



IMPORTANT NOTICE — INFORMATIONAL PURPOSES ONLY The financing information set forth in this guide, including but not limited to credit score requirements, minimum FICO thresholds, loan terms, interest rates, dealer fees, underwriting criteria, eligible markets, and program availability, reflects data obtained from the respective lending institutions and financing partners at the time of publication and is provided solely for internal training and reference purposes. Such information is subject to change at any time without notice at the sole discretion of each financing partner. Helio Solar makes no representation or warranty, express or implied, as to the accuracy, completeness, or current applicability of any information contained herein. Nothing in this guide constitutes a commitment, guarantee, or offer of financing on behalf of any lending institution. Energy Consultants and sales representatives are advised to verify all current program terms, eligibility requirements, and product availability directly with the applicable financing partner prior to presenting any financing option to a prospective customer. For the most current and authoritative information, please refer directly to each partner's official website or authorized representative: GoodLeap (goodleap.com) • LightReach / Palmetto (palmetto.com) • Climate First Bank (solarfirst.us) • Sungage Financial (sungage.com) • EnFin (enfin.com). Helio Solar assumes no liability for any decisions made in reliance upon outdated, superseded, or inaccurate program information.

PRICING DISCLOSURE POLICY Required for All Helio Solar Sales Representatives — Effective February 2026

Federal and state consumer protection laws impose specific disclosure obligations on solar sales representatives. Violations expose both the representative and Helio Solar to regulatory action, state AG complaints, contract rescission, and civil liability. The rules below are mandatory — not guidelines. When in doubt, disclose more, not less.

THE ONE-SENTENCE RULE — Memorize This: *Always show the true cash price first. If a financed price is higher, the difference must be explained — never hidden.*

1. Cash Price Must Always Be Disclosed

The true cash purchase price of the solar energy system — meaning the price at which Helio Solar would sell the same system and installation without any third-party financing — must be clearly disclosed to every prospective customer before any financing option is presented. A customer who asks “what does this cost?” is entitled to the cash price as the first answer, not a monthly payment figure.

2. Financed Price May Differ — But the Difference Cannot Be Hidden

It is permissible to offer financing at a higher system price than the cash price, including where that difference reflects lender dealer fees or financing program costs. However, if the financed amount exceeds the cash price for any reason, the representative must affirmatively disclose that the financed price is higher and explain in plain language why. Presenting only the financed price without reference to the cash price, or in a manner that obscures the true cost of the system, is prohibited under the federal Truth in Lending Act (TILA), Regulation Z, and applicable state Unfair and Deceptive Acts and Practices (UDAP) statutes in Connecticut, Massachusetts, New Jersey, Maryland, and Delaware.

3. Never Lead With Monthly Payment as the Price

Monthly payment amounts are a financing term, not a system price. Opening a proposal with only “your payment would be \$X per month” without disclosing the total system cost and loan amount is a deceptive practice under applicable federal and state consumer protection law. Monthly payment comparisons to the customer's current utility bill are permitted only when the total system cost and full loan terms are also clearly disclosed in the same written presentation.

4. THE 30% FEDERAL TAX CREDIT (25D ITC) IS ELIMINATED — DO NOT REFERENCE IT

The federal Section 25D Residential Clean Energy Tax Credit — commonly known as the 30% solar ITC — was permanently terminated for residential cash and loan purchases effective December 31, 2025, pursuant to the One Big Beautiful Bill Act (Public Law 119-21), signed into law July 4, 2025. Systems installed on or after January 1, 2026 do not qualify for the 25D credit regardless of when the contract was signed.



Representatives must not reference, imply, estimate, or suggest the 30% federal tax credit as a benefit of any cash or loan solar purchase. Doing so constitutes a material misrepresentation to the customer and may expose both the representative and Helio Solar to liability under federal and state consumer protection law.

EXCEPTION — TPO (Lease/PPA) Only: The Section 48E commercial ITC remains available to third-party owners (solar leases and PPAs) through December 31, 2027. LightReach and other TPO providers may pass a portion of this benefit to customers through lower lease/PPA rates. If discussing TPO financing, this benefit may be referenced only as a factor in the TPO provider's pricing — it is not a credit the homeowner receives directly. Verify current TPO program terms with LightReach before representing any benefit to a customer.

