



THRYVE

Sunlight Financial Sales Training



Sunlight Financial®

Who is Eligible For a Sunlight Loan?

Eligibility for Sunlight Loans

Who Is Eligible for a Sunlight Loan?

- ✓ Borrowers must pass our proprietary credit check – looking at FICO and solar-specific indicators
- ✓ The primary applicant must be on title and pass the credit check
- ✓ Sunlight cannot lend to installer sales reps or their families
- ✓ Trusts are acceptable if the borrower is a trustee

Property Types to be Aware of:

Conditionally Approved

- ✓ Condominiums
 - Must own and maintain the roof
 - Validate ownership with condo HOA
- ✓ Mobile or manufactured homes
 - Must provide HUD documentation evidencing home is anchored to real property

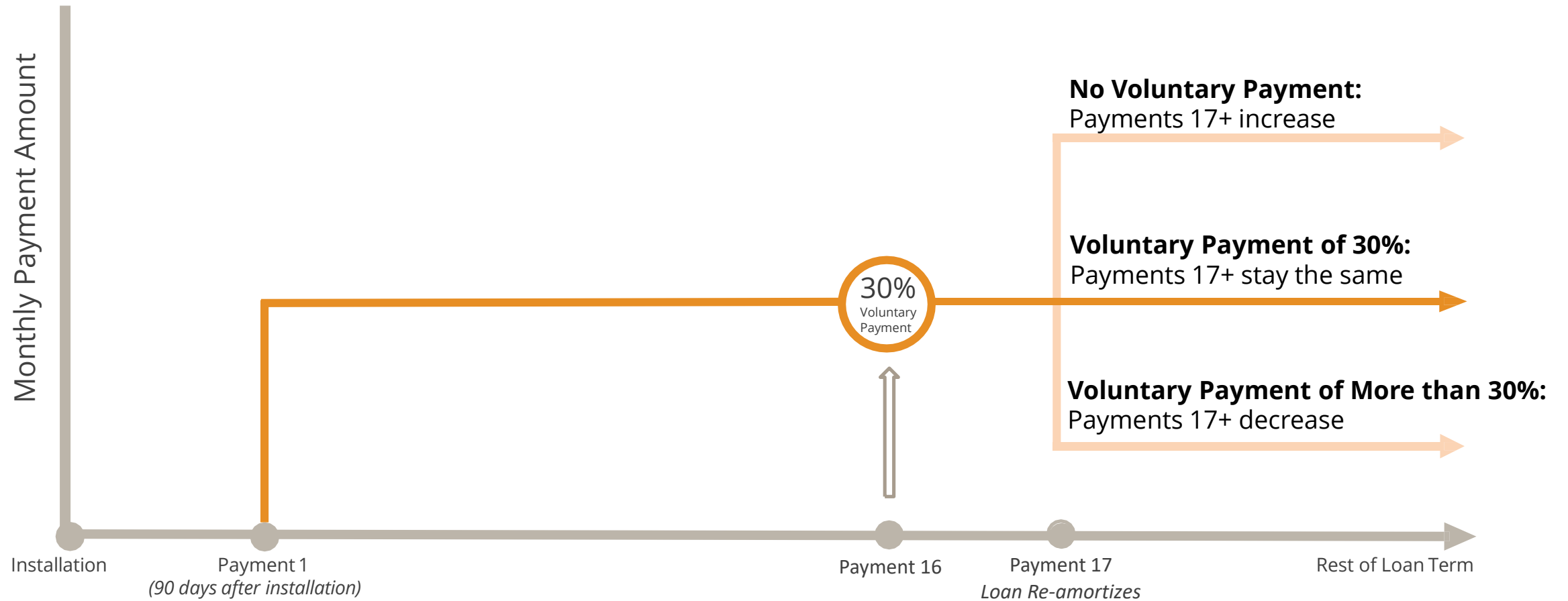
Unapproved Properties

- ✓ Investment properties
- ✓ Multi-family homes with 5 or more units
- ✓ Commercial properties
- ✓ Any property owned by an LLC (limited liability company)

Borrower must be a resident of the property, be on a residential meter, and own their roof

Loan Structure and Features

Simple Loan Structure



Borrowers should consult a tax advisor about their eligibility for any tax credits.

