

A reason to call past clients that has nothing to do with the market.

We came from real estate, and we treat every energy deal like a closing. Your client keeps the same house and the same electricity at a rate set in writing, with no money down. Not every house qualifies, and we'll say so.

Where it fits in your business

After closing

The first electric bill in a bigger house is often a shock. Your 30-day check-in now has something useful in it.

Past clients staying put

Low-rate owners aren't moving. A conversation about their bill keeps you close until they do.

Listings with solar

Your seller already has a power agreement. We speak escrow and can help keep the transfer from stalling the deal.

Home anniversaries

A touchpoint that isn't a market update: an offer to have someone look at their bill.

Selling a home that already has a power agreement

1. **Get a copy of the agreement** when you take the listing, not once you're in escrow.
2. **Disclose it early,** so buyers know the rate, the term, and who services the system.
3. **Start the transfer when escrow opens.** The buyer usually needs the provider's approval.
4. **Call us.** We'll help you read the agreement and work the provider's process.

Who to look for in your sphere

- Past buyers who have been in the home two years or more.
- Past sellers who bought locally.
- Big, older, or west-facing homes that run hot.
- Homes with existing solar whose owners want a battery, or help understanding what they inherited.
- Anyone who told you they're staying a long time.

> "Hard to believe it's been three years since we closed on Maple Street. How's the house? A lot of people are frustrated with their electric bill lately. I work with a team that will tell you straight whether it's worth looking at. Want me to introduce you?"

An opener that works. Ask first, then start a group text with our team on it.

What you earn per installed deal

Paid under a written partner agreement. Some brokerages require outside pay to go through the broker, so check your policy first.

$3,500	$5,500	$7,500
1 to 4 a month	5 to 9 a month	10 or more a month

THE SUN BROKER

Peter Galvez (916) 999-9819 **Mike Machino** (602) 818-9170
partners@thesunbroker.com energyrefinance.com