, 4:33 PM

Yeah, there is no chance with Sarah, we need to cut her loose.

Waste of time, money and resources. We need to run lean, focused and have Closers... Not Interns.

I felt the same. I did the role play with her and had to cut it short.

Then spent 40 minutes giving her my best 101 overview stepping entirely too far backwards to basic human to human interaction BS. It's just not there

thought I saw a possible path before this role play but not after, and not with what we have in front of us.

No more reps for now. Agree. And when we do scale hiring, we need to screen reps in the interview process using your rubric and style, not mine, not Nevans.

I'm a fan of interviewees being given detailed mock scenarios with the pressure to pitch for the job....seeing the prep & hearing the pitch ...pre-hire...for free, not 3 weeks into their W2 burn.

I'll apply the same concept to my bench in marketing. Have a good weekend

You too. Enjoy your weekend

10/27/23, 7:54 PM

When the dust settles, and Derek's workload is needing on-sites or whatever next steps are in place, I'm ready to step in. Can handle whatever needs to be done. Ready to talk it through when it's time

Sounds good man

11/1/23, 5:40 PM

Finishing install, do you need something right away?

Not right away but I need a proposal reviewed and approved for me to send by tomorrow morning for a hot lead in Naples. Decision comes Friday. I was last in the door. Got enough competitive intel to make a strong offer here

Did you email it to me?

No, I didn't have the intel I needed until 30 min ago. I have a 6pm in home meeting then I'm going to knock it out and send it .

Just called for the heads up and to debrief the deal

11/1/23, 7:56 PM

Please email the proposal and the contract on the deal you sold as well. Thank

I'm pulling up to Derek now and knocking out both

11/1/23, 9:24 PM

Proposal sent. There is context I have to verbalize to explain how something was committed to and developed into what I just shared. It's a wild story

11/2/23, 6:54 AM

On the road back to st pete. The Venice homeowner for the second proposal is sending me the competitions price to beat on the 6.4 kW systems. I will have that by 9 AM

Can you speak anytime 9:30-11:00?

11/2/23, 10:05 AM

I've got 15 minutes before I get to the house of you can talk now

11/2/23, 2:30 PM

Naples deal was quoted by competitors at 16 panels (400W), with enphase microinverters , and all metal roof standoffs with installation for \$17,500.

It was news to him about the 300W enphase restriction. 16 400W panels only results in 77% offset based on annual consumption and the rep told him 97%.

He now knows his quotes misrepresent actual kW. Which is 4.8, not 6.4.

he wants options with enphase microinverters ...zero interest in battery for now but open to being designed for add on later

- 400W panels would be 21 panels

- 385W would also be 21 panels with microinverters

His preferred price range is \$17-\$19k

cash payment

Take the deal at 21 panels for \$18,500. It doesn't beat thier price but it beats what he is getting price per watt.

Do we do 385W or 400W?

And If I absolutely need wiggle room in my back pocket, do I get it with the 385?

385

Don't wiggle. Stay firm, it's a good deal

Got it

11/2/23, 8:28 PM

Did you revised the proposal for the Naples customer? Can you send me what you sent? And do you have another you need me to review?

11/2/23, 9:32 PM

We are in contention for \$18,500 with 21 panels at 385W. \$16,750 was the lowest price at an actual 4.8kw 16 panel system. He said there was more more company coming tomorrow morning.

I did the math breakdown of the whole thing for him on a virtual overview.

Yes to the second proposal. . I sent it last night as the first of two. I have to grab time with you tomorrow and apologize as I had a dinner pop of and never called to update

I need to explain the Cape Coral proposal as it's verbally committed to and he's ready with check in Hand 3pm tomorrow going t

No worries man, let that Naples just go and see what he decides... People that shop multiple quotes like that obviously don't really know what they are buying, you can educate them, put your proposal in the running and then walk away. We have a good price and you did your best to inform.
I am flying out at 9am for my Mom's 75th Bday tomorrow morning so will be very limited tomorrow, so if we can talk at 8am that will be my last chance.