Features of the Solar Loan

General

- ✓ Soft Pull Until Install
- ✓ Multiple Solar Loan Re-Amortizations
- ✓ Fixed APR, even if a voluntary payment is not made by the 16th payment
- ✓ No pre-payment penalty
- ✓ There is no lien on the home; lender files a UCC-1 with respect to the solar system
- ✓ The transfer of a solar loan to a new homeowner at the lender's discretion.

Important: Itemized costs on Home Improvement Contracts (HICs) are required for these updates

PPW Limit for Solar Only Projects

\$7/watt

- Energy efficiency and MPU add-ons are included in the \$/watt listed above

PPW Limit for Solar + Roof Projects

\$10/watt

- Itemized roofing costs are required on your Home Improvement Contracts

PPW Limit for Solar + Battery Projects

\$11/watt

- Itemized battery costs are required on your Home Improvement Contracts


PPW Limit for Solar + Roof + Battery Projects


\$12.50/watt

- Itemized roofing and battery costs are required on your Home Improvement Contracts

All non-solar add-on items can be included in all options above, subject to the 15% cap

Does Your Customer Want to Receive a 0.5% APR Discount?

Preferred Option One -  Select to pay by ACH and receive the 0.5% APR discount

Option Two –  Pay by check or other method and not receive the 0.5% APR discount

PAYMENT ELECTION

You must select one of the payment options below. Your choice is voluntary, and the extension of credit is not conditioned upon your election to make automatic payments. You may change your selection at any time. If you change your selection, we may create a new Payment Election and Note for you to sign. If you select Option One—Payment by Preauthorized EFTs and provide the required information, you will be eligible for a reduced APR, as stated in your Loan Agreement and Promissory Note.

Option One—Payment by Preauthorized EFTs: If this box is checked, you elect to make your Scheduled monthly payments by having us initiate preauthorized electronic fund transfers ("EFTs") from your designated deposit account (the "Account") when your monthly payments are due. **YOU MUST PROVIDE A VOIDED CHECK OR FILL OUT THE FIELDS BELOW IN ORDER TO IDENTIFY THE ACCOUNT.** We may treat any replacement or substitute deposit account of yours as the "Account." You promise us that you are authorized to make payments from the Account. In the event we make an error in processing an EFT, you authorize us to initiate an EFT to or from the Account to correct the error. You agree that we may resubmit up to two times any EFT that is dishonored. We are not responsible for bank charges you may incur due to dishonored EFTs. You may cancel your election to pay by EFTs under Option One at any time. To do so, you must notify us, by phone at (888) 850-3359 or in writing at

at least three (3) business days before the scheduled date of the next payment you would like to make by some other method.

Name _____

Address _____

City, State, Zip _____

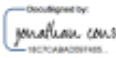
Phone No. _____

Account No. _____

Routing No. _____

Bank Name _____

Option Two—Payment by Alternative Method: If this box is checked, you elect NOT to make your scheduled monthly payments by having us initiate preauthorized electronic fund transfers ("EFTs") from your designated deposit account. Each month, you must mail a check to us or arrange for payment to be made in some other manner acceptable to us. Terms used in this Payment Election and not otherwise defined are defined in the Long-Term Note. **BY SIGNING BELOW, YOU ELECT OPTION ONE OR OPTION TWO AS SET FORTH ABOVE.**

Borrower:  Discoupled by: _____ Co-Borrower: _____ Signed Date: 8/26/2022 | 2:17 PM EDT

IF YOU HAVE ELECTED OPTION ONE AND HAVE NOT FILLED OUT THE ABOVE ACCOUNT FIELDS, PLEASE PROVIDE A VOIDED CHECK TO IDENTIFY THE ACCOUNT

What **Can** and **Cannot** Be Added to the Solar Loan?

Add-ons **CAN** include:

Items required for the solar installation can be included in the loan amount (installer discretion is factor).

