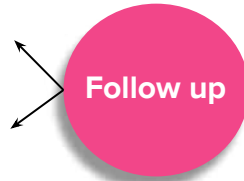


Hi [leadName], this is Alex, with "ABC Solar". We just received your inquiry. Hi {{leads.firstName}}, this is Alex with {{agents.personaTeamName}}. We just received your inquiry. I just have a couple quick questions. I can give you a quick call. Or does continuing by text work for you?

5:37 PM

Let me know either way...

5:50 PM



Still interested?

9:13 AM

Hi Alex! Due to Covid situation, I might not move forward with this project in the near future.

Got it. Many of our customers are meeting with us online through Zoom or Facetime, while we sort through the social distancing timeline. Would you be open to a brief video call or phone call?

Sure

Awesome. Before I get you scheduled, I just have a few questions. Can you confirm what type of property you have? (Condo, Townhouse, Single Family Home, Duplex, Commercial, etc.)

Single Family, 3400 Sq Ft house.

Great. Just to confirm, you own your home correct?

Yes

What's your average monthly electric bill looking like?

\$300

Got it. Just a few more questions before I can get you connected to one of our team members. Just to confirm, your home address is 379 Canyon Ridge, Bonita CA 91902 ?

Yes

Perfect. What are the best dates/times to speak with one of our experienced Solar Consultants?

Monday at 9:30am.

Sounds great. I will get this info over to our team ASAP. Thank you for your time and we look forward to helping!

✓ Update CRM



**Appointment Set**

Hi [leadName], this is Alex, with "ABC Solar". We just received your inquiry. Hi {{leads.firstName}}, this is Alex with {{agents.personaTeamName}}. We just received your inquiry. I just have a couple quick questions. I can give you a quick call. Or does continuing by text work for you?

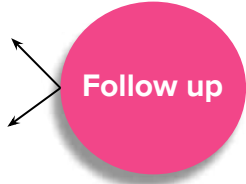
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Condo

Just to confirm, do you own the roof or have written permission from your HOA to install solar?

No

I understand. Unfortunately we are not able to service Condos at this time. If your situation changes in the future and you need our services, please feel free to reach out. We would be more than happy to assist you. I hope you have a great rest of your day!

✓ Update CRM

 **Disqualified**