Yes I'll take it. I can send you what I did on these deals and discuss the strategy I took. I feel good about it all tho

11/3/23, 7:57 AM

Calling you in 8 min

Can you make it 8.5 min? 🤔

8.6

11/3/23, 1:13 PM

We won the Naples job I was working yesterday.

Nice job

That morning coaching gave me what I needed to win it. He wants to drive up Tuesday 11am to Fort Myers and do the contract in person. He will be high maintenance

That's OK. It's an easy install

11/3/23, 3:54 PM

Did you go 2 for 2 on this Friday to start November off?

I'm sitting on a garage floor as we speaking signing paperwork. Went with the 5.2kw system for the Cape Coral Panasonic deal. Makes way more sense and it's the right fit.

The Naples deal signs paperwork in our fort Myers office Tuesday. But yes. Two commitments this week. One with check in hand. The other is Tuesday Naples guy coming with check for cash deal

Great Job! Half way to \$100K monthly Goal for you 🎉🎉🎉

Making deals has me hungry for more. Appreciate the guidance as well.

Yeah, my Best Sales Reps actually only Solar 40 systems a year to break 1 Million in Sales... You can do it man

11/6/23, 3:11 PM

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Screenshot 2023-11-06 at 3.02.12 PM.PNG (Image)

Tony's Address:

295 Saddlebrook Ln, Naples, FL 34110

Victor Adames Address (My Naples Deal):

2771 Desoto Blvd N, Naples, FL 34120

Victor's Cell Phone:

(631) 560-3630

11/7/23, 7:27 AM

Good Morning, was at that meeting til 7p last night, I will be at the office today when he comes in and we can gauge how comfortable he is with sending us pics

Roger that. 1:30pm he's arriving. See you then

11/7/23, 11:17 AM

I arrive at the Fort Myers office at 12:15. Can we squeeze in 20 minutes prior to review the Naples deal I have everything I can share with you.

After the meeting with a Naples deal, I am heading to my Cape Coral deal to grab a missing picture and would like to make sure I am buttoned up for that deal as well

Are you sure you won't be there at 12:17?

Excellence AND precision. Across the board!

Soooo... See you at 12:12?

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Screenshot 2023-11-07 at 11.29.40 AM.png (Image)

Missed by 1

Anything can happen in 32 Miles... 🤔

11/7/23, 5:28 PM

He said nothing is blocking the sensor because the door would try to move and fail and wiggle, but he says there is zero power close the garage. Derek can't pick up right now but I'm trying to get them to stop by


Yeah, Kyle and Derreck are gonna have to solve this one. I'm taking my daughter to her mom's since my flight leaves in the AM

Totally. We got it.

This is gonna be even harder when he doesn't understand how his battery works...

Get it solved?

Jared is going there at 9:30 PM after his event he's running. He's just going to manually shut it and the guy refuses to leave his Tesla in the driveway overnight so somehow his garage door needs to open in the morning before a doctors appointment. this is as messy as his breaker box.

 There has to be something with the Garage Opener. There is no way this has anything to do with you taking the fave plate off the subpanel

He says there is 0 Movement 0 power

*Attachment stored in iCloud:
IMG_9587.JPG (Image)*

*Attachment stored in iCloud:
IMG_9595.JPG (Image)*

Do you what breaker it was on? Have a pic of the labeled faceplate?

Wow! That wiring is SHIT!!!!

*Attachment stored in iCloud:
IMG_9582.JPG (Image)*

*Attachment stored in iCloud:
IMG_9596.jpg (Image)*

*Attachment stored in iCloud:
IMG_9604.PNG (Image)*

What's his address? Let me see how far it is from me and if I have time

2306 SE 15th Terrace
Cape Coral, FL 33990, USA

OK. I'll head that way now. Be there in 15 minutes

OK I will let him know and I will tell Jared not to bother and thank you for jumping in on this

Name of customer?

