

iMessage
6/23/23, 2:11 PM

Nevan

This is our new motivational video thread. Enjoy!

Nevan

<https://www.instagram.com/reel/Cq38CsaR36L/?igshid=MzRIODBiNWFIZA==>

Nevan

In Kenny Powers we trust #floridaman4eva

Reminds me of how epic that show was. Motivation...engage.

6/26/23, 7:58 PM

Nevan

Monday Motivation. We are those 3 Motherfuckers 🤘👊🚀

Nevan

<https://www.instagram.com/reel/Cq3mvfFulJI/?igshid=MzRIODBiNWFIZA==>

Derek Plotter

Loved "https://www.instagram.com/reel/Cq3mvfFulJI/?igshid..."

6/27/23, 11:24 AM

Fellas,

Melissa and I are good to come down the morning of July 11th and return to Philly the evening of the 13th. Melissa works the 10th and 14th, so that window is perfect for us. I can book everything, or how would you like to do that?

I could also come back July 16th-19th. Flexible and able to be there.

I emailed Derek my passport and completed I-9 yesterday and sending an invite for tomorrow at 3pm to sync per convo with Derek.

6/27/23, 12:31 PM

Derek Plotter

That's all great news. I can book the flight or you can and we can reimburse. Whichever is easier

I am happy to book it. Will do so today and will forward detail shortly.

6/27/23, 3:32 PM

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PNG%20image.jpeg (Image)

booked.

6/30/23, 9:04 AM

Derek Piotter

<https://thehill.com/policy/energy-environment/4071786-biden-administration-announces-7-billion-residential-solar-grant-program/>

7/2/23, 8:07 PM

Derek Piotter

Hey Nevan - have time for that three of us to connect tomorrow? I'd not Steve and I can do it 1:1

7/2/23, 9:41 PM

Nevan

Let me know what time you're thinking

Does 11am EST work?

7/3/23, 10:09 AM

Nevan

That works

Nevan

I'll be in transit, but all good

7/11/23, 12:19 PM

Attachment stored in iCloud:
IMG_8511.jpg (Image)

Glad this isn't my commute for much longer. We were delayed, boarded, and just deboarded bc of storm they said

7/11/23, 1:57 PM

Airborn! Touchdown in 90 min

Nevan

Amazing. Sorry for the storm troubles 🌧️

7/12/23, 10:39 PM

\$153 for a one way flight home Friday 7am + Ace hotel for one night. Can discuss in the am. Melissa is good either way

7/13/23, 7:55 AM

Derek Piotter

I'm about 10min out, meeting upstairs or at craft?

Nevan

Craft

eta is 830 so feel free to hit up craft without me. I'll park and head upstairs

Nevan

Liked "eta is 830 so feel free to hit up craft without me..."

7/16/23, 7:37 PM

Nevan

*Attachment stored in iCloud:
IMG_1713.HEIC (Image)*

Nevan

*Attachment stored in iCloud:
IMG_1712.HEIC (Image)*

Nevan

I don't hate the messaging on these.

7/17/23, 5:26 PM

Derek Piotter

*Attachment stored in iCloud:
Re Solar First Offer Letter.jpeg (Image)*

Derek Piotter

Already signed the contract too

Nevan

Excellent

Nevan

@Derek Can you find time to grab coffee w him this week

Edited

Nevan

I think it would go a long way to getting him engaged as part of the team

Derek Piotter

Yep I'm going to try to get something on the books

Our offer email goes to spam sometimes just fyi. Jared was texting me this morning looking for it.

He's asking for resources to read, video recommendations, etc. I'm going to get him all that. Very engaged

Derek Piotter

Need anything from me on the sales resource front?

7/17/23, 7:08 PM

That email you have with all the links is suffice. I'm building those links into one doc for onboarding and training along with adding other resources to it so I can share that with him and anyone else coming in. All set

Nevan

Liked "That email you have with all the links is suffice...."

Derek Piotter

Liked "That email you have with all the links is suffice...."

7/18/23, 2:07 PM

Derek Piotter

*Attachment stored in iCloud:
IMG_6329.jpeg (Image)*

Derek Piotter

Just fyi seems like the process has been smooth for Schnabel

Can we circle back on benefits timeline later this week? Melissa is giving her last day but revolves around benefits timing

7/18/23, 5:05 PM

Austin is officially my new favorite bro. I love this kid.

