

The Glow Solar Discovery Process

Is solar right for you?

Glow Solar's simple, no-cost, no-obligation, no-pressure discovery process focuses on providing all the information you need to determine if solar is right for you. We are happy to assist even if you currently don't know anything about solar or are just looking to learn about the possibility of solar on your home.

- 1) Contact Us.** Get things started by contacting Glow by phone, email, or our simple web-based form.
- Glow will promptly be in touch to schedule an initial consultation, which can be done in person, virtually, or by phone.
- 2) Information Session.** The information session is a casual discussion with three objectives - to provide an overview of home solar and our company; to learn about your home, energy needs, solar goals, and budget; and to answer any initial questions you may have.
- As a follow-up, Glow will ask you to provide your last 12 months of energy bills so we can understand your energy consumption, usage patterns, and rates.
- 3) Customized Solar Proposal.** Glow will use the information you provided to design a solar system tailored to your needs, priorities, and space. Glow will also prepare a report detailing the system design and cost - including the energy production, electricity cost savings, environmental offsets, financial incentives, and payback period you can expect.
- When the proposal is ready, Glow will contact you to schedule a review that can be done in person or virtually.
- 4) Proposal Review.** The purpose of the proposal review is to provide all the information you need to determine if solar is right for you. As such, Glow will discuss the proposal for your solar system with you in detail and happily answer all your questions. We'll also provide you with a copy of the proposal and be available to answer any follow-up questions.
- If we don't think solar is right for you based on your needs and priorities, we'll tell you. If you want help evaluating alternative proposals, we'll do so honestly and make sure you understand all significant differences.
- 5) Home Assessment.** If you are interested in continuing, Glow will visit your home to assess interior and exterior elements needed to finalize your system – including the roof, electrical system, general structure, and property layout.
- In most cases, the home assessment does not change any details presented in the solar proposal. If it does, Glow will clearly explain all changes to you.

What about financing? *Glow Solar is focused on providing amazing solar solutions, not financing. We feel that financing offered by solar companies very often is not in the best interest of homeowners - so we don't provide it. If you are interested in learning more about financing options, we'll be happy to recommend well-qualified lenders for your consideration.*