Wilfried HANKE

German guy

Old old

Mr Hankey The Christmas Pooh?

Hahahahaha you know you're southpark

*Attachment stored in iCloud:
1699401258661.gif (Image)*

He knows you're coming

Done. Fixed.

He's good to go

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FYI... His Garage Door is actually labeled "Shutters" ... it's has a "Stop Trip" on it that was kicked off probably when you took the face plate off... and then when he hit tue button to close his garage, it tripped the breaker. I did not set the stop trip back, because these are actually a terrible thing on old service panels that can lead to fires. But... If that breaker trips again before we go back... Just remind him... even though I explained it, that it's the SHUTTERS Breaker... Not the Garage Breaker... FYI.. He is convinced that YOU rewired it this way because it "wasn't that way before" 🤔👉👉👉👉

Did you email the Adames the picture sheet I sent you?

Yes I sent it to Adames

Haha I can't believe he thinks that

Well... You DID have a screwdriver...🤔🤔🤔🤔👉

Well...it was a borrowed screwdriver. Which can be traced back you YOU!

It's not a registered gun man...🤔

11/8/23, 3:13 PM

I called you late yesterday about turning around a dead proposal. The "3 spots left" approach worked as planned. He verbalized the lower offer, but agreed to sending me the actual quote - coming soon.

If we go with same products, with the same margin as the Naples deal, we can close it down but more to come.

Once I get it, can we discuss that and my Gulfport community activation I shared with you? By tomorrow am, I should have the other quote

Can you email (on my Gmail... traveling) the proposal so I can review it before he agrees to it?

Yes I'll move on that once he shares. He's finishing work today then sharing

Is it Solar Grid tied only or Solar+Battery?

Grid tied only

Awesome! Makes for FASTER installs

11/8/23, 4:49 PM

Sent you the details. Accidentally sent a second email that was incomplete. Ignore that one. The first email sent had subject line "Quote to BEAT" ...that is the correct email with quote detail summarized .

Got a minute to talk?

I have my parents visiting town and I'm heading to happy hour and dinner in 10 minutes but I can talk late tonight or first thing in the morning. But if you have the time tonight and are up, I can definitely talk.

Enjoy brother!

And 12 weeks estimated installation timeline pushes final payments out of the tax credit window. I confirmed that is an important part of the decision.

Nope, TAXES are based on Dated Contracts and Money Exchanged... Not PASSED Inspections. If they sign the contract before 12/31 and make a payment for the materials it doesn't matter if it's on his roof

The IRS isn't gonna ask to log into his Enphase monitoring app 🤔

11/9/23, 8:23 AM

Mornin'! Can I snag 10 minutes today to discuss the deal I sent yesterday? I can work around your schedule outside of Noon-3pm EST?

Sorry, just got to the seminar I am speaking at and have meetings and dinner til 10p

Do you have time now? I am walking to the store next door to get a Rock Star

Rick my bad I had a call come in

I'm free now

Or, just point me in the direction with a couple bullets on what you see. I'll study it all and go close this

11/9/23, 11:57 AM

*Attachment stored in iCloud:
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11/10/23, 2:37 PM

I bought time until end of day Monday for our firm and final . I've done a ton of research. Learned so much. Enjoy the conference. Ready to break this down when you are

11/13/23, 7:25 AM

Good morning, I'm driving down to Fort Myers for the sales meeting and meetings in Cape Coral.

Will you be in the office today? I'd like to review the Cape Coral deal. I was texting you about late last week. I'll bring all the details

I also wanted to finish our conversation on my Gulfport community activation plan in the newspaper we talked through.

11/13/23, 9:01 AM

I'll call you around 11

11/13/23, 1:11 PM

Got time to talk?

Yes

Forgot to to discuss my two closed deals.

Naples deal (Victor and wife from office visit) approved the engineering we got back and signed both forms, so Kyle can move this to permitting..

