

BOTH ARRIVE ON ZOOM AT APPT TIME

Review Info from **Setter** Call. Let them talk – ask questions. TAKE NOTES – let them know ALL THEIR QUESTIONS WILL BE ANSWERED ON THIS ZOOM.

YOU: Did you SEE THE 5 MIN. VIDEO? WFA **Thoughts / questions from that? WFA**
ASK ANY RELEVANT QUESTIONS ABOUT THEM AS INTERVIEWER.

YOU: On the video you saw money comes like CASH INFUSIONS. Starting with \$500 to \$1000 on your first one. **And can be \$2,000 or more on the next 3 and can be even higher.** So it's important to know **HOW the money comes in.** Right? WFA

We all get paid when the **solar hits the roof.** Every home is different, so it can be **30 days to 60 days out before the install is final and we all get paid.** These are actual CONSTRUCTION PROJECTS. **CAN YOU WORK WITH THAT? WFA**

****** THIS IS A MAKE / BREAK POINT. HANDLE AS SEEMS APPROPRIATE ******

YOU (if continuing): How many people do you know with an **ELECTRIC BILL?** WFA
How many would love to see that bill never go up ... and even GO AWAY? WFA
This is important.... **HOW MANY OF THOSE PEOPLE WITH AN ELECTRIC BILL**
are **FRIENDS THAT ARE HOMEOWNERS?** WFA

PREPARE TO SHOW THEM THE TRAINING PRESENTATION POWERPOINT.

YOU: Let me **SHOW YOU WHAT YOU WILL BE DOING.** Is that okay? WFA

YOU: Your job will be helping people HAVE A CHANCE to see if Going Solar would be a good move for them OR NOT. It's NOT always good for EVERYONE. And there is full training on how you do that.

To START, you will offer **Home Owner Friends** the chance to BE A REFERENCE FOR YOUR NEW JOB or just a FRIEND doing you the favor of **OBSERVING A SOLAR TRAINING PRESENTATION** with you. This IS PART OF YOUR TRAINING.

******* SHOW REFERENCE TRAINING PRESENTATION *******

YOU: Do you think you could get into helping people have the chance to check solar out BY SEEING THAT EXACT SAME PRESENTATION? WFA

There's NOTHING FOR THEM TO BUY or be “sold.” IT IS PURELY EDUCATIONAL.

I need to ask then ... THIS IS THE JOB. This is what you'd be doing to start. Would you like to come on board, work with us and do this? WFA

Perfect! Your next step then is to see how you RATE YOUR HOMEOWNER FRIENDS as either a REFERENCE for your job or as a FRIEND who will just do you the FAVOR of viewing a TRAINING PRESENTATION just like this one.

That starts at LAUNCH.YOUCANSOLAR.COM

***** BEGIN ONBOARDING / TRAINING / RELATIONSHIP BUILDING *****