

iMessage
10/18/23, 7:16 AM

Morning Steve - this is Sarah. Where should we meet?

I will be parking shortly. Will call you

Go inside and find the stairs in the lobby and go to 2nd floor

10/19/23, 10:19 AM

We should leave in 10 min

Yes! Are you at the office?

Yes

I'm packing my stuff and we can get going

10/26/23, 8:50 AM

Morning Steve! I'll be working from home this morning since the meeting later is closer from my place. Let me know if you need me to drive :)

I will call you this morning to talk it through. I have a plan for you

Are you free in 10 minutes?

Yes! That sounds good

Sorry call you in a few

10/26/23, 11:13 AM

Quick question, did I join with my solarfirst email?

It should be

Why do you ask?

The form you fill out at the beginning

Use your solar first email

10/27/23, 11:04 AM

*Attachment stored in iCloud:
call-1653872263.mp3 (Audio)*

Let me know if you're able to listen to this live call I just took

And if you can listen to it, great. But please DO NOT share it with anyone at our company or outside of solar first

Because I want only you to hear it for training. It might not be a call I want other reps to hear or leadership until I listen back to it myself.

But it will help you understand how live calls unfold. I use much of the Rick training, but the conversation also takes turns that the training does not.

Attachment stored in iCloud:
PNG image.jpeg (Image)

This is the home we are discussing in that recording

And this is the address:

1719 Southeast 8th Place, Cape Coral, FL

Go into google earth, look at the home while you listen, also go into open solar and use this address and design a system you think would be beneficial.

When I call at 2:30pm...we will role play this same qualifying phone call. I will be him, you will be me/Sarah . Does that make sense and are you able to move forward with this exercise today? It will help you. Please confirm. Thanks

I can hear it and I will not be sending that over to anyone. Ok I'll be going over it and designing the system. Thank you so much for that I really appreciate it!

Liked "Go into google earth, look at the home while you I..."

➔ Replying to you, 2023-10-27 11:08:22: « When I call at 2:30pm...we will role play this same qualifying phone call. I will be him, you will be ... »

It does make sense and yes I think I will be ready and do the call at 2:30

10/31/23, 2:25 PM

Please grab an empty conference room on 3rd floor

Text me the room number

Delivered

3C