For my Cape Coral deal (Mr Hanke the Christmas Pooh) I got a fair amount of the detail you sent me back for like the wire gauges and pictures without the panels but I am wondering what you see to submit for engineering. Glad you got to see it in person but I'd like to learn what sense you made of all that and what time line expectations to set with the Christmas Pooh

11/13/23, 3:32 PM

*Attachment stored in iCloud:
72159993123__AD2AC7E7-8F62-48B3-A23A-E2C03941B378.jpg (Image)*

MegaWatt is a company I did some consulting for on their tech stack before I joined Solar First.

Also really good friends of mine. Now a massive distributor

This is their residential inventory.

No Q Cell currently but they have carried it in the past.

Not sure it helps but is a connection I thought I'd surface in case you want more info to help with supply issues

Pass on those, but thanks man

11/15/23, 1:55 PM

*Attachment stored in iCloud:
Screenshot 2023-11-15 at 1.53.48 PM.png (Image)*

MegaWatt Group has Q Cell G10s ...Not putting any time into this just sharing as it crosses my desk. That inventory list the other day was outdated.

11/16/23, 2:21 PM

Monday 2-3 booked.

Thanks

11/19/23, 10:16 PM

Rick, sorry late Sunday text here. Had some activity here in St Pete / Gulfport over the weekend led to a meeting in home opportunity tomorrow at 11am. Just saw a text asking for that time. You were going to ride with me from Cape Coral install to Hanks but said you could go with or without me. Thinking it through still just seeing if that happens that you're good with a ride and don't mind going there to determine mental status

It's cool man, I can handle Mr Hanke, stay up there and run the Lead

Ok is there 9am sales meeting still right?

Yeah, but you can log in

Got it. I'll be on. Thanks for the coverage. Talk soon

11/20/23, 1:26 PM

Here is the address and his phone number just so you have it handy:

Wilfried Hanke

2306 Southeast 15th Terrace, Cape Coral, FL, USA

239-458-5873

May have to have you call and reschedule, we are still updating software and registering systems and LCEC has not returned to restore power here.

OK I can check in at two thirty and confirm rescheduling because I gave us a window of two to three p.m. to show up so I can call him once I hear for certain

11/20/23, 3:14 PM

Postponed. I said I'd call tomorrow afternoon to reschedule.

11/21/23, 9:31 AM

Mornin'! Are you free in the early afternoon? I'm rescheduling with Hanke. Will get your availability and also want to firm up my Gulfport activation and intro two more communities.

Is his Main service panel outside?

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Attachment stored in iCloud:
IMG_9572.JPG (Image)

Attachment stored in iCloud:
IMG_9579.JPG (Image)

Yes main is outside left side. 14 AWG wire and a ripped up manufacturer tag.

The manufacturer of the equipment shown in the images is ITE - Imperial Traction Electric from Philadelphia, Pennsylvania location. ITE was a manufacturer of electrical components, including circuit breakers and disconnect switches. Over time, ITE was acquired by Siemens, and many ITE products have been rebranded or replaced by Siemens' product lines.

Damn, I was gonna say let's move forward with the Solar and just skip the battery, but I have no idea how to tie into this panel

11/21/23, 4:10 PM

I have to get back to Hanke. He just called. Can we reschedule? What works?

Sorry man, been at an install in Naples all day and wrapping up now, we have another install in Bradenton tomorrow, been trying to get these done before the Holiday Break. I sent it all to Derek and asked him to handle it

Ok so it's Derek's call on Hanke understood I'll run with it either him.

11/25/23, 9:16 PM

Hi Rick, I'll be at Derek's tomorrow staying the night to then start my week Monday at the office for the sales meeting.

Any chance you have some availability tomorrow after I meet with Derek for me to come meet you for an hour or so?

11/26/23, 5:21 PM

Sorry man, been out shopping with my daughter for Christmas all day

Was bad timing anyway. Just got back to st pete. Joining remote tomorrow. I'll grab time tomorrow

Enjoy Sunday with fam

Thanks man! Enjoy your Sunday as well

11/27/23, 1:52 PM

The wife and I are heading to a doc appointment. Will be back in office by 5pm and free after 5pm. Tomorrow is more flexible

11/28/23, 9:31 AM

Rick, we need an addendum for Hanke. Tomorrow is the day for me to do it on-site.

