

Questions to Ask a Solar Energy Salesperson



- What year was the company established? Where are its offices?
- Will you give me a firm quote or an estimate?
- How are contract changes addressed? Do I have the right to cancel?
- Is the system's performance guaranteed?
- Help me understand the financing options: Lease, PPA, Loan, Cash
- How much can I save?
- What if I sell?
- Who designs the system and forecasts actual output?
- Will the system meet local building and fire codes?
- Who gets the permits?
- How do I know if my roof is OK?
- Do you recommend a single inverter or mini inverters or an optimizer?
- Should I interconnect to the grid? Can I get power during a blackout?
- Who is responsible for fixing any damage to my roof during installation?
- How much money is due upfront?
- Which rebates and incentives come to me? Federal? State? Other?
- Can I add more panels/modules later?
- Should I wait for newer technology?
- Can I apply for shared solar or community aggregated solar?
- Are installers your employees?
- How long will the installation take?
- Do I need to be here?
- What warranties are on different parts of the system and who's responsible for each? Who do I call?
- Will my home value change? Will my real estate taxes go up?
- What if I move?
- Are the panel/modules blue or black? Will neighbors be notified?
- How long will they produce maximum power? Will they degrade much?
- Can squirrels chew the wiring? Are leaves a problem?
- May I see your state license number and is your insurance paid? Who is your insurer?
- Will there be a master electrician on site?
- Can I see customer references and examples?
- What is the process for future roof replacement? Cost?
- What are the performance variables like for hot or cold weather?
- What if a new building shades my system?
- Will you perform a whole house audit and let me know how to reduce all my energy demands?
- Can you quote a canopy system, a ground mounted system or a tracking system?
- If I have an electric vehicle, how much solar energy is needed to charge it?