5. All Pricing Disclosures Must Be in Writing

For every in-person sales appointment, the customer must receive a written proposal that includes: (a) the total cash price of the system; (b) the total financed amount if financing is selected; (c) the APR, loan term, and monthly payment amount; and (d) any dealer fee or financing markup, to the extent permitted to be disclosed under the applicable lender's program terms. Verbal-only pricing presentations do not satisfy disclosure obligations and are not sufficient.

6. SREC and Incentive Income Must Be Presented as Estimates, Not Guarantees

SREC prices, utility rebates, state incentive payments, and projected energy savings may be presented as estimated values but must always be accompanied by a clear verbal and written disclosure that these amounts are projections, are not contractually guaranteed, and are subject to change based on market conditions, program availability, and regulatory changes. Presenting SREC income or any other incentive as a fixed, guaranteed number is prohibited.

7. When in Doubt, Disclose More

If a representative is uncertain whether a particular pricing presentation or comparison requires additional disclosure, the answer is always to disclose more, not less. A customer who is fully informed and still signs is a closed deal that stays closed and refers friends. A customer who later believes they were misled about cost is a cancelled contract, a CFPB or state AG complaint, and a potential civil action against both the representative and Helio Solar.

PLAIN-LANGUAGE SUMMARY — Memorize These Five Rules

- Show the cash price first. Always.
- If the loan amount is higher than cash, say so and explain why.
- Never lead with the monthly payment as if it's the price.
- The 30% federal tax credit is gone for cash and loan customers — never mention it.
- Put all pricing in writing before anyone signs anything.

HELIO SOLAR

Finance Training Guide

Know the money. Match the customer. Close more deals.

What's Inside

- Part 1 — The Four Ways to Go Solar
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Important Policy Notice: Federal ITC Eliminated for Cash & Loan Purchases (2025)

The 'One Big Beautiful Bill' signed in 2025 eliminated the 30% federal Investment Tax Credit (ITC) for residential solar cash purchases and loan customers. This is a significant change in how we position financing options. However, the commercial ITC (48E) was preserved — meaning Lease and PPA providers (like Palmetto LightReach and GoodLeap TPO) still qualify for the credit as system owners, and pass those savings through to customers via lower monthly rates. Every rep must understand this policy and its implications for every financing conversation.



PART ONE

The Four Ways to Go Solar

Understanding Your Financing Options

Before you can match a customer to the right financing, you need to understand all four paths to solar ownership at a deep level. Not just the surface features — but the psychological, financial, and practical implications of each. The customer in front of you has real needs, real credit situations, and real goals. Your job is to align the right product to the right person with confidence.

The four paths are: Cash Purchase, Solar Loan, Solar Lease, and Power Purchase Agreement (PPA). Two of these result in the customer owning the system. Two do not. That distinction is the foundation of everything that follows.

Overview: Four Paths, Two Philosophies

	CASH	LOAN	LEASE / PPA
Who owns system?	Homeowner	Homeowner	Finance company
Upfront cost	\$0 to full cost	\$0 down typical	\$0 down
Monthly payment	None	Yes — fixed	Yes — fixed or usage
ITC eligible?	No (eliminated 2025)	No (eliminated 2025)	Yes — passed through
Solar Insure 30-yr?	Yes	Yes	No
Home resale transfer?	Adds equity	Loan transfers or pays off	Contract transfers
Maintenance resp.	Homeowner	Homeowner	Finance company
Best for	Max ROI, no credit needed	Ownership + \$0 down	Low/no credit, \$0 risk

The Two Ownership Philosophies

OWNERSHIP PATH (Cash or Loan): The customer owns the system, builds equity, maximizes long-term ROI, and qualifies for Solar Insure's 30-year warranty. The system is an asset. They are responsible for it. They benefit most from it. **NON-OWNERSHIP PATH (Lease or PPA):** The finance company owns the system. The customer pays for the power or the equipment use. \$0 upfront, \$0 maintenance, and the company still claims the commercial ITC and passes those savings through to the customer. The system is a service, not an asset.



The Most Important Conversation: Setting Expectations First

The financing conversation goes sideways when reps skip straight to rates and monthly payments without first establishing what the customer actually values. Before presenting any finance option, you need to know three things:

- Do they have the savings to pay cash, and is that a priority?
- What is their approximate credit situation — and are they comfortable being asked?
- Is owning the system important to them, or do they just want to save money each month?

