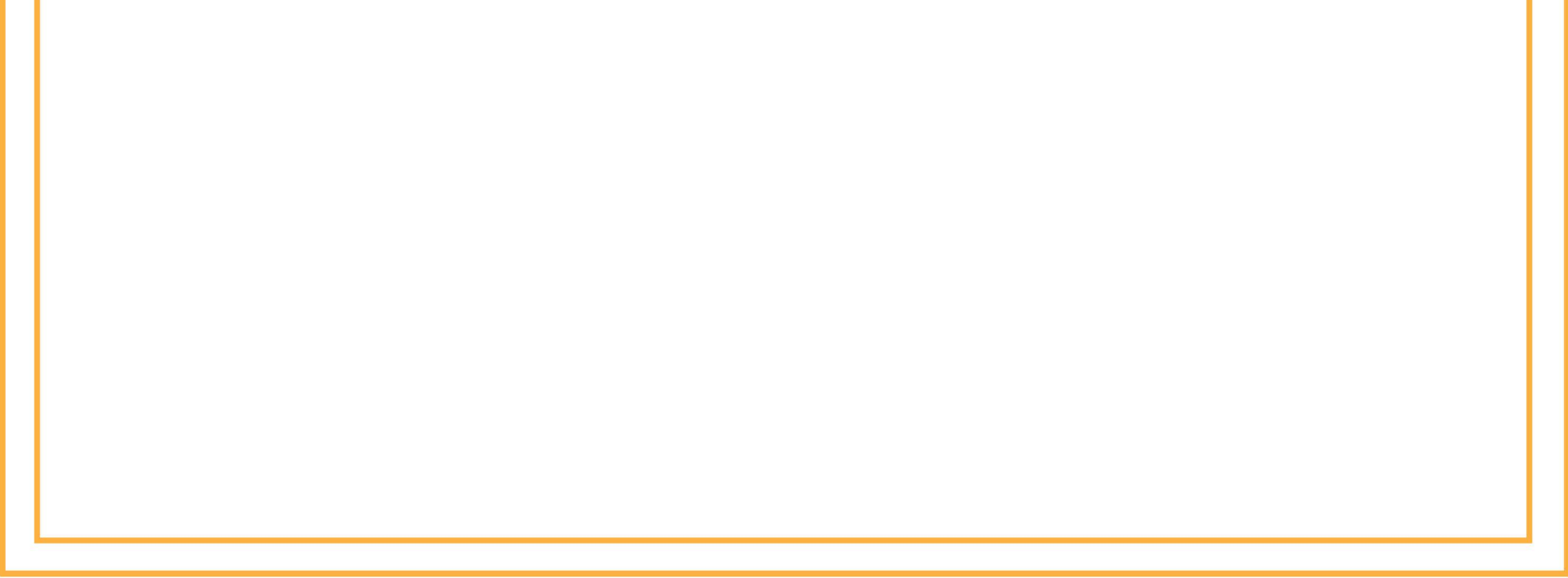




SUNFARM ENERGY SOLAR FRIDAY

DEALING WITH DOOR KNOCKERS



Have you had a solar sales rep knock on your door lately?

If you're a Gulf Coast resident, you've probably had multiple.

As the Florida solar market heats up, companies from across the country are jumping at the chance to capture business in our area.

Going solar is a big decision and a significant financial investment. Many door knockers are trained to pitch you on all the benefits of solar so that you sign a contract on the same day. But that also means they probably aren't painting the full picture.

We've got your guide to dealing with solar solicitors and the important questions to ask if one visits your home.



Learn About the Company

As solar becomes more popular on the Gulf Coast, many companies are moving into the Florida market from out of state.

These businesses can come from as far as Utah or Pennsylvania and claim they are local or headquartered in the Panhandle.

Be sure to ask how long the company has been in business - specifically how long they have been serving the Gulf Coast.