He's starting 7/31 at 50 percent and for those two weeks he's going to be my right hand guy for conversionly

He started laughing when he saw High Level the CRM required by conversionly. He has hundreds of hours spent in High Level building funnels for interior design companies which he never brought up in the interviews.

Nevan

Awesome 🏆

Derek Piotter

Emphasized "Austin is officially my new favorite bro. I love t..."

Derek Piotter

That's great news!

7/20/23, 11:27 AM

Nevan

<https://www.instagram.com/reel/Cu7Flu8gDsg/?igshid=MzRIODBiNWFIZA==>

7/20/23, 7:51 PM

Nevan

I picked our new corporate mascot

Nevan

<https://www.the-sun.com/tech/8645979/cocaine-sharks-florida-eating-drugs/>

Derek Piotter

Lol this just came on the news

7/21/23, 11:54 AM

Nevan

Are we meeting at noon or should we just wait till the phase 1 reveal at 12:30?

Derek Piotter

Noon if we can

Nevan

Ok. Might need an extra 5mins, meeting is going a bit long

Liked "Ok. Might need an extra 5mins, meeting is going a ..."

7/21/23, 3:29 PM

Derek Piotter

Need 10

Derek Piotter

Sorry. In with pool builder about pool solar

Need 10 as well.

Derek Piotter

Sorry need a few more

Derek Piotter

Just finished up, still want to do the call now?

I'm on

7/23/23, 6:50 PM

Austin texted me. His father passed away unexpectedly. He brought up delaying his start date possibly and I let him know not to even think about it and know we are here for him and support whatever time he needs.

He didn't ask to keep it private and if if one of you wants to reach out to share support he would probably feel good about that but up to you.

Nevan

Wow. That's terrible. I'll reach out to him this week once things settle. Thanks for letting us know

Liked "Wow. That's terrible. I'll reach out to him this w..."

Derek Piotter

Liked "Wow. That's terrible. I'll reach out to him this w..."

7/25/23, 12:14 PM

Derek Piotter

Rick got his license number!!

Nevan

Attachment stored in iCloud:
tmp.gif (Image)

Derek Piotter

Attachment stored in iCloud:
IMG_9466.heic (Image)

Big win!

7/28/23, 10:19 AM

I can join 330pm today. I'm talking to Jamie at 3. Also see the weekly sales call at 4pm, but it's set to start at 4pm and end at 4pm - not sure if that's a mistake

Derek Piotter

I can do 330 but I think nevan may have a conflict. The 4pm is just a reminder that the weekly sales results are due to Rick

How are they currently being submitted to Rick? We can chat about it at 330. Will be improving that process

Derek Piotter

This is the first week so just via email

Ok I'll ask them to cc me. Assuming they are cc'ing all three of us

Derek Piotter

I didn't give specific instruction on CCing but that makes sense

Derek Piotter

Did we cancel zoho officially? Kyle said the next payment is aug 3

7/28/23, 2:55 PM

I think nevan owns the Zoho account. I recommend we keep it another month to ensure the data migration

Nevan

Sounds good

I don't need more than a month

Derek Piotter

Can we remove users so we get charged less?

Nevan

Yes

We could move quicker on getting the data out and cancel by august 3rd just as an option to have. It's very little data

But I prefer to straddle through migrations

Nevan

We can just minimize the users and transfer their ownership to Kyle

Derek Piotter

Liked "We can just minimize the users and transfer their ..."

Great.

Derek Piotter

Nevan you're handling or need me to tell Kyle?

Nevan

I'm attempting to do it now. If Kyle could send out POC an email to inquire how to deactivate and then delete users that would be helpful

Nevan

If Kyle already knows how to do it that's great too

Derek Piotter

Sorry with Rick one min

No rush.

7/31/23, 10:50 AM

Just landed. Taxiing to gate.

Derek Piotter

Saw how early you a few min ago, should be there in 20

Terminal D. Getting off now

Derek Piotter

3min

I'm at door 6 at end

Derek Piotter

Liked "I'm at door 6 at end "

7/31/23, 1:27 PM

Rick: "My best reps are installers because they know the products, configs, etc."
...

reminds me how my best reps in software space were solution consultants/
architects/devs

we should discuss this later and the W2 burn of getting out of 101 solar
understanding

Derek Piotter

Liked "Rick: "My best reps are installers because they kn..."

