

Near Zero Energy Homes



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Agenda

- How important is training?
- What do the agents need training on?
- What tools to the agents need?



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The importance of training

“I asked these savvy green builders what they believe to be the most effective tool to reach home buyers, and they generally pointed to word of mouth efforts through community channels and personal relationships. They found that the more engaged they became in the education of their home buyers about the sustainable features and attributes of their homes, the more passionately enthusiastic the home buyers became.”

Sara Gutterman
CEO
Green Builder ® Media



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What do the agents need training on?



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What are Near Zero Energy Homes?

Energy Efficient Homes + Solar Electric Technology =

Near Zero Energy Homes



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Benefits of Near Zero Energy Homes



- Decreased** energy needs of an energy efficient home lessens the overall utility demand
- Combined** with solar energy **generation** creates
- Healthier** indoor air
- Environmentally** friendly homes
- Higher** resale value



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Solar Electricity

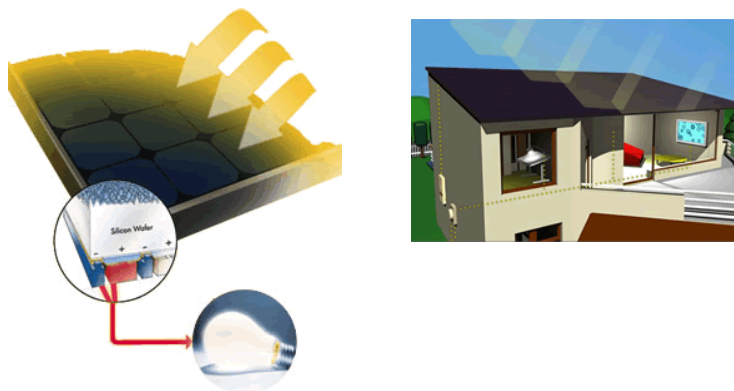


Photovoltaics, PVs, Solar Electric—it's all the same



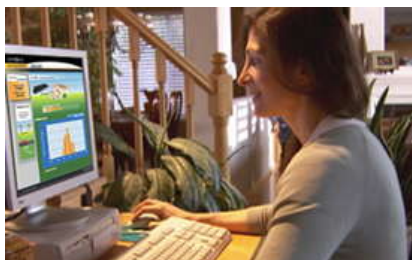
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How does Solar Electricity Work?



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Performance Monitoring & Net Metering



Monitoring:

Performance Monitoring software offers up-to-date, easy access to solar system data and performance metrics.



Net Metering:

When you generate more than you use, your electric meter spins backward.



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Benefits of Solar Electricity

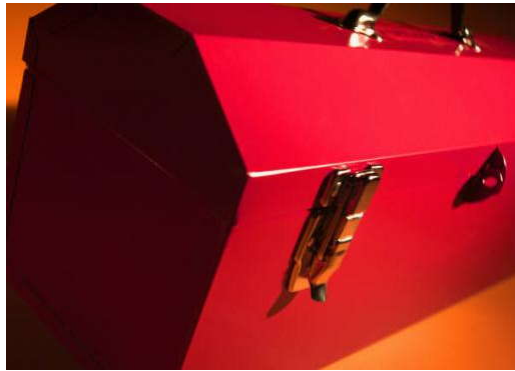


- Simple
- Reliable
- Durable
- Low maintenance
- Good for the environment
- Lower utility bills as much as 60%
- \$2,000 Federal tax credit



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What tools do the agents need?



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Green Rooms



Premier Homes' *Premier Garden*



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Green Rooms



Ponderosa Homes' *Ironwood*



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Treasure Homes' *Willow Creek*



