



Re-Engagement Leads Script

Hey (Customer), How are you? This is (Your Name) from Sustainable Solar & Storage; I was calling because I see you've looked into solar in the past. Is that correct? (if yes) Perfect, have you sat with a consultant before? (if yes) Perfect, How did that go? (listen to their story and continue to Paragraph 3)

(no, or how did you get my number?) I believe you spoke to a rep in Home Depot a while ago. Is that correct?

Awesome, your home may qualify for the new solar initiative for homeowners in your area. Have you ever looked into the savings of solar before? Ok, your home could save up to 20-40% on your electric bill monthly and receive tax incentives from 5-10k back, how does that sound to you?

Ok, great! I'm going to set you up with one of our best consultants so we can get you going with solar but first I just have a couple of questions to ask you. How long have you been looking into solar? (If Yes,) Why haven't you moved forward in the pass? Do you have a Pitched roof or a Flat roof? What's your address so we can look up the roof space on satellite images? (If we already have their address, ask them to confirm it.)

So, As you may or may not know, there is a lot of savings with solar as well as a lot of incentives that you as the home owner will be able to take advantage of. So the best way to see how we can help you save more money monthly basis on your electric bill is to set up a free consultation with you and Idiris the consultant, he would be able to go over and explain everything with you!!!

What's the best time for you, would it be weekdays or weekends? Do mornings or afternoons work best? Awesome, so would (Two Times Ex: 10am, 12pm or 4pm, 6pm). Ok, perfect, so we have you for (repeat scheduled time and date for the person) all set for you!! If you could please have your electric bill available and ready or you could just send it to us now so we could be prepared ahead of time for our consultation!!