Nevan

I like this. They need to graduate the Rick Vaske Solar School in order to start getting paid.

For the post-sales information funnel (expectations settings, checklist to permitting, etc.), we could model after Conversionly who sets every expectation immediately in a 10 minute video that, once watched in its entirety, opened access to a portal we need with links to everything we care about post-contract signing

Derek Piotter

Liked "For the post-sales information funnel (expectation..."

I shared that video with Jamie and we were immediately on the same page.... vs....say a husband and wife Get a super long email with shit all over

Derek Piotter

Which video?

Conversionly provided an expectations / next steps video immediately after we signed. Like us, they have tons of information that is overwhelming and a portal that holds everything. We only got access to the portal once I completed watching the video...so Jamie and I knew exactly what to expect and understood in 10-minutes vs. multiple long emails and fumbling around diff sites to organize ourselves

I'm thinking through how we make this simple

Derek Piotter

Oh sorry, read the texts separate

8/1/23, 7:47 PM

Nevan

*Attachment stored in iCloud:
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8/2/23, 1:53 PM

Derek Piotter

Little delayed, not sure if I'll be back at the start of the 2pm

8/3/23, 3:10 PM

Derek Piotter

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20230803_150414.heic (Image)*

Derek Piotter

*Attachment stored in iCloud:
20230803_150221.heic (Image)*

Derek Piotter

*Attachment stored in iCloud:
20230803_095546.heic (Image)*

8/3/23, 4:36 PM

Nevan

Steve - can you share the Bonvoy codes screenshot on this thread so Derek can send to Rick

Nevan

Thx

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IMG_8671.PNG (Image)

Nevan

Liked an image

Nevan

Derek can you flip over to Rick. Thx

Derek Piotter

I'll use it as a way to start a group text with us 4

Liked "I'll use it as a way to start a group text with us..."

Derek Piotter

Attachment stored in iCloud:
IMG_4163.heic (Image)

Derek Piotter

Is this right or are some of the codes cutoff?

It's correct

It's only the codes that are solid codes per nevan

Derek Piotter

Okay cool

Nevan

Attachment stored in iCloud:
IMG_1791.heic (Image)

Nevan

Add each code into the special rates section

Nevan

Attachment stored in iCloud:
IMG_1792.heic (Image)

Nevan

Then scroll down to the bottom and add each 3 letter code

8/5/23, 1:25 PM

Nevan

<https://www.instagram.com/reel/CuHnD24AbUv/?igshid=MzRIODBiNWFIZA==>

Nevan



Nevan



8/5/23, 6:03 PM

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Austin update^^

Derek Piotter

Liked "Austin update^^"

Nevan

Liked "Austin update^^"

8/7/23, 11:23 AM

Derek Piotter

Nevan know you're in Mexico, assuming you're out for today's calls?

Nevan

I'm out unfortunately

8/7/23, 3:18 PM

Derek Piotter

Attachment stored in iCloud:
CJ Haddad Cape Coral Breeze.jpeg (Image)

Derek Piotter

Love when the press is inbound

Loved an image

Derek Piotter

Check out Crowther roofing - they're a top local company with multi state operations. My chiropractor has known the owner forever and is setting up a meeting for us next week when you guys are in town

Nevan

Awesome about Crowther

Attachment stored in iCloud:
Screenshot 2023-08-07 at 5.04.55 PM.png (Image)

I love their service mobiles

Attachment stored in iCloud:
RPreplay_Final1691436241.MOV (Video)

Part of me loves this. Part of me absolutely hates this.

Nevan

Thats harmless. I think he's just proud of him new place and his abs 😂

Haha yes. It's a new start and that's powerful.

He started today and is going to be a stud here

Derek Piotter

Laughed at "Part of me loves this. Part of me absolutely hates..."

Derek Piotter

Emphasized "Haha yes. It's a new start and that's powerful. "

8/8/23, 8:58 AM

We have two conversionly kickoff calls today. The first one overlaps our Noon time-block until 12:30 so I can join then and the second one runs 4-5pm so I can join at 330

Derek Piotter

Sounds good I'll shift the calendar invites

Derek Piotter

Do you need me on any of the conversionally calls?