- ✓ Full reroof
- ✓ Tree trimming
- ✓ Electrical panel upgrade
- ✓ Trench digging
- ✓ Home integration kits
- ✓ Battery

Some items that are not required but, may be financed by up to 15% of loan

- ✓ Energy Efficiency packages including insulation, LED lighting and attic fans
- ✓ Home automation systems including thermostats
- ✓ Monitoring hardware and software
- ✓ Variable speed pool pump and solar pool heating systems
- ✓ Generators
- ✓ EV chargers

Add-ons **CANNOT** include:

- ✓ HVAC
- ✓ Disaster repair
- ✓ Exterior remodeling, including:
 - Pools and/or spas
 - Decks
 - Gutters
 - Windows, doors and/or shutters
 - Siding and/or stucco
 - Fencing
- ✓ Interior remodeling, including:
 - Kitchens
 - Bathrooms
 - Basements
 - Flooring
 - Duct work
 - Home additions
 - Electrical and/or plumbing repair



Any add-on products are required to be listed on the applicable installation agreement. The contractor in question may decide in its discretion which items are or are not required for the solar installation. The ITC may not apply to the portions of the loan relating to these add-on products. As a result, borrowers should consult with their tax advisors to confirm eligibility.

Introducing SunSaver™

THE FUTURE OF SOLAR FINANCING



**STANDARD
25-YEAR LOAN**



**STANDARD 2.9%
PAYMENT ESCALATOR**



**BEST DAY 1
SAVINGS**



**OWNERSHIP
EQUITY**

Introducing SunSaver™

EFFORTLESS SALES, LOWEST PAYMENTS,
MAXIMUM VALUE



STANDARD
25-YEAR
LOAN



2.9% ANNUAL
PAYMENT
ESCALATOR



LOWEST
DAY 1
SAVINGS



OWNERSHIP
EQUITY

Product	Month 1 Payment
SunSaver	\$161
TPO (non-domestic)	\$166
25 Year 3.99%	\$184
25 Year 4.49%	\$192
25 Year 4.99%	\$195

Better for Homeowners

Provides homeowners value of ownership AND instant cost savings.

Better for Sales Reps

Beat any product when competing on savings and consumer value – without sacrificing commissions

Better for Installers

Grow business with next-day funding, increased addressable market, and simple process.

