

STUDY GUIDE



streamline
energy



OBJECTIONS

1 OBJECTION

**"I DON'T HAVE TIME TO MEET".
(WE CAN MEET ACCORDING TO THEIR SCHEDULE IF NEED BE.)**

"IT JUST TAKES A 15 MINUTE APPOINTMENT TO CASH IN ON \$2000 TO \$6000. THESE REBATES WON'T LAST FOREVER, YOUR NEIGHBOR ALREADY CASHED IN, LET'S SEE HOW MUCH YOUR REBATE WOULD BE...MAYBE MORE THAN THE \$4000 THEY GOT, HOW ABOUT TOMORROW AT 5?"

2 OBJECTION

WE CAN'T AFFORD SOLAR

"STREAMLINE ENERGY MATCHES CUSTOMER'S CURRENT ELECTRIC RATE. SO YOU CAN AFFORD IT BECAUSE YOU ARE ALREADY PAYING YOUR ELECTRIC BILL. ALL YOU DO IS SWITCH WHO YOU ARE MAKING YOUR PAYMENT TO. THERE'S ABSOLUTELY NO UP FRONT COST FOR SWITCHING. IN FACT YOU WILL RECEIVE YOUR \$2000 TO \$6000 UP FRONT CHECK FROM US BEFORE YOU EVER MAKE YOUR FIRST PAYMENT."

**I'VE HEARD WITH SOLAR YOU END UP PAYING 2 ELECTRIC BILLS.
I DON'T WANT TWO BILLS.**

"STREAMLINE GUARANTEE'S 100% ENERGY OFFSET TO NEGATE THE NEED FOR A SECOND BILL AND STREAMLINE AS PART OF THEIR PRODUCTION GUARANTEE ACTUALLY PAYS A CUSTOMERS BILL IF THE SYSTEM DOES NOT MEET PRODUCTION QUOTAS."





3 OBJECTION

MY SPOUSE MAKES THOSE DECISIONS

“PERFECT WHEN IS A GOOD TIME TO CATCH HER AT THE HOUSE?”

4 OBJECTION

I'VE HEARD SOLAR DOESN'T WORK WHEN IT'S CLOUDY

“SOLAR USES UV RAYS, NOT DIRECT SUNLIGHT. YOU STILL GET SUNBURNT ON A CLOUDY DAY AT THE BEACH, DON'T YOU? THE CONCEPT IS THE SAME AND YOUR POWER IS UNINTERRUPTED, EVEN IF THERE WAS NO SUN FOR MULTIPLE DAYS”

5 OBJECTION

I ALREADY GOT A QUOTE FROM ANOTHER SOLAR COMPANY

“WHAT DID YOU NOT LIKE ABOUT WHAT THAT COMPANY REPRESENTED? (THEY WILL TELL YOU..AND GIVE YOU THE OBJECTION TO OVERCOME TO SET THE APPT)”



6 OBJECTION

I TALKED TO OTHER SOLAR COMPANIES AND IT JUST DOESN'T SEEM WORTHWHILE TO US

“OUR COMPANY IS DIFFERENT THAN MOST. WE OFFER AN UPFRONT CHECK TO YOU, AS OPPOSED TO MOST COMPANIES WHO MAKE YOU PAY THEM UPFRONT FOR INSTALLATION, AND ALL YOU PAY IS WHAT YOU'RE CURRENTLY PAYING, PLUS YOU GET AN EMERGENCY ACCESS POWER STATION FOR THE NEXT ICE STORM OR HURRICANE THAT COMES THROUGH. WOULDN'T YOU LIKE TO HAVE POWER DURING THOSE TIMES?”

7 OBJECTION

MY BILL IS ALREADY PRETTY LOW.

“WE ARE GOING TO MATCH THAT LOW RATE. PLUS ENERGY RATES DOUBLE EVERY 10 YEARS. WE PROTECT YOU FROM THOSE PRICE HIKES PLUS WE PROVIDE EMERGENCY ACCESS TO POWER, THAT LOW BILL YOU'RE PAYING NOW DOESN'T COME WITH THAT.”

8 OBJECTION

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