The answers to these three questions tell you exactly where to go. A customer who says "I just want to lower my bill and not deal with any hassle" is a Lease or PPA customer. A customer who says "I want to own this outright and maximize my return" is a Cash or Loan customer. Don't push a loan on the first customer or a lease on the second.

Discovery Script: Financing Qualification

"Before I show you how the numbers work, I want to ask you a couple of quick questions so I can show you the option that actually makes the most sense for your situation. First — are you thinking about a cash purchase, or would you prefer to keep your savings in your pocket and use financing? And if financing, do you care most about owning the system outright, or are you more interested in the lowest possible monthly payment with zero hassle?"

PART TWO

Cash Purchase

Cash: The Gold Standard

A cash purchase means the customer pays the full system cost upfront — no financing, no interest, no monthly payment to a lender. The system is theirs from day one. For the right customer, it is unambiguously the best long-term financial decision available in solar. For the wrong customer, it is the wrong conversation entirely.

What Cash Customers Get

- Complete system ownership from installation day — no debt, no lien, no obligations to a lender
- No monthly payment — energy savings go directly to their pocket every month
- Highest lifetime ROI — no interest charges, no dealer fees, no rate escalators
- Eligible for Solar Insure 30-year independent warranty — the most comprehensive warranty available
- Home equity asset — the system adds appraised value to the home
- Loan transferable or payable at resale — no complications when selling
- Battery storage Solar Insure coverage — if a battery is purchased with cash, the 30-year warranty covers it too

The ITC Change: What Cash Customers Need to Know

Federal ITC Eliminated for Cash Purchases (2025)

As of 2025, the 30% federal residential solar Investment Tax Credit (Section 25D) has been eliminated for cash and loan purchasers under the 'One Big Beautiful Bill.' This means cash-buying customers can no longer claim the federal tax credit that previously offset 30% of system cost. This is a significant change that must be communicated transparently. The Solar Insure 30-year warranty, state incentives, net metering, and the long-term ROI of ownership remain — but the federal credit is no longer available for direct ownership purchases.

Note: Some states have their own solar incentives, rebates, and property tax exemptions that remain in effect regardless of the federal ITC change. Know your state-specific incentives and communicate them accurately.

Who Is a Cash Customer?



- Homeowners with significant liquid savings who prefer zero debt
- Customers who own their home outright and want to protect their home's value
- Customers with very high incomes who want an asset, not a service
- Customers who have researched solar extensively and understand the ROI over 20–25 years
- Customers who are philosophically opposed to debt or financing arrangements

What Cash Is Not Good For

- Customers who don't have \$20,000–\$40,000 in accessible savings
- Customers who could earn better returns deploying that capital elsewhere
- Customers who are primarily motivated by "no upfront cost"

Cash Sales Script

"If you're in a position to purchase the system outright, it's worth knowing that cash is the highest-return path — you own the asset from day one, there's no interest, and over 25 years the math on ownership is the strongest. You also qualify for the Solar Insure 30-year warranty, which covers the entire system independently of the manufacturer. The one thing to be transparent about: the federal 30% tax credit was eliminated in 2025 for direct purchases. But state incentives and your savings on utility bills remain, and ownership is still the best long-term financial position available in solar."

PART THREE

Solar Loans

Solar Loans: Own It, Finance It

A solar loan allows the customer to own their system with zero or minimal upfront cost, paying for it over time through monthly loan payments that are typically designed to be offset by their energy savings. This is the most common path for customers who want ownership but don't want to — or can't — pay cash upfront.

Understanding solar loan mechanics is critical. There are nuances — particularly around the dealer fee structure, the re-amortization period, and what happens if the customer doesn't apply a lump-sum paydown — that can turn a good deal into an unhappy customer if they're not explained clearly upfront.

How Solar Loans Work

The Basics

- The lender pays Helio Solar the full system cost at or after installation funding
- The customer makes fixed monthly payments to the lender over the loan term (7–25 years typical)
- The customer owns the system — they can claim state incentives, qualify for Solar Insure, and build equity
- Interest rates are fixed for the life of the loan — no variable rate surprises
- Most solar loans require no down payment — \$0 upfront to the customer

The Introductory Period & Re-Amortization — Critical to Understand

The Most Misunderstood Part of Solar Loans

Most solar loans are structured with an introductory period (typically 12–18 months) during which the customer makes lower initial payments. The loan is designed around the assumption that the customer will apply a lump-sum paydown — historically this was the 30% federal tax credit — by month 18. If they do not make this paydown, the loan re-amortizes at month 18 and the monthly payment increases significantly, sometimes by 50–80%. Since the federal ITC was eliminated in 2025 for direct purchasers, this paydown assumption must be discussed very carefully with every loan customer. Customers who cannot make the month-18 paydown should be evaluated for a different financing path.

