

Solar Sales Handbook



ROBERT LINTON
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Solar Sales Handbook Earn A 6 Figure Income

**Gary W. Mielke, Illinois Institute of
Natural Resources**



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Solar Sales Handbook Robert Linton, 2014-02-09 Solar Sales Handbook Earn a 6 figure income With this Solar Sales Handbook my first goal is to inspire you to motivate thousands more to switch to an innovative yet timeless energy production system by using solar energy My second goal is to get you up to speed on new sales opportunities in selling solar systems to homeowners across America by sharing secrets from my learning how to successfully pitch solar sales from firsthand experiences since 2010 This handbook is a daily must read for newbies It's similar to getting warmed up for a sporting event You want to get mentally prepared before making your solar presentations in aiming for gracious win wins for yourself and customers to be The Handbook is meant for the beginning to intermediate solar Salesperson The Solar Sales Handbook will give you the confidence to explain how solar energy benefits homeowners You want to have the nuts bolts and nuggets at your fingertips to be convincing which you will if you'll start out each day by reading this handbook in getting comfortable with concepts and industry terms before making sales calls I've simplified it for you with three sections Part 1 Discusses why solar sales are increasing Why Solar Now Homeowner Solar Options How do Solar Purchase Power Agreements Work Part 2 Coaches you how to sell solar How to Sell Residential Solar How to Create an Elevator Pitch Probing Questions for In depth Qualifying Presenting the Solar Proposal Closing the Solar Sale Part 3 What every Solar Salesperson should Know How to Solar Math How Credit Scores Affect Solar Sales How to beat the Competition Keep them Laughing with Renewable Energy Jokes Case Study Solar Jobs Sold The Solar Sales Handbook is full of good information and best practices to successfully sale residential solar and earn a 6 figure income Solar Sales Handbook Keep it Green **Solar Sells Handbook 2nd Edition** Robert Linton, 2016-05-03 This information packed handbook will inspire passion and confidence in your ability to motivate homeowners to switch to an innovative yet timeless energy production system solar energy Solar Sells Handbook shows you how to learn about new sales opportunities in the residential solar industry offering plenty of tips to help you pitch solar products to your prospects become a successful solar energy consultant and improve your odds of earning a six figure income Part one of the book discusses the drivers for increased solar sales such as rising awareness of environmental issues declining costs and third party finance models Power Purchase Agreement and the Solar Lease that are bringing solar energy within reach of millions of homeowners across America The second part coaches you on how to sell solar energy offering a variety of approaches that have proven successful in the sales of hundreds of megawatts in residential solar The third section goes into the technical details and sales protocols that every solar salesperson needs to know so they can present potential customers with the best options information and advice and outshine their competition Part 4 discuss What Every Professional Solar Consultant Should Know Written by a professional solar sales consultant with years of experience in the industry this first of its kind handbook is an indispensable resource for newbies and veterans alike

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