



**Michael Gault**

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## Conversation Scrip

I just came across one of my customers that got free money for a battery system.

You know how they keep turning people's power off, well someone got hurt and now there is money for free battery systems.

Did you get your true-up bill yet, it seems it keeps going up and up.

Have you had any blackouts recently? (this is a good one if there have been recent wind storms where they turn off the power)

FAQ-

Sounds too good to be true, how is that possible? (What's the catch) (Nothing for free)

It's a rebate from the utility company, you can reach out to Mike at 760) 448-0026 to go over the details.

Is there any cost out of pocket?

No, the entire program is paid for by state and federal incentives.