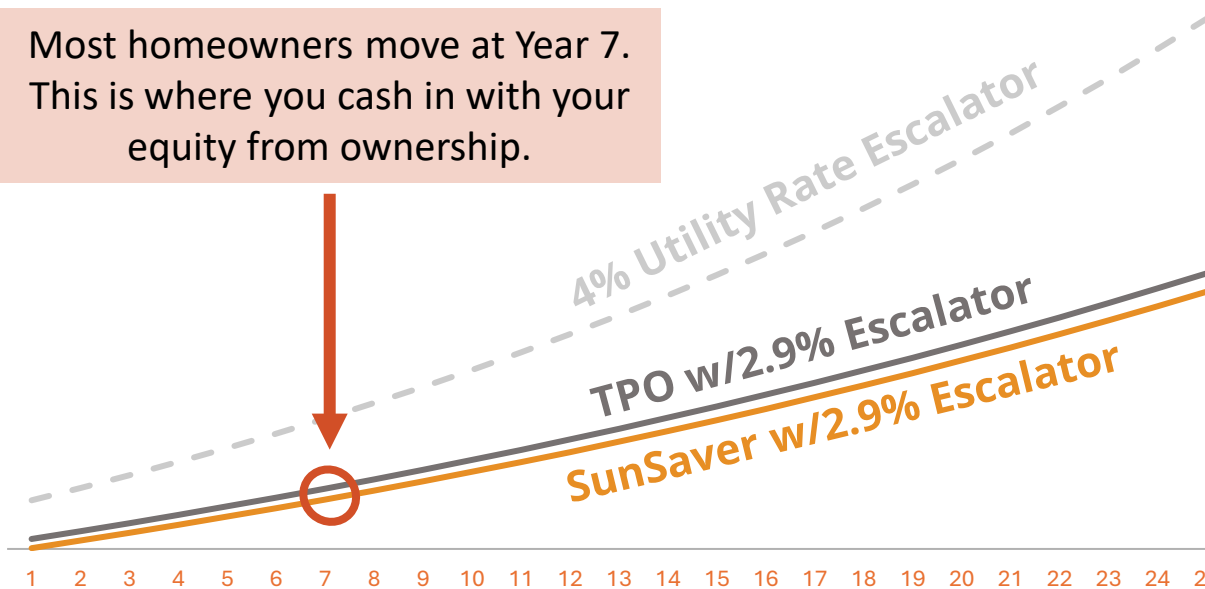
SunSaver™ Vs. Leases/PPAs

SECURE LOWER
PAYMENTS AND GAIN
MORE VALUE

Homeowners experience
unmatched savings from day
one and significant returns
upon moving.

	Month 1 Payment	Total Monthly Payments
SunSaver™	\$161	\$67,000
Leases/PPAs	\$166	\$71,746

Most homeowners move at Year 7.
This is where you cash in with your
equity from ownership.