Nope. The second one is the CRM high level kickoff. I have Austin and Jami with me for both

Derek Piotter

Liked "Nope. The second one is the CRM high level kickoff..."

8/8/23, 10:53 AM

Derek Piotter

Should have a story in the Friday morning Cape Coral paper. Could have done better in the interview but it's a good start. Need to hone exactly what message I want to convey

Loved "Should have a story in the Friday morning Cape Cor..."

What are your thoughts on starting Jared as regional manager out the gates for his official day 1? For oversight and guidance on the Cape Coral market and reps with me obviously engrained in that but filling the same role for our st Pete market. Ideas for that would include perhaps a \$50k base vs \$40k and then a revised comp plan based on his own sales and kickers for the team sales he oversees in time

Derek Piotter

Let's discuss on the call. My initial reaction is that it makes sense but does it benefit us to do it out of the gate rather than wait and make it a carrot

Nevan

I would say that we need him selling out of the gate, and it's always best to promote the guy at the top of the board into the leadership position. I think we can tell him that we are considering him for the position but that we'll need to see a strong performance out of the gate. Then we've made the carrot clear, and we can use it to get to our August numbers (15 deals). That being said, I'll leave it to you both for a final decision. I won't be on calls today as I'm finishing up in Oaxaca, but let me know if you need anything from me before tomorrow

Need 5 min

Talking with derek now and I agree with the carrot. Lets wait

8/9/23, 1:50 PM

Derek Piotter

Are one of you guys already working in the mission statement, core value and why solar first or should I add it as an agenda item for tomorrow?

nevan was working on the mission statement in Florida. I shared the Atlassian core values in slack that I thought were really good. Why solar first has been a discussion but not pen to paper

Nevan

I'll work on it tonight. Have something to review tomorrow

Derek Piotter

Intros to the fort Myers black community are underway. Marshall (chiro) gave a high level overview and there is interest and the first contact wants me to call him

8/9/23, 5:23 PM

Derek Piotter

Rachel said that Dave did really well today and that we should be proud. I trust that she wouldn't bs me

Nevan

Excellent

8/9/23, 6:44 PM

Derek Piotter

<https://www.wfla.com/news/florida-lottery/mega-millions-ticket-worth-1-58-billion-sold-at-florida-publix/amp/>

8/12/23, 1:20 PM

Nevan

<https://www.bloomberg.com/news/articles/2023-08-12/solar-farm-near-london-built-on-giant-trash-heap>

8/13/23, 10:30 AM

<https://m.youtube.com/watch?v=7RU21GFgKa4>

Guessing he shared this with you guys but just in case here it is

Derek Piotter

Liked "Guessing he shared this with you guys but just in ..."

8/14/23, 8:27 AM

Derek Piotter

Joel resigned, made it easy

8/14/23, 12:04 PM

Nevan

5 mins

Derek Piotter

Oh we weren't planning on the calls today

Derek Piotter

Too hard to do private calls here at the office

Nevan

All good

8/15/23, 12:23 PM

<https://mysafehome.com/>

At lunch with roofer and he gave us this to be aware of

8/22/23, 11:59 AM

Joining in a few. Finishing with conversionly

Nevan

Let's start in 5

Nevan

Need to use the 🪑

8/22/23, 3:02 PM

Nevan

Do we have things we need to cover at 3:30 ET today, or would you both like that tile back?

I just took 45 minutes to break with a massive headache. Melissa patched me up and sent me back to work so just starting again

I'd take the time back.

Nevan

Or take the time off.
We need you healthy. Please make that your first priority. Maybe a walk with the dog, or an afternoon divorced from your devices. Just a suggestion, but I've found it can fill the tank faster than simple pushing through.
Just food for thought

Derek Piotter

Emphasized "Or take the time off.
We need you healthy. Please ..."

Ok I'll balance this evening. I agree. Melissa reminded me the same

Derek Piotter

Please feel better and take care of yourself. We're at an intense pace right now but any of us getting sick will slow us down more than taking necessary breaks

It's a priority. Appreciate you both

Derek Piotter

Only one thing from my side - just got off with Sarah (new hire) and she said her work authorization has not come through and the latest it could come through is October 3rd. The plan was for her to start Sep 18th so we're talking about an 11 business day delay. Any issue with that?

Edited

Derek Piotter

11 business delay at most

We won't miss a beat.

