

iMessage
11/27/23, 11:41 AM

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IMG_9881.jpg (Image)

Attachment stored in iCloud:
IMG_9882.jpg (Image)

Got it

This should be a layup

He's ready for a call

Just closed it getting it on schedule for next week

Amazing. So fast

I'm telling you man super easy

I'll get this bucket of leads to you today. We should formalize quickly. I have buy-in to take an interim path on this through mid-December

That deal was just replacement, correct? What was the contract value?

11/27/23, 2:00 PM

I'm heading out for a block of a few hours. Will get that list to you this evening EST

Heck ya man 😎

11/27/23, 4:25 PM

You mentioned you do pool solar correct? I have a lead I'm calling back that has a new standing seam metal roof. She left a voicemail with questions about clamping systems and install related questions. All of which I can answer but I can probably get this to a close for you, just confirming

All day every day

Assuming you clamp. What brand?

S5

And approximate cost? Or better avoid price and tee you up probably

Calling her now

Brand new pool system or reinstall ?

Brand new

I believe so give me both please

Depends on the system and pool size

Hard to say could be 4K to 10k depending on the size

It came via general voicemail on company line so I'll qualify it now and pass

Sweet

I'll handle it

Controller still in tact but they lost the panels. They were destroyed during hurricane Ian

Pool size is 12,000 gallon pool

They 6 panels 12 ft. - 2408 beach parkway west Cape Coral 33914

One sec getting her name and number

+1 (618) 283-0417

Jody Goldsborough

*Attachment stored in iCloud:
Screenshot 2023-11-27 at 4.41.46 PM.jpeg (Image)*

11/28/23, 10:32 AM

How'd it go with this pool lead?

Estimate sent

Ok great. Two more "replace or modify" Angi's just came in. I have voicemails into both. I'll keep in touch this week with live ones to move on day of inbound. That work for you?

11/28/23, 12:05 PM

*Attachment stored in iCloud:
Screenshot 2023-11-28 at 12.04.36 PM.jpeg (Image)*

I passed this guy your website last week. He should be atop your list for reaching out to and was on the list I sent last night

11/28/23, 1:31 PM

Sounds great 👍 he is

11/29/23, 9:17 AM

I have a killer idea. I think you'll love it. Let me run it by you today if you have time.

Hey man I'm at a conference until Saturday this week I can call later

That leads list is pretty aged the detach reset people went with other companies we will call on the cleaning and diagnostic stuff

11/29/23, 10:51 AM

I figured on the aged list. Was expected. Gave a small glimpse of what we can ramp to. Way more slipped through the cracks. I just got a call today on fixing a solar hot water heater that was struck by lightning. You do that?

11/29/23, 1:27 PM

Ya it will probably need replaced though

But we can

He has cash. Point-blank told me that brand new metal roof and 4000 ft.². He's going to send me photos and breakdown of what he needs as I was driving when he called teed up the possibility of you helping him out and he's ready to move. He said he will email me tonight and is hoping to speak with someone soon.

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Screenshot 2023-11-29 at 11.29.30 AM.heic (Image)*

Here is the update of the list you sent

For a degraded list 4 bids ain't bad. Plus the others outside the list. A testing ground for greatness

11/30/23, 2:59 PM

➔ Replying to Hunter, 2023-11-29 13:27:58: « Ya it will probably need replaced though »

I just sent you an email from the solar water heater guy who called in.

Ya that's a weird scenario I'll check it out

Cool. I'll add him to our list. More have come in.

I'll continue to share live ones. A church with 51 panels just came in for possible detach/replace but I need to speak to the pastor. Playing phone tag.

Outside of that, I'd like to grab a focused 30 minute block with you. Can be outside working hours if it helps the scheduling. Like I mentioned...a killer idea to share

Edited

12/4/23, 1:07 PM

Hi Hunter, are you open to a call in a few hours or this evening?

Sure

12/4/23, 3:07 PM

How about 5pm Denver time / 7pm EST?

Will be quick call

Sure

12/4/23, 5:31 PM

Great. I'll call you 5pm your time.

12/5/23, 11:20 AM

I prototyped your use case. I can in fact blend data that points to homeowners who have solar installations with defunct business data with an AI trained to correlate the data within an ArcGIS interface. It's actually epically beautiful to see mapped out. I have Pinellas County only for this prototype, but with lift it could be all of Florida. I could bolster the data points with more detailed information over time and the AI confidence scores would increase over time and with more data and with precedence to train on

Edited

Long story short, yea I can do this

Shit man...I mean...In theory, and outside my own vision for application, your business model could roll into new territories / expand existing territories with predictability and intelligence

Edited

12/18/23, 9:05 AM

Morning Hunter, I have resigned from Solar First. I'd like to resurface the idea of partnering to feed you leads. I will be starting my own entity and am looking for a formal partner. No urgent rush through the holiday but if you're interested still, I have campaigns pushing out into the new year that will spill over into your bucket

Let's do it brother

Great. Have any preferred terms or want me to spin something up. Would prefer to move away from handshake terms

Write a proposal but again my cost per detach reset lead can't exceed 300

That's every lead that closes

Got it. Can you provide pricing by service and max pricing by service ?

225 a panel detach reset from Jacksonville fl to Miami

Detach reset on tile roof for solar \$270 per panel

Diagnostic \$450

Pool panels \$350 per panel

I really don't want to do cleanings

Got it

Will let you know when ready

12/18/23, 2:04 PM

What is the preferred territory vs secondary preference territory, vs. etc.? I'm guessing Clearwater South to Naples is priority, then?

Jacksonville to Miami

But yes clear water to nápeles number one

Both sides Atlantic and Gulf straight on down?

Ok got it

I figure Cape Coral / Fort Myers is the central hub

Last question, Any sense of how you did in terms of closing leads from that small spreadsheet of stale leads combined with the handful of one-offs I floated you? Like the idea of starting with that momentum assuming you closed a few

Only closed one deal so far all the rest were old leads and hard to close

Ok cool I'm all set. Will run with some assumptions we will iron out. Thank you

Loved "Ok cool I'm all set. Will run with some assumption..."

1/8/24, 3:55 PM

Hi Hunter, had a little family matter occupied the mind/body through the holiday there.

Just got back in Florida. Proposal forthcoming in a few days.

Delivered

Awesome man