I'll draft it today for your review but need the following:

Battery: stick with Panasonic or move to Enphase?

Panels: 400W or changing to 405W? Confirm change

Service panel upgrade - Confirm this

Price Adjustment: signed at \$28,990 moving to \$33,990. Confirm price

I just need a yes to the above. Or alterations I missed

*Attachment stored in iCloud:
Wilfried Hanke Contract Addendum.pdf (Attachment)*

Not sent

*Attachment stored in iCloud:
IMG_9887.PNG (Image)*

All call you after lunch. Finishing a battery install

Ok. Just learned to use the addendum form we already have from legal so I'll transfer to that and get it as close to done as possible for your review. I'll share it here so it's here when you're done the install

11/28/23, 5:19 PM

Rick - I have a deliverable for Derek due at 7:30pm so I'm heads down on that.

If you have any time after 8pm tonight, I will take it. Main priority is Hanke addendum, but I have a list of things for us to discuss

I'll send you the addendum draft in our legal template later tonight as I'm going to Wilfried Hanks at 11am tomorrow so I need to get it right.

The basic terms I drafted in the above screen shot.

If you could give me your blessing or edits on the final addendum details, that is all I really need before tomorrow

Hey man, sorry, been a jam packed day. Yeah, I can be available after 8p

How late tonight will you have a few minutes? Later preferred so we get through more stuff. I'm in the office now until at least midnight so late late is fine

I have to get up at 6am tomorrow, so not too late, just let me know what works for you

Ok 9pm for 20 minutes will work.

I'll call you then

11/29/23, 8:50 AM

Don't know if it saves time on your day, but this part of the Cape is not a fit for Community Activation.

I was very skeptical looking at Google Earth views last night

I have seven preposals on me right now, and was going to sacrifice two to make it over there, so thank you I will stay on my original plan

12/6/23, 3:41 PM

Hey man, I need to use the Adobe account for a marketing piece, can you verify if I send this request?

*Attachment stored in iCloud:
20231206_152322.jpg (Image)*

Yea go for it

Let me know the code.

*Attachment stored in iCloud:
20231206_154919.jpg (Image)*

976203

Do you mind sharing?

*Attachment stored in iCloud:
20231206_155238.jpg (Image)*

@hA*88eYWb\$zg7

Are you familiar with the annual Angi's Super Service Award ?

Yes

5 percent of Angi's pros get it each year, members can filter search results by it, and companies who got it recently are all leveraging it

We got the award recently. It's valuable. People respond to it. I worked hard to get it. Don't ask how I got it.

I have a press release, blog post, marketing material, everything you need taking over.

Our Angi's results are slipping. You can look to blame Angi's but if you don't take this stuff and run, then wtf is the point

Every single company that got it, uses it.

Thanks man. I'm familiar

Im asking to let me leverage it. It hasn't been received as valuable. I'll share the work I did to prepare it, hand it off, and then respectfully step out.

Sounds good man, stick with it. Sorry, in the middle of a project, wasn't sure what you needed from me

I'm good thank you

12/15/23, 11:31 AM

Hi Rick, Hanke is calling me asking for an update on if we have filed the permit. Kyle let me know he's out of office and to get the timeline from you. I'd like to call Hanke back today. What's the update please and thank you

0-3 on finding an electrician that wants to touch that panel swap out and those old wires. Just struck out with the 3rd one yesterday. We are going to be sending a Legal cancellation of the contract with full refund plus interest. This was not a good Solar fit from the beginning and I don't want my license or insurance attached to it

Way too many of these types of news stories too...

<https://www.foxbusiness.com/energy/solar-company-cons-elderly-man-dementia-billion-dollar-scheme-victims-daughter-claims>