Derek Piotter

Perfect if anything I thought it could be good

That surfaces the forethought on getting the pipeline started for talent tho. We want the problem of too many leads, not enough reps vs. the opposite. That said, we don't want to scramble when we get there.

And the hiring process will be more stringent screening so take that into account. I foresee 2-4 new reps in 2023

Not an august priority tho.

Derek Piotter

Liked "And the hiring process will be more stringent scre..."

Derek Piotter

For pipeline austin had said he has a lot of friends from door knocking that want to move down here. Agree it's not an august priority but thinking that could be a great source since they already have the solar pirate training

I've realized that's valuable, but not very. Valuable in the sense he came with solar knowledge (some), but the maturity of a young solar pirate salesperson is surface level at best. Purely knocking skills and tough skin, but zero experience with actual sales motions. He's completely new to everything in my opinion, but will be a winner here, trainable, etc.

My ideal hire:

Senior rep from a southwest Florida home-services company (preferably from solar competitor, but verticals like roofing would translate well). I want someone who can click into a leadership role, has a network we can leverage day-1, etc.

Right now, I dont see any of our three being manager ready in 2023 and I'll need a quota carrying Cape Coral regional manager post New Year

Edited

Nevan

I have something at 11am ET tomorrow, can we confirm that starting at Noon works for everyone?

Edited

Noon EST tomorrow works for me.

Nevan

Liked "Noon EST tomorrow works for me."

Derek Piotter

Liked "I've realized that's valuable, but not very. Valua..."

Derek Piotter

Liked "Right now, I dont see any of our three being manag..."

Derek Piotter

Noon works for me

8/23/23, 1:36 PM

Derek Piotter

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Derek Piotter

Attachment stored in iCloud:
IMG_6498.jpeg (Image)

Derek Piotter

*Attachment stored in iCloud:
IMG_6499.heic (Image)*

8/24/23, 11:52 AM

Hvac guys need me to come back home. Walking in now need maybe 15-30 min tops. Today / tomorrow maybe a little nuts. Can we start 12:15 or 12:30 or you start without me

Nevan

Liked "Hvac guys need me to come back home. Walking in no..."

I just hopped on the call

No rush

Nevan

Be right there

8/25/23, 11:55 AM

Derek Piotter

Going to be a few late. Ran over with Rick

Derek Piotter

1210

Ok

Nevan

I'm OOO today. Let me know if you need anything from me specifically. I'll be home by 2:30pm ET and I'll send over my Why Solar First for the Company.

Nevan

Please give it a once over and give me feedback in the google doc. Or I can jump on a quick call

8/25/23, 1:21 PM

Sounds good. Ready to take a look whenever you send our way

8/27/23, 1:55 PM

I'm about to send you two Loom videos. They address problems I foresee and proposed solutions as we ramp for Q4 push.

I recommend the Loom iPhone app. But phone browser works.

<https://www.loom.com/share/82cd431a5ca24ce9b0dc366061b8d36f?sid=a7281eba-806a-44a1-a9f1-b35c9a0db6f8>

<https://www.loom.com/share/9443aef209994db487e75e46450f8a40?sid=0929cb6f-03c9-4253-8179-a6dc43129886>

Watch the first video first ("Strategy for Competing in the Mid-Market) before the 2nd (competition in the..)

Edited

8/27/23, 3:19 PM

Nevan

Thanks for putting this together Steve. I see why it makes sense to have a premium offering for higher net worth people, but our mission is to make Solar a reality for every American (with the help of the IRA).

It's middle income Americans who can least afford to be taken for a ride by a Solar pirates, and scaling a model that enables everyday people to benefit from Solar also gives us access to the largest TAM.

Whoever can mold the young hungry novice into an effective community seller will have the ability to scale indefinitely and book Billions in Top line revenue.

I think our premium offering is created organically when we graduate the better sellers into the higher net worth neighborhoods (or poach hitters from other companies).

It's only if we embrace our local roots that we can become Americas neighborhood Solar Company 🇺🇸

Let's keep our eyes on the phase 1 prize of 28 deals. Nothing else matters if we can't hit those metrics.

Again, a lot of good stuff in there, but let's table it until we hit it out of the park with our current sellers.

Happy to discuss on Monday.



Thanks good feedback on the 2nd video.

