

## Door knocking approach



Hello is \_\_\_\_\_ here? I'm \_\_\_\_\_ from Sailfish Solar. How are you? I didn't stop by at a bad time, did I?

*If you did catch prospect at bad time. "Would you have any objection if I tried you later in the week"*

The reason I stopped by is we've identified your home as a great fit for a solar energy system and I wanted to ask a few short questions to see if we can help reduce your energy cost using Solar. How long have you lived in this home?

Do you have more than 2 household members?

Do you plan on selling the home?

How old is your current roof?

Has your energy bill increased in the last few years?

Is your electric bill higher than \$150 monthly? If so, how much?

It really sounds like you are a great fit for solar. Would you have any objection if I got you a free Solar proposal for your home?

*Confirm customer contact info including email. Confirm when is the best time to call/appt to review the proposal.*

*If prospect declines. "things have a funny way of changing, would you have any objection if I followed up with you in a year or so?"*

**Email Solar guide 1<sup>st</sup> set and appt to review the proposal.**

**Do not email proposals before reviewing with customer during appointment.**