

Hi, may I speak with [**first and last name of customer**] please.

Hi my name is _____ and I am calling from Solar Solutions! How are you doing today?

I am just calling to see if you're home qualifies for the latest incentives on solar energy and I have a few quick qualifying questions. Today is [Month, Day] (Leads must be time stamped) and this call may be recorded for quality assurance purposes.

(Go into the qualifying questions)

- 1 Are you the homeowner "at" [Say the whole address...street, city, state and zip code] **Must speak with the home owner! If not...ask if the home owner is available. Must get the full name of the owner.**
- 2 Is it a single family home? Meaning your home is not a condominium or an attached house? **(townhomes and Mobile homes don't qualify) Must be a single structure home!! If a 2 family home...must ask if customer owns both properties!**
- 3 Are you still averaging **over** \$150 on your electric bill? **\$150+ is the target.**
- 4 Are you receiving any discounts from your electric company? **Cannot receive any "discounts" or "care programs" related to Senior or medical reasons!**
- 5 Who is your energy provider?
- 6 Do you have any tall trees or obstacles that shade your roof? **Check Google Earth to see if any trees are affecting the roof.**
- 7 Would you say you credit is about average, meaning a score of 680, or higher?
- 8 Would you consider adding Solar to your home if the savings made sense for you?
- 9 Okay Great, [Must read TCPA statement] - *By agreeing to receive a call back, you agree to our Privacy Policy and authorize Solar Savings America and its network of service providers to contact you using automated technology including auto-dialers, prerecorded messages, and text messages, even if your phone is a mobile number or is currently listed on any state, federal, or corporate "Do Not Call" lists, and you are not required to give your consent as a condition of service.*

Do you agree? (Must say "I agree")

10 And lastly, would you like to provide an email address? (If no then, “Okay, no problem”)

Thank you for your time and have a great day.

Note: customer must seem interested on the recording!

Remember

- Each call must be reviewed upon submitted by the affiliate before submitting.
 - Call recordings **MUST** be included for lead submission.
 - Only submit complete leads.
 - Check Google Earth for roof shade and home type. Trailer/ manufactured homes do not qualify and should not be submitted.
 - PO Box, TRLR, SPC, Unit, APT, addresses do not qualify and should not be submitted.
 - Home owner must verify their own name and answer the qualifying criteria, a family member or spouse cannot qualify on behalf of the home owner.
- Time stamp and all 10 qualifiers must be in each lead.
- Agent can not pose as an electric company or solar company.
- **Incentives:** No money out of pocket, surplus of energy can be sold to the energy provider... (Extra income).
- If a customer states they are on any ‘Do Not Call’ registries.... have to cancel the lead due to: Customer can sue the Solar Experts because they are calling someone who is not to be disturbed! **“Trappers”** is the term for people who make a living out of suing companies by being on the DNC registries.