Hi how are you today? Good good.

Just working on the smart grid updates. Just gotta speak to all of the

homeowners. Are you the home owner here?

alright, yeah just following up on this SDGE notice you received about two

months ago. It’s just Letting you know why all the rates keep going up. Did have a

chance to read this? (That’s okay, most ppl don’t that’s why we’re out here. And

let me just make sure I got the right person here. Is this FIRST LAST? Okay, and

do you handle the electric bill? Okay, is she here too?)

basically SDGE is pulling all of its power from out of state now from states like

UT, NV and AZ and they’re just charging you more to get it shipped here. It comes

through the power lines if you look at a utility bill you’ll see half the bill is

shipping & handling charges. So There’s been a lot of complaints in this

neighborhood about it. Have you noticed the electric bills going up too? Yeah, so

that’s why.

So Why I’m out here is any home in this neighborhood that has a high bill of 70 or

more may qualify for the new smart grid option. It’s a way to go solar but the

reason not everyone has solar yet is because it’s obviously very expensive to buy

them right? Yeah So they made this new program so you don’t have to buy the

panels. You’re just paying for the electricity that you use from the panels at a

lower fixed rate so it can’t keep going up like Edison and it’s 30-50% less than

what you pay Edison. And because you’re not buying the panels there’s no

installation cost and also since they’re still going to be the companies panels, they

do all the maintenance and repairs if needed and they do 24/7 monitoring to

ensure the panels are producing the amount of energy that is specified in the

actual agreement and refund you any difference if there are any issues at any

point. And all this is in black and white by the way. So it It just lowers your bill

about 30 50 % if you qualify.

So we are just out here to see whos eligible. On average what do you pay for your

electricity every month?

Is that like a high bill or low bill? (Small talk)

Or wow is that like your average month

How does that make you feel?

Are you comfortable with/paying that?

Would a lower amount help you?

How so?

The reason for these sort of personal questions is that Part of my job within the

program is not just to see who’s eligible but also to help those who really need it.

Yeah anyways I’m not here to sign you up. all I have to do today is take a look at

one of your electric bills. Looking at this bar graph right here let’s me know how

many kilowatts you use per month to see if you may be eligible.

Are you old school? Do you do paper billing or online?

Cool, pull that up or grab that. (Even better, do you have your phone on you? Go

ahead and pull that up / even better, go ahead and grab a recent one.) All I have

to do is take a look at the bar graph to see if your eligible.

(take a step back)

Okay, so I’m just going to take a quick snap of this and send it to my design team

to see if you qualify and come back with your customized report with your

results. Do you prefer mornings or evenings? Okay let me check the calendar to

see where we can squeeze you in. Actually we just had to reschedule one of our

appointments, are you guys available tonight? Okay and what is your cell phone

number? And email?