

DEBUNKING THESE TOP 8 MYTHS SOLAR COMPANIES WILL TELL HOMEOWNERS

1. You won't have a utility bill.

This is false. After going solar, you will typically have a small grid connection fee every month and a larger electricity bill at the end of the 12-month period. EEC tries to size systems to mitigate the size of the settlement bill.

2. A lease or PPA is better than purchasing a solar system.

Purchasing a solar system outright will offer you more benefits and help you get a return on your investment. If you lease or PPA you will never own your system and save as much money from renting versus owning.

3. Time is running out and you must sign quickly.

An honest salesperson would never rush you to sign anything without giving you time to review what you are signing. It is very common for sale personnel to use high-pressure tactics such as price increases, today only, my boss is unhappy but says this is okay and other statements to create a false sense of urgency.

4. You can't cancel your contract after signing.

You have at least three business days to cancel your contract for any reason. If you are 65 years of age or older, you have five days. Note that different rules may apply.

5. All roofs are suitable for solar.

Not all roofs are suitable for solar. Roofs that are mostly shaded or face due north are not good candidates for solar as they will not provide enough sunlight to create enough energy for your home. We review this case by case.



CONTACT:

chris@efficientindustries.net 

951.541.8848 

efficientelectriccompany.com 

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6. You will get a rebate or "get paid" to go solar.

This is a false statement. Companies will inflate the cost of the system and give you an advance on your loan. You essentially are receiving your money back on an overpriced solar system to make it look like you getting paid to go solar. This tactic is actually illegal because that is funds you are receiving a tax credit on.

7. Low monthly payments and long financing terms are better than short financing terms.

Large companies offer in-house financing and term up to 30 years which have appealing low-interest rates or escalating annual interest. They will inflate the term and the interest, making the monthly payment seem much lower than most local companies can. However, if you amortize a low monthly payment with a low rate over the long term is actually more money than a high rate in the short term. This is designed to benefit a large company's bottom line.

8. Solar companies are sponsored by local utility companies.

This is not true. All solar companies can enroll you in a utility Net Metering Program which allows you to gain financial credit on your electricity bill when your solar system sends electricity back to the grid after first powering the electricity needs at your house. Many sales personnel will claim they have a relationship with the local utility to create a false sense of trust.



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