- Standard installment loans: Fixed payment from day one, no re-amortization surprise



- Flexpay / introductory period loans: Lower initial payment; assumes ~26–30% lump-sum paydown at month 18 to keep payment level
- If no paydown is made: Loan re-amortizes to higher payment at month 18
- Soft credit check until funding: The hard inquiry only appears on the customer's credit when the loan funds post-installation

What Makes a Good Loan Customer

- Has a qualifying credit score (600+ for most lenders, higher for larger loan amounts)
- Is comfortable with a monthly payment and understands the re-amortization mechanics
- Wants to own the system and build equity
- Understands the ITC change and can plan for — or afford — the post-introductory payment if no paydown is made
- Is the homeowner or co-borrower on the property

Dealer Fees: The Hidden Math Customers Don't See

Dealer fees are how lenders offer low advertised APRs. A lender that advertises 1.49% APR charges the installer (Helio Solar) a significant percentage of the loan amount upfront — that cost gets factored into the system price. Higher dealer fee = lower APR for the customer but higher effective cost for the deal.

Low APR = High Dealer Fee

A 1.49% APR loan might carry a 30–35% dealer fee. On a \$35,000 system, that's \$10,500–\$12,250 in dealer fees paid to the lender. This cost is real even though customers don't see it on their statement.

Higher APR = Low or No Dealer Fee

A loan at 6–8% APR typically carries a 0–5% dealer fee. Climate First Bank, for example, is known specifically for zero dealer fees. The customer pays more in interest but the starting system cost is lower.

How to Handle the Dealer Fee Conversation

Most customers won't ask about dealer fees — but some will. The honest answer: 'All solar lenders have a cost structure built into their financing. Lower-rate loans typically have higher upfront fees built in, which is part of how the lender makes the economics work. Higher-rate loans tend to have lower or no fees. We use multiple lenders so we can find the right combination for your situation.' Never hide fees. Transparency builds trust.

Loan Terms and What They Mean for Monthly Payment

Longer loan terms mean lower monthly payments but more total interest paid. Shorter terms mean higher monthly payments but faster payoff and less interest. Here is how to think about term selection for customers:



Term	Monthly Payment	Best For
7–10 years	Higher	Customers who want to pay off quickly and minimize total interest. Good for high-income borrowers.
12–15 years	Medium	The 'balanced' option — reasonable payment, reasonable payoff timeline.
20–25 years	Lowest	Customers whose primary goal is minimizing monthly payment, often to achieve payment parity with current utility bill.

Loan Customer Rights & Protections

- No prepayment penalties on any Helio Solar finance partner loans — customers can pay off early at any time
- Loan transferable to new homebuyer at resale, or can be paid off at closing
- Soft credit check process with most lenders — no hard inquiry until funding
- UCC-1 lien on the solar system (not the home) — does not affect home equity, but must be cleared for home refinancing (lenders can lift this)

PART FOUR

Lease & PPA: Third-Party Ownership

Lease & PPA: The No-Ownership Path

Solar leases and Power Purchase Agreements (PPAs) are both Third-Party Ownership (TPO) models. In both cases, the finance company — not the homeowner — owns the solar system. The homeowner pays for the use of the equipment (lease) or for the power it generates (PPA). These products have become increasingly important in the current market for reasons that go beyond just credit flexibility.

Why Lease and PPA Are Increasingly Important

The Commercial ITC Advantage — 2025 and Beyond

The elimination of the residential ITC for direct purchasers did NOT eliminate the commercial ITC (Section 48E) available to third-party system owners. Companies like Palmetto LightReach and GoodLeap TPO qualify for the commercial tax credit because they own the system. They pass those savings through to customers in the form of lower monthly rates. This means that in the current tax environment, a lease or PPA can sometimes offer a better effective rate for a customer than a loan, because the finance company's tax credit advantage gets embedded in the pricing.

Lease vs. PPA: What's the Difference?

Solar Lease

The customer pays a fixed monthly