

**THE
5 RULES TO
FOLLOW TO
ENSURE YOU
INVEST IN A
QUALITY
SOLAR SYSTEM**





INTRODUCTORY

You could be investing in solar that won't last. Don't get caught out by those dodgy commercials/ sales representatives.

THE 5 STEPS YOU SHOULD TAKE BEFORE INSTALLING SOLAR

An investment into solar is a big commitment. One that is supposed to save and even make you money! Choosing the wrong installer, let alone the wrong system can set you back thousands on call out fees and equipment replacement if installed incorrectly. Here's 5 ways you can navigate through the time wasters to ensure you're getting value for money.



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PROOF OF QUALIFICATIONS

LICENCED FOR TASK

The person signing off on your new solar installation will have the required qualifications, But that doesn't always mean the person installing the system will. Confusing I know, but don't get caught out! Here is a list of things to check when it comes to your solar installer.

"It does not prove a thing to be right because the majority say it is so."
Friedrich Schiller

CHECK LIST

1. Check the installer or installer crew leader has the appropriate training. Ensure that the person/s who are completing any electrical components of the install have a current electrical licence and CEC accreditation number.
2. Ensure they are meeting all safe practices. It's easy for installers to get complacent when it comes to safety. And you shouldn't have to worry about someone injuring themselves whilst working on your premises. Check they have had training in working at heights and have safety measures implemented to ensure that.
3. Do they have a good track recorded? Ask to see photos and reviews of previous work to give an insight into the quality of work they are capable of.

DON'T BUY INTO BILL BUSTERS

We've all seen the ads "Buy solar now for zero dollars upfront!" They have a great sales pitch for a cheap system which will save you money and earn you money in the long run. But this isn't necessarily always true.

IF IT SEEMS TOO GOOD TO BE TRUE, IT PROBABLY IS

There is a reason we in the industry like to call these type of companies 'Bill Busters'. They promise you the world then sell you the cheapest most unreliable system, then hire the cheapest and most unreliable installers. All so they can make the most profit and leave you with a system that either creates more problems for you or in some cases doesn't even work.



"If it's fast and cheap it won't be good. If it's cheap and good, it won't be fast. If it's fast and good, it won't be cheap."

Paul Maher Jr

WHO IS INVOLVED?

From the owner of the company to the salesmen to the installer, generally, they won't be the same person. So how do you know the system you're going to invest in will be installed at the level that was sold to you?



*"Am I a fool? I don't think I'm a fool.
But I think I sure was fooled."*

Kenneth Lay

WHO'S WHO IN THE COMPANY?

Sometimes the person that sell's you the system isn't the same person who goes over the site visit. Generally, they are not a trade qualified individuals and this can limit the information they can document which in turn will have a drastic effect on your end result.

THESE INCLUDE:

1. Being unable to gain access to the roof for a proper panel layout measurement.
2. Being unable to open electrical switchboards which can affect the design of the system.
3. Being unable to properly document the supply size of the main electrical cables to your premises which can affect the design of the system.
4. Limited knowledge of inverter specifications/ mounting zones.

WHAT AM I BUYING?

When it comes to solar most people are unaware of how the system works and even what each component does. It is important that you do some research into what products you are actually buying and how well they function.



*“Good enough is not good enough if it can be better.
And better is not good enough if it can be best.”*

Rick Rigsby

PROOF OF SERVICE

I have heard of so many people getting caught out by companies who have taken advantage of their clients limited knowledge of solar. When speaking with the salesmen ask about what brand/s of inverter, panels, rail and racking they use as these are what can make or break a system.

MATERIALS

The inverter/ panels are the most important part of the system as it is the brains of the operation, if it fails the system will fail to work, so you want to ensure your getting a quality brand.