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Green Rooms



Pardee Homes



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Extending the Green Room



MasterCraft Homes'
Rimrock Summit –
Signage leading to
community



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Marketing support

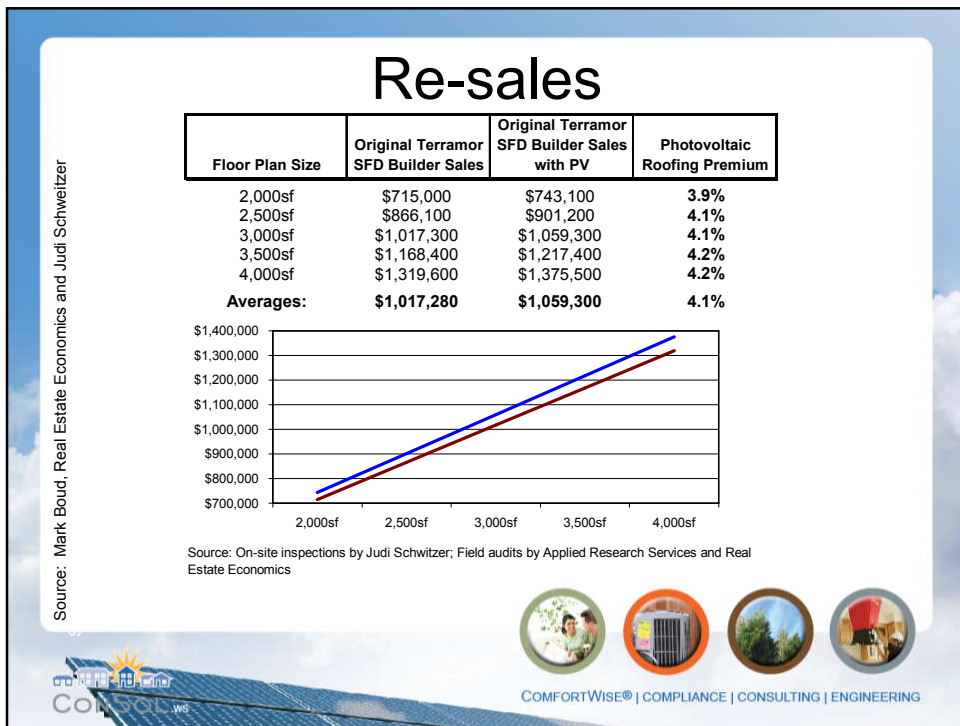
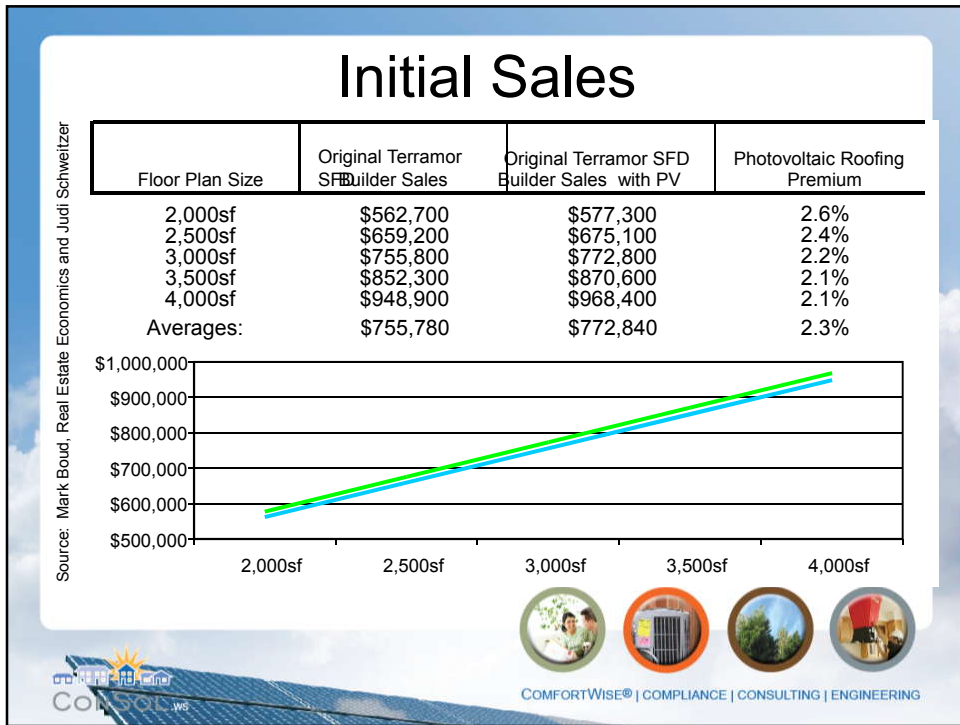


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Video



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Keep in touch!



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