The first video discusses a diff topic and related to getting to 28 - how to solve for the reps being single points of failures and adding a layer of support. Video 1 above "Strategy for competing" is specific to a problem I foresee in getting to 28 with 3 existing reps and 1 incoming rep + myself.

Agree to table second video, but looking to discuss the first and the layer of support concept

Nevan

I completely agree. The support structure for the sale team is definitely something that requires more evaluation. The possible points of failure for a single resource are worrying

Edited

Nevan

As long as this is something that can be solutioned with existing resources before we kickoff after Labor Day then I'm all for it. It will just hurt our numbers if we need to hire new people to support our existing folks for Sept.

We have seen how long it takes to find good people.

Agree.

Nevan

We just need to make sure that our guys know what they are talking about (especially when the leads start coming in). Let test them this week, and then test them again. If you're not impressed by their delivery, then keep running them through it, this is the time. Eventually it will click, or we have a bigger problem.

And as soon as we have the collaterals, let's get them out and setting up their strategic partnerships. Let's get them a huge objection handling sheet, and have them go out and start talking with business owners.

Rick has trained up a hundred guys that have gone out and made a living, let's lean on him to tell us what we need to hit our goal of 28 signed deals in September.

I'm excited, let's move forward with the understanding that we have people with the ability and desire to do a good job, the rest is up to us.

Well said

Releasing the material tomorrow

8/30/23, 1:44 PM

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Edited

Attachment stored in iCloud:
IMG_8827.PNG (Image)

Edited

Derek/Nevan,

I called Rick. He was on a job site. We exchanged the above text messages.

I'm knee deep into his advice. Zero intention of slipping outside of what he's teaching.

I am a sales rep at Solar First. Humbled - with a healthy chip on my shoulder. That is my mentality.

I am also a designer of lead funnels and that is very important for the company.

I have a plan in place with Derek to redo the assignment which began today.

And I am designing the operations to ensure we are ready to capture and leverage inbound leads.

Outside of my calls with you both. I am heads down today. I've informed the reps of that. Reps are focused on their business plans, strategic partner follow ups, and stacking networking events for next week.

I also plan to be in Fort Myers / Cape Coral next week and will share travel plans shortly

Edited

Derek Piotter

As always if I can help in any way let me know. Use me if you're running up against anything where I can help close the gap quickly like we did this morning with open solar and PVWatts

Liked "As always if I can help in any way let me know. Us..."

Nevan

These are great first steps. I want to reiterate that near term reporting of the sales team should be redirected to Rick, until everyone is green lit to go into the community and start selling.

Steve thank you for taking the notes well and we are looking forward to having our top seller in the field in the coming weeks.

The expectation is daily check ins with Rick, and he can apprise us of progress. We should cut our time to once daily to exclusively discuss lead funnel tech (conversionly).

Thanks again everyone for the very real reset.

Onward and upward 😎

Liked "These are great first steps. I want to reiterate t..."

9/5/23, 9:05 AM

Derek Piotter

September 2023:

Closed New Business - \$100,000 (Local Residential installs)

Lead Funnel (Conversionly):

50% of projected throughput

Not to exceed \$1,500 CAC (30 day look back)

October 2023:

Closed New Business - \$150,000

Lead Funnel (Conversionly):

60% of projected throughput

Not to exceed \$1,250 CAC (30 day look back)

November 2023:

Closed New Business - \$200,000

Lead Funnel (Conversionly):

70% of projected throughput

Not to exceed \$1,000 CAC (30 day look back)

Role and Responsibilities

September 2023:

Outside Sales Focus - Report to Rick

Manage Digital Sales Strategy (Lead Funnel)

October 2023:

Outside Sales Focus - Report to Rick

Manage Digital Sales Strategy (Lead Funnel + Newsletter)

November 2023:

Outside Sales Focus - Report to Derek

Structure North Team in St. Pete - If numbers are hit Sept + Oct.

Manage Digital Sales Strategy (Lead Funnel + Newsletter + Conferences)

GTM with SLED Strategy

Management of Cape Coral Team will remain with Rick.

Training for all teams will remain with Rick.

9/8/23, 10:21 AM

Derek Piotter

*Attachment stored in iCloud:
IMG_4680.heic (Image)*

Derek Piotter

From Kyle's mom, good news!!

Man, thats good to see.

Derek Piotter

Emphasized "Man, thats good to see. "

Nevan

Great news!