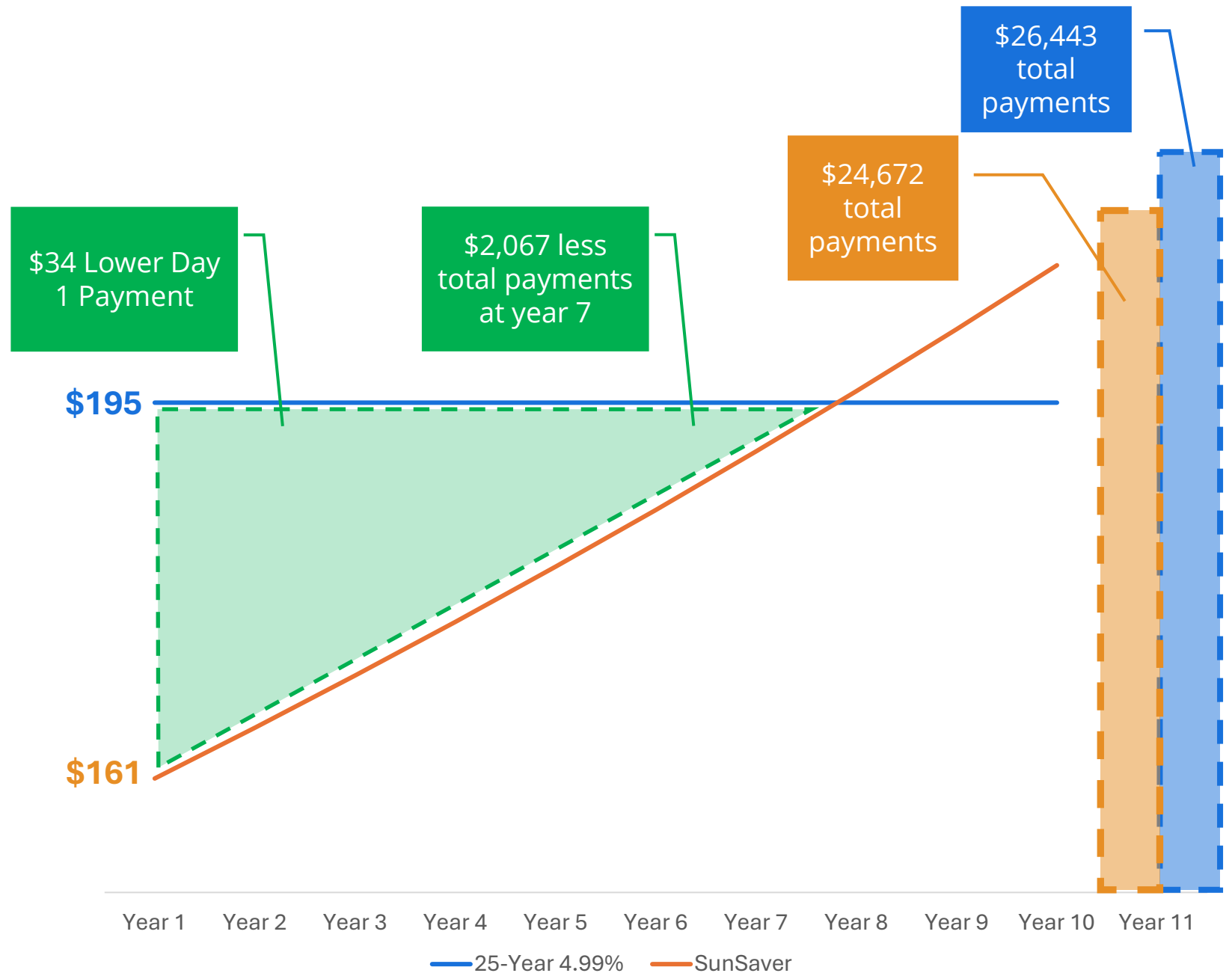


Assuming project with same installer proceeds of \$32K

SunSaver™ Vs. Loans

SIGNIFICANTLY LOWER
DAY 1 PAYMENTS AND
BETTER VALUE FOR
MORE THAN A DECADE

Homeowners experience
unmatched savings from
day one.



Why Homeowners Go Solar

Know Your Buyer: Understanding What Drives the Switch to Solar

According to a Forbes survey, homeowners are turning to solar for energy independence, reliable cost savings, government incentives and long-term equity value – key advantages that SunSaver™ is designed to maximize.



ENERGY
INDEPENDENCE

73%

COST
SAVINGS

66%

GOVERNMENT
INCENTIVES

56%

INCREASED
PROPERTY VALUE

40%

SunSaver™

THE ONLY PRODUCT IN THE
MARKET DESIGNED TO MEET ALL
THE CUSTOMERS' GOALS

- ✓ **Day 1 Savings**
- ✓ **Predictability**
- ✓ **Energy Independence**
- ✓ **Build Equity and Wealth**
- ✓ **Flexibility**



Empowering Sales with SunSaver™

PLACING CONTROL BACK IN
THE SALES REPS' HANDS

- ✓ **Faster Commissions**
- ✓ **Maximized Earnings Potential**
- ✓ **Take Back Control**
- ✓ **Simplified Sales Process**



SunSaver™ Loan Details

25 Year 4.99% Loan

Regular Re-Am at Month 17

Monthly payment increases by 2.9% starting at payment 17

Monthly payment then increases 2.9% annually thereafter

Welcome call required at NTP on all projects

Proposal required on all projects

Payment Calculator

YOUR LOAN

LOAN TERM, APR	LOAN AMOUNT	VOLUNTARY PAYMENT %	ESTIMATED MONTHLY PAYMENT (FIRST 16 PAYMENTS)
SunSaver Escalating 25 year 4.99%	\$50,000.00	30	\$161

If you'd like to see what your monthly payments would be if you voluntarily pay a different amount by your 16th payment, please use the Alternative Paydown calculator below.

ALTERNATIVE VOLUNTARY PAYMENT

VOLUNTARY PAYMENT %	TOTAL VOLUNTARY PAYMENT AMOUNT	CALCULATE
30%	\$15,000.00	

\$166*

ESTIMATED NEW ADJUSTED PAYMENT FOR PAYMENTS 17-28 (Escalating 2.9% each 12 months thereafter)

MONTHLY PAYMENT DETAILS

	Payments 1-16	Payments 17-28*	Final Payments**
Assuming 30% voluntary payment of \$15,000 by payment 16	\$161	\$166	\$320
Assuming 0% voluntary payment	\$161	\$234	\$451

*This loan has escalating loan payments. Monthly payments on this loan will increase over time as stated above. The increased monthly payment amount depends on whether you make your voluntary payment. The 30% voluntary

Sunlight Advantage

REACH MORE CUSTOMERS AND
GROW YOUR SALES



Approval Rates and Flexibility = More Revenue

Reach more customers with high approvals and flexibility for roofing, add ons, Spanish language loans, broad property type for our loans



Best-in-Class Process

6-Click sales process, instant NTP, 10+ proposal integrations, pre-qualification tool, fast stip resolutions



Exceptional Support

+86 Net Promoter Score; support calls answered within 30 seconds; live chat available

Scan to Download
Sunlight's Reference Guide

