



## Member Profile

**Who?** Karen Irey - NextEnergy Solar Consultant

**Where located?** Danville, CA

**What services/products do you offer?** Residential and commercial solar electric systems

**When available/hours of operation?** Monday thru Friday, 9:00am to 5:00pm

**Method of payment?** (accept credit cards...which?)

none

**Who can you help or what problems can you solve?** (types of clients, customers, patients)

Anyone interested in lowering or eliminating their electric bill. Free yourself from your continuously rising electric bill.

Consumers with high electric bills; pool, spa, large house with high air conditioning requirements.

Retired household on fixed income; help stabilize future cost of electricity.

**How can you help people reach their goals?** Design a solar electric system to fit customers needs.

Various financing solutions available to help reach independence from high electric bills.

**Why choose you over a competitor?** Local installation company with over 25 years experience in the solar industry. Premier dealer of highest efficiency solar panels on the market; SunPower solar panels.

**What is a good referral for you?** (define types of referrals) Consumer with high utility bill concerned with environment. Consumer interested in a secure investment in their home with greater than 10% ROI. Retired household on fixed income looking to stabilize future utility costs.

**What does not constitute a good referral?** Just curious about how solar works with no intention or resources to purchase.

**Who do you know who? What is your DREAM referral?** (name of company, name of a certain person, etc.)