

CUSTOMER STEPS IN THE SOLAR PROCESS

UNVEILING THE STEPS TO GOING SOLAR.

WELCOME

- Thank you for your interest in bringing solar into your business. Now that you an understanding of solar and how it can effect your business. What's next? We know there can be a fair amount of uncertainty and we want to get that out of the way as much as possible.
- So lets get started by breaking down what will be expected of you during the process.

OVERVIEW

- Is solar for you
- What is a API link and why should I do it?
- How long can I expect before receiving a proposal?
- After I agree to move forward what do I need to do next?
- Project timeline
- When will I see savings
- Referrals

IS SOLAR FOR YOU?

This is a common question from business owners. Below is a list of statements you should consider from a business prospective.

- Can we invest the time needed for questions that come up during process (current earmarked projects the next year).
- Been in business for at least 3 years.
- Future site plans for expansion not inhibited.
- Condition of the roof (if your roof has any current issues that you know of please let our representative know.)
- If I don't own the building what happens? (reach out to the owner and see if they would like a proposal to see what it would look like)

What is a API link and why should I do it?

- The API link is what connects us to the utility company you are using to gather the appropriate information for your usage and essential information that normally would be collected by filling out multiple forms.
- Who the responsible party is.
- The current utility bill.
- The last recorded months or years of utility bills
- The most important part is the interval data for the business.
- The best part is the link takes less than 2 minutes to complete and on the back end and about 1 minute to retrieve which goes straight to engineering.

How long can I expect before receiving a proposal?

- The proposal time line typically takes 2 weeks but if there are any abnormalities we will take a couple extra days to research. An example would be if your project is on a coastline checking with the appropriate authorities on soil types and structural items.
- We will go into the project time line later on in here.

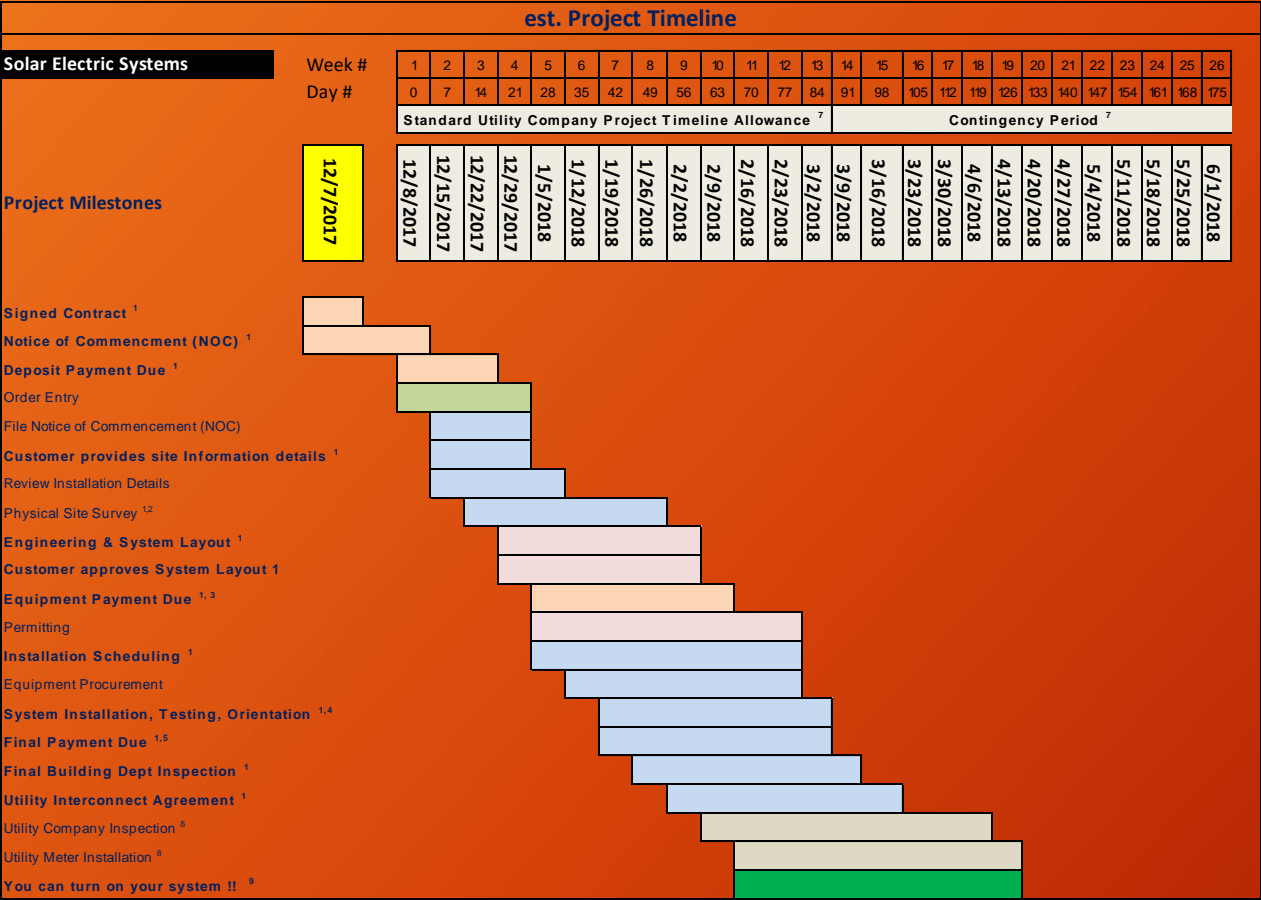
After I agree to move forward what do I need to do next?

- To expedite the process there are a couple things you can do to help.
- 1. Start by gather the business financials (The preference is audited financials but as long as we have a balance sheet with P & L's you are well on your way.
- 2. Let us know if there are any changes or planned changes. This will help ensure accuracy and speed on your project.
- 3. We may have questions as we process your project and would like to set up a preferred method of communication.

Project timeline

Initially you will get an estimated project timeline. There are typical estimations that we go off of initially. You will receive a breakdown that may look a little different from the timeline below but this should give you an idea of what to expect.

If you have any questions about your project you can reach out to your representative at any time.



When will I see savings?

- This can be found in your proposal if you have any additional questions please reach out to your representative.

Referrals

- Please hold all referrals till the end of your project we want you to experience the complete cycle of the solar process.
- If your interested in becoming a representative for solar with your business you can see all the benefits and explanation on what that means on our website: www.american-gc.co

Thank you

- Thank you for your trust and choosing us to be apart of your business. We hold our ethics to the highest standard and will always have a straightforward answer for you. If you have any additional questions please reach out to your Energy Advocate and let them know immediately. Welcome to the Family!