9/12/23, 8:40 AM

Derek Piotter

Nevan are we doing the noon today?

Nevan

Nope. That's during dinner time. Let me know if there's anything timely you'd like to discuss

Edited

Derek Piotter

Liked "Nope. That's during dinner time. Let me know if th..."

Derek Piotter

Should I remove for the whole week?

Nevan

Yes please 🙏

9/24/23, 9:50 AM

Attachment stored in iCloud:
IMG_9001.JPG (Image)

Attachment stored in iCloud:
IMG_8997.JPG (Image)

Goodbye Philly. Lucy, our dog, and I left early this morning.

Finally getting on the other side of the move. Thank you both for the support.

Derek, I'm free to catch up whenever today.

I'll be at the fort Myers office in the morning for the sales meeting.

Derek Piotter

Love to see it! Safe travels down! The Florida sun is shining here waiting for your arrival

Derek Piotter

I'm at the gym now but will be available all day from 11 on so call whenever convenient/whenever you have a good stretch of road

Derek Piotter

Also please please remember my house is available if there are any issues with your Airbnb tonight

Ok ideally early-mid afternoon. Gotta get by Baltimore and DC first. Both NFL teams have the home games to get in front of. Just gassed up. I'll be in touch

Liked "Also please please remember my house is available ..."

Derek Piotter

Liked "Ok ideally early-mid afternoon. Gotta get by Balti..."

10/8/23, 6:04 PM

2 Angi list leads today. One is a repair request for a current system. The other is seeking more information. I'm engaged with both. Will update Derek with specifics next convo.

We are close to 10 reviews and need more. Sharing a doc that will make it easy for all of us to bring in more with friends and family

Derek Piotter

Liked "2 Angi list leads today. One is a repair request f..."

Derek Piotter

What's your path/process on the repair request?

I spoke to him today. He used a Tampa company no longer in business. Has 25 Q-cell panels and emailed me all the info he had along with screen shots of energy consumption / production. Big house, no battery. Has screened pool but no pool solar. Have to review it with you. Can forward

Derek Piotter

Let's chat it through in the morning. I'm debating if I make the drive up to st Pete tomorrow or stick here but either way we have the 830 block

Ok will forward emails for now so we can review

10/13/23, 2:26 PM

Angi's Update:

6 Angi List leads since Monday. Three came in today.

5 of the 6 fell under existing damaged panels, requests to service non-functional systems, or panel cleaning.

1 of the 6 is qualified.

They wanted in person home visit and expressed interest in energy storage. I booked the meeting for Wednesday at 4pm and will taking this lead.

I will prep with Derek before going in. Looking forward to it.

Nevan

Loved "Angi's Update:

6 Angi List leads since Monday. T..."

Nevan

Let's talk to Angi about qualifying repairs vs installs

10/17/23, 5:36 PM

Booked another meeting with an Angi's lead that just came in. So I now have back-to-back Angi lead in-home meetings tomorrow afternoon.

But this lead isn't scoring high for me. It's a homeowner who bought a home with solar already there and paid for but panel wattage is either very low or the system is faulty.

Could be a Panasonic battery play and also hybrid hot water angle exists after what I learned from calling. Could want all new panels as well

90 percent of Angi's leads are looking to fix solar. Only 1 lead (meeting tomorrow) that does not have existing solar

Edited

Derek Plotter

It's surprising to me that so many have been repairs, I always take a look as they come in. I'll be curious what wattage panels they have, if we don't have to swap the mounting hardware and just the panels it's a much easier install

11/1/23, 1:59 PM

Angi's expansion detail in your inbox. I have my Angi's guy is ready to move our decision forward today

11/3/23, 10:02 AM

Good morning, I'm going to move our weekly marketing KPI call to bi weekly and 60 minutes instead of 30 min on our calendars each Friday. I'm leaving St Pete for Cape Coral and will be driving at Noon but will roll my update into a broader weekly summary email tonight/this weekend if that works for y'all

So canceling today's call and rolling update to email. And resume Friday with a 60 min block bi-weekly

Derek Plotter

Rather than an email let's do some sort of forum where we can discuss it together even if it's 15min?

Ok then noon works still for me I just will be driving. Or end of day after we get back from closing deal on-site

11/10/23, 8:19 AM

Attachment stored in iCloud:
IMG_1065.MOV (Video)