

# The THRYVE Wire

Plug in for the latest buzz. 

## May News

May 15, 2025

### Dealer Meeting Recap

## Sales Performance + Growth

The sales team is on fire—consistently smashing records and soaring well beyond our “megawatt-a-week” benchmark. Momentum is strong, and the growth is only picking up. We’ve recently onboarded a large national sales organization, with another major group currently in the works. If you’re interested in

getting involved with these new partnerships and sales opportunities, reach out to your RAM!

Plus, we’re expanding into 10+ new states, so if you’ve been thinking about growing your territory, now’s the time. Connect with your RAM to explore where we’re headed next.

## New Financial Products or More Ways to Get Paid + Help Customers Win

Big news—M-Zero payments are now in pilot. That means you could start getting paid before install. Yes, you read that right: early payday vibes are officially in testing. Next up: we’re rolling out our shiny new SunSaver loan—a game-changer that competes with PPA pricing but gives customers the power of ownership. With a 30% tax credit, a 2.99% payment escalator, and first payments not due for 90 days, it’s built to save homeowners more in the long run—without the strings of a traditional TPO. Here’s the deal: it walks and talks like a PPA, but it’s way smarter for the customer (and way cooler to sell). Want to offer it? You’ll need to complete a required training session. We’ll keep you posted on the how and when, so keep an eye out! Oh, and there’s more: we’re working on onboarding PosiGen as a funding partner. No credit checks. Lowest default rate of any TPO product in the country. Yeah... it’s kind of a big deal.

## A La Carte Pricing + Sweet Volume Discounts

Get ready to build your own solar pricing buffet—our new A La Carte pricing drops the week of May 19, 2025, and your RAM will be sliding that shiny new price list into your inbox.

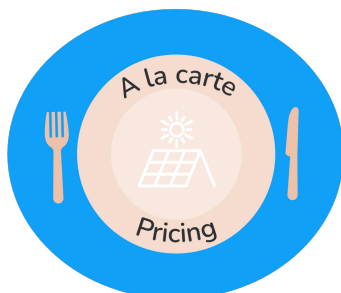
And the best part? We’re serving up some serious volume discounts:

- 3% off for 100 kW per quarter
- 6% off for 200 kW per quarter
- 9% off for 300 kW per quarter

Yes, the more you sell, the more you save. Stack those kilowatts, stack those margins. RAMs will also be reaching out to discuss Special Pricing Agreements (SPAs)—because who doesn’t love a custom deal? Once you sign off, your SPA pricing is locked in through January 2026. So, mark your calendar, prep your pipeline, and let’s make May mega-profitable.

## New Physical Products (aka Your Future Secret Weapon)

We’re cooking up some exclusive products that you won’t find anywhere outside the THRYVE network. That’s right—these beauties are staying in the family. Why? Because we like giving you unfair advantages. This lineup is designed to set you apart and give you a competitive edge that’s as bold as it is unique. More to come!



## goodleap Phase 2 Update: Let's Get Synced

We're in Phase 2 of our GoodLeap rollout, and we've hit a bit of a snag: tracking real-time business is tricky when dealers are working in their own portals and selling products that aren't part of the THRYVE lineup.

Here's how to fix it:

- Connect with your RAM or Business Development Manager
- Complete the required paperwork for THRYVE Portal access
- Sign the DocuSign docs (they're quick—we promise). This step is essential for GoodLeap to generate your client ID cards and provide integration support.

Basically: paperwork now = smoother operations later. Let's get synced up so you can keep selling strong and we can keep tracking like pros.

## THRYVE Portal + What's Coming Next

Our new customer-facing proposal is leveling up—version two is nearly ready and expected to go live in a week or two. We'll send out an official announcement once it's live, so stay tuned!

In the meantime:

Having functionality issues? Reach out to Matt Vaughn or Rick Harrington before contacting GoodLeap.

Blueprints should be uploaded to the portal in their designated files—with a clear note on what you need from the design team.

Remember: GoodLeap design tolerances are currently at 5% and 15% (which was recently communicated to the team).

And this one's important: THRYVE pricing is only available through the THRYVE portal.

Work with your RAM to make sure you're fully integrated and ready to roll.

## THRYVE Is Sponsoring Connecticut Clean Energy Week

June 23 – June 27



Mark your calendar and let's make some noise in the Northeast!

[www.northeastrec.org/register](http://www.northeastrec.org/register)



## Next THRYVE-ing Thursday

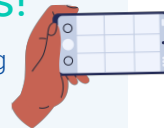
**May 22, 2025** We're diving into:

- How to review energy bills like a pro
- Smart strategies for referral generation

Don't miss this one—it's packed with lead-gen gold.



## We want your photos!



Whether it's your most recent meeting with your RAM, a team photo, fun moments on the install site, or a fully finished installation. Send photos to your RAM or post in the [Facebook Dealer Group](#). Who knows, you might get some fun swag in return.

What SolarEdge equipment is needed to install **storage without backup?**

solar **edge**



[Click HERE for the answer \(Dealer Drive\)!](#)



## THRYVE Resources

Have you checked out the Dealer Drive for new content? There's a toolkit for getting customer reviews, email templates for your sales team, how to leverage customer check-ins, a readiness checklist for virtual sales, and more. [Visit and bookmark!](#)

Follow the [THRYVE LinkedIn](#) page! By liking and tagging each other's posts, we make them more visible to others.

Join the [Facebook Dealer Group](#) for communication and share with all your teams.