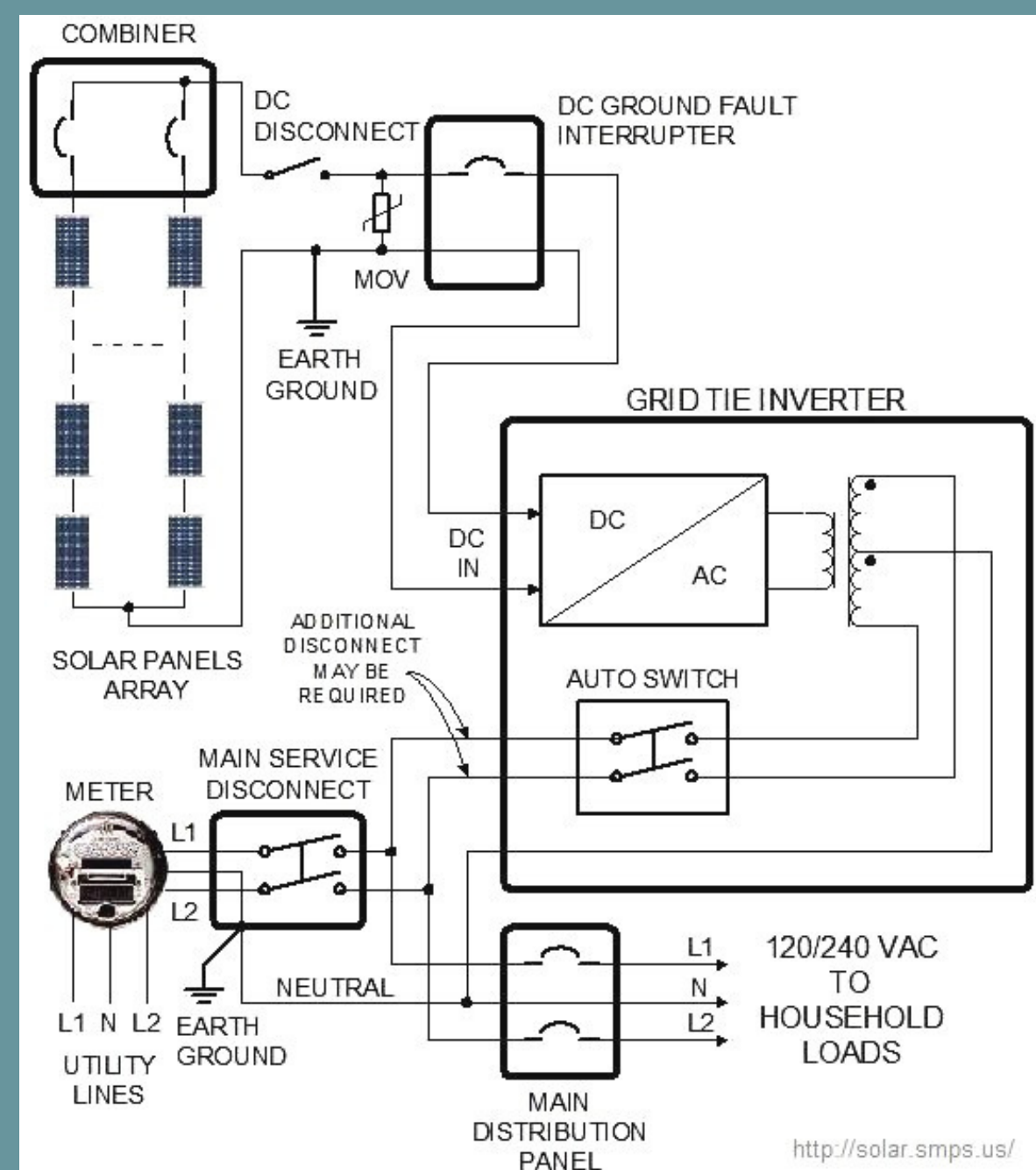
Once you have a quality panel, you'll want to make sure they don't fall off your roof! Ask for a copy of the rail/racking requirements and ensure that the rail you are purchasing complies with the current standards.

LOCATION

Also finding the right system for the area you live is another important factor that needs to be considered. Ask what system would best suit the conditions of where you are located.

WHAT IS THE PROCESS?

Who likes doing paperwork? No one! So how can you make life easier so you know what is required of yourself and your installer when it comes to the application side of your install?



HOW DOES IT WORK?

All solar systems have a number of calculations, schematics and applications that need to be filled out before any work can commence.

WHAT CAN YOU DO?

While the technical side of forms will be completed by the installer, they are going to need information from you regarding meter numbers, pole numbers, retailer information, contact details, average daily power usage etc. All of these can be found on a copy of your latest quarterly bill and this information will be attached to your connection application and sent to your energy supplier so they can approve the connection of your system, providing all the information complies with the current electrical and CEC solar standards.

"Often the most important moment in the design process is figuring out what the right question is."

Thomas Heatherwick

To guarantee you're getting both a qualified electrician and a solar accredited installer, satisfaction with the persons knowledge of the system they're selling, value for money in the products you're investing in, and reliability in knowing that I will be personally doing all I can from start to finish to ensure you get a quality solar system first time every time.

CONTACT ME NOW!

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