- **Where is your company based?**
- **How long have you been serving my area?**

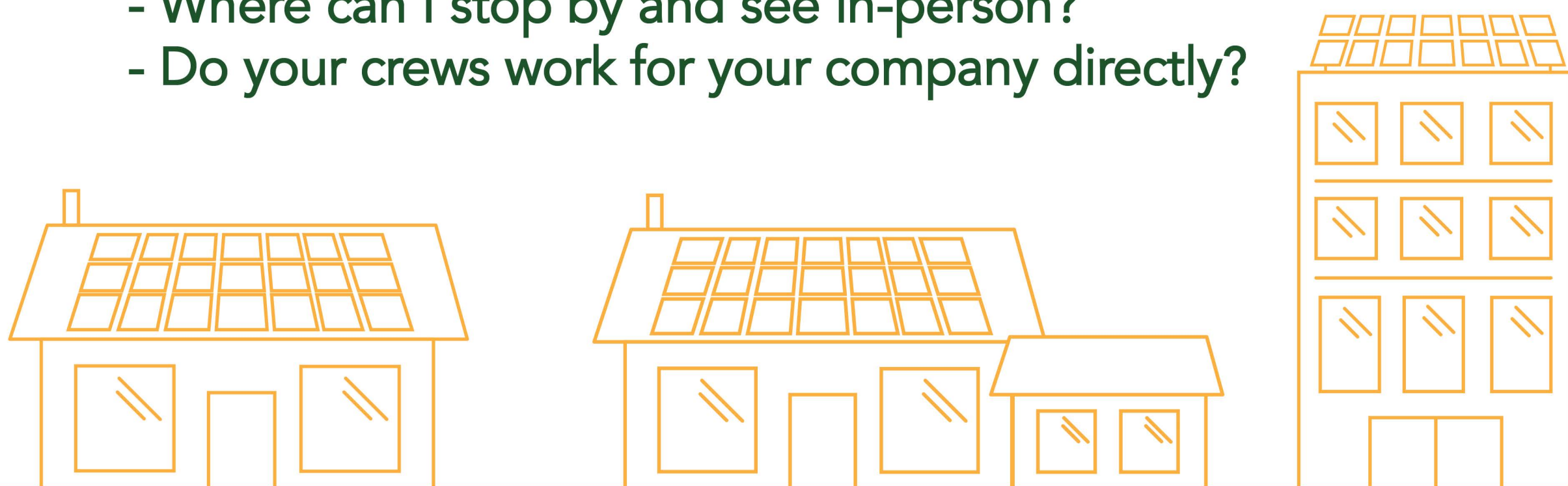
2 Ask About Installations & Install Crews

A reputable solar company will have a vast portfolio of installations to share. However, it's even better if they have local installs nearby.

Ask about the number of systems they've installed in your area and see if there's a system that you can visit in person.

It's also important to inquire about installation crews themselves. Reputable companies should have local install crews that work specifically for the business.

- How many systems have you completed in my area?
- Where was your most recent install?
- Where can I stop by and see in-person?
- Do your crews work for your company directly?



The background features a stylized orange brick wall at the top. Below the wall, a series of vertical orange lines of varying heights represent solar panels. On the right side, a tall orange ladder extends from the bottom to the top of the page.

3

Learn About Service Availability

While solar PV systems don't come with any moving parts, at some point during their lifetime they may need service.

This could include uninstalling and reinstalling when you need a new roof or just general issues with equipment.

Make sure to ask any door knockers if their company has a dedicated service department.

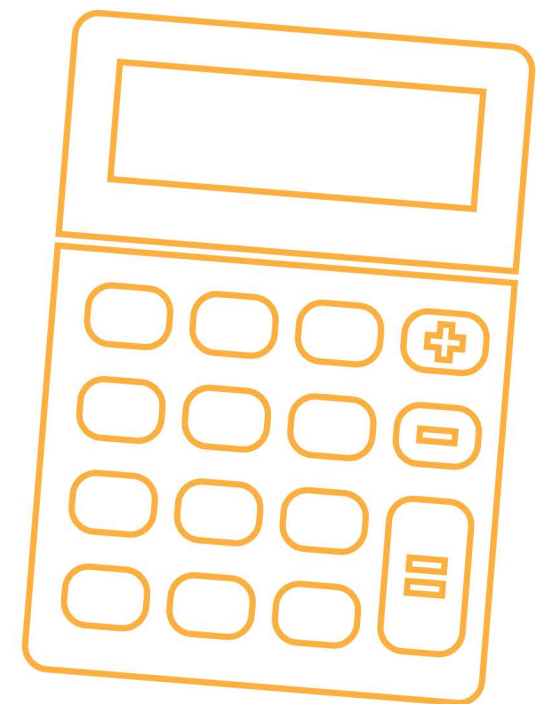
- Does your company have a dedicated service department?
- What kind of service work does your company offer?
- What is the turnaround time for service on my system?

4 **Ask About Financing Options**

Going solar is a big investment and it's important to be aware of the financing options for your system.

Make sure you ask your door knocker about financing availability.

