



## Why sell Solar Comfort products ?

“WHY ?” is a question that anyone should ask before they get involved with selling any product. I would like to list a few items of consideration that needs to be addressed before you make the commitment to becoming a dealer.

## What does Solar Comfort have to offer my customers?

Solar Comfort Window products are truly unique in that they offer both energy efficiency and creature comfort. With utilities being what they are, everyone is looking for ways to save energy costs for heating and cooling our homes and businesses. Everyone is mindful of being more energy efficient in all areas.

Personal comfort is also a big motivator. We all have the need to be comfortable in our homes and working environments. We pay good money for air-conditioning in the summer and for heating in the winter.

Solar Comfort products are the only products that work all year round to provide both energy savings and creature comfort for your customers.

Another great thing about our products, are that there are no utility expenses to operate them after the products are installed. Imagine that, free cooling in the summer and free heat in the winter.



## What is the competition?

Competition indeed. There is no other products like our materials. The original material has been around for over 20 years and it is still unique in the market. The Silver Grey material has been re-engineered to meet the highest standards in radiant performance.

When you compare what other window products have to offer for energy savings and creature comfort, they are seen as a band-aid to the problem.

*Solar Comfort products are engineered seasonal protection for window systems.*





THEY ARE ALSO SPACE TECHNOLOGIES CERTIFIED

<http://www.spaceconnection.org/productdetails.php?productid=95>

## Do the products offer Paybacks?

Solar comfort Windows products will pay for themselves from energy savings quicker than most any other treatment out there. Whether the application is residential or commercial, paybacks are some of the best that can be offered.

## What about technical support?

When you sell to commercial applications, the need for technical support and energy projections are primary. After some simple audit information is gathered we can offer help to you in generating energy savings projections. We can also train those interested in doing commercial type sales.

## Warrantee?

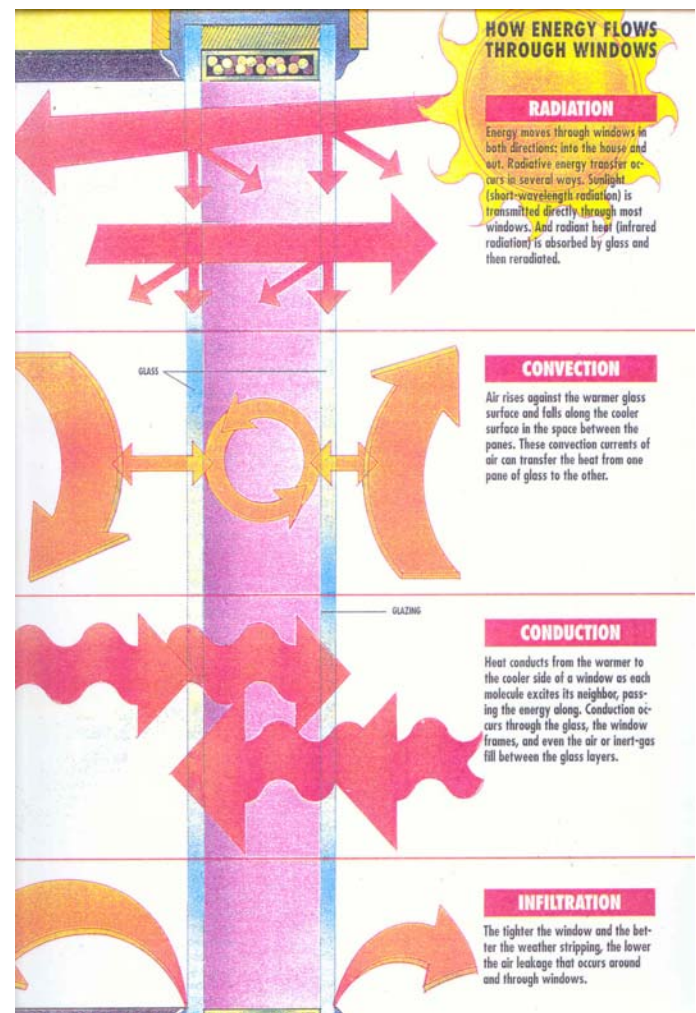
We warrantee our products to be free of defect and that they will perform. We have a history of product performance in Canada and our products are working hard for our customers.

## Start up costs?

We do not sell franchises, so start up costs are very low. Our dealers usually invest in 4 areas to become a dealer:

- 1/ a small registration fee,
- 2/ sample products and testing equipment
- 3/ some training time to get to know the product and
- 4/ purchase the products for their own homes.

A Dealer's Package is available, which details the costs and process to become a dealer.



## Income potential?

Solar Comfort products sell because of their performance and quality. They are not inexpensive like department store blinds and we make no apologies for the market value of our product line. People pay well for quality products and service. You are the one that determines the value for both products and service to your customer. We do have suggested retail prices that work well in your area. Sales and installs can provide excellent commissions for our dealers.

## Sales tools?

We can offer dealers all the tools to set up and conduct your own business.

From sales manuals to spreadsheets for estimates and invoices, we can help.

We also have finance services nation wide and Merchant Credit Card services.

Whether you want to run under your own banner name or under ours, we can provide a simple process to get started quickly.



## Any Questions?

Please do call with any questions that you will have. We are open to ideas and want to help you succeed as a dealer in your area.

A big part of our business comes from customer referrals. Satisfied customers telling their friends and relatives about what our products have done for them.

Join our family of  
dealers now.

Have fun while you  
make money.



The principle benefits of our window products are:

## **CONTROL RADIANT ENERGY MOVEMENT**

Radiant energy from the sun is a cold energy until it strikes a surface.  
Our products minimize this action in summer reducing the need for air conditioning.  
In the winter it reverses this action, reducing your heating bills.  
Balances out cold and warm areas in your home.

*Reduced energy bills, and greater comfort*

## **PROVIDE A GREAT VIEW WITH PRIVACY**

The sheer characteristic of the material restores your view of the great outdoors,  
with the added security of daytime privacy.

Solar Comfort products are designed to compliment most window coverings.

*Putting vision back into your "blinded" windows*

## **IMPROVED HEALTH**

There are a growing number of studies that indicate that we need natural light to be healthier.

"There is no area of our mental and bodily functioning that the sun does not influence. Our bodies were designed to receive and use it in a wide range of ways. We were not designed to hide from it in houses, offices, factories and schools. Sunshine, reaching us through our eyes and our skin, exercises a subtle control over us from birth to death, from head to tail."

-- "A Study into the Effects of Light on Children"  
Dept of Education, Alberta, Canada, February 1992

Some web sites of interest.

<http://www.netnewsdesk.com/lfh/index.cfm?fuseaction=ShowIssue&PID=740&ID=2367,7353,7680>

<http://www.lrc.rpi.edu/researchTopics/humanFactors/lightHealth.asp>

<http://www.netnewsdesk.com/lfh/index.cfm?fuseaction=ShowIssue&PID=740&ID=236>

## **REDUCE CARBON EMISSIONS**

Globally we have to reduce the amount of carbon emissions that are released into our atmosphere.

Solar Comfort products can make significant reductions,  
by reducing electrical, gas, and oil consumption in all windowed structures.

*"Our view of producing environmentally efficient products  
is to save something for the next generation "*



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