- Which financing companies do you work with?
- What kind of rates and loan options am I eligible for?
- What percentage of your customers finance their systems?



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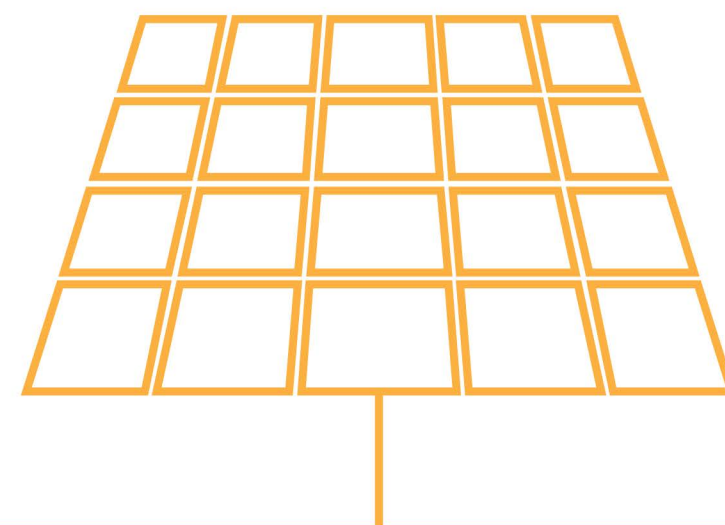
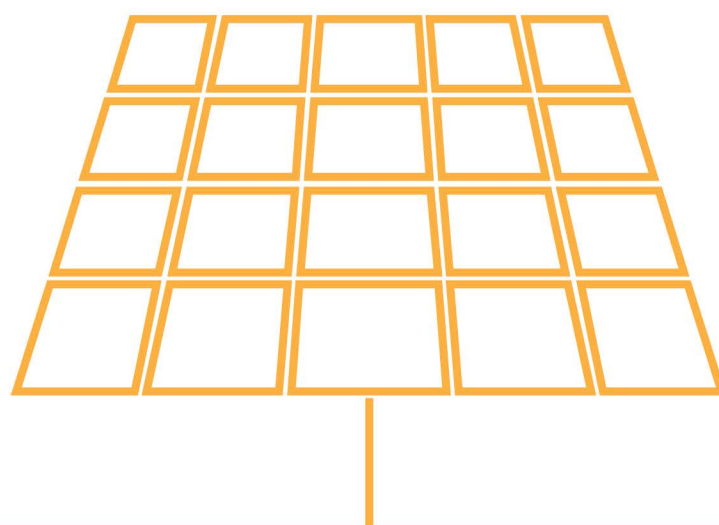
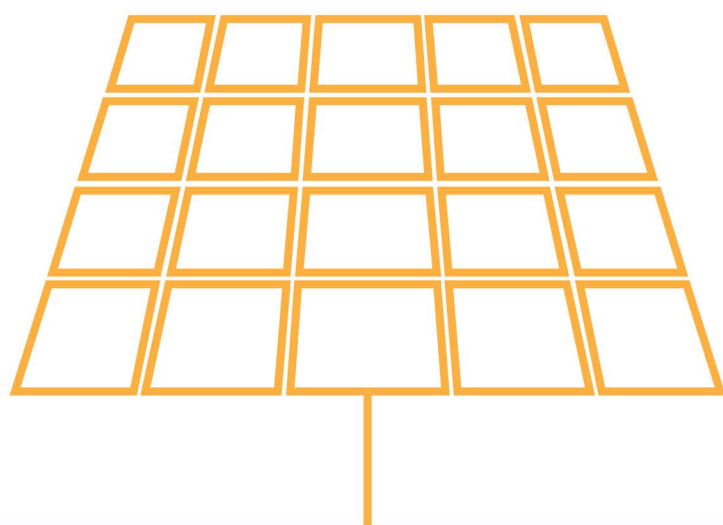
Learn About Equipment & Warranties

A trustworthy solar company should have multiple product options to choose from.

This includes panels, racking, and/or inverter systems. Plus, it's a big bonus if they have multiple options for storage.

Be sure to ask your door knocker about their product offerings and equipment warranties. With multiple product options to choose from, you're more likely to find a solution that's custom-fit for your power goals.

- How many different types of solar panels do you install?
- Which storage options are available?
- What are the warranties on your products?
- What does the warranty cover?





Have more questions or want to request a quote from SunFarm Energy? Give us a call!

850.472.0341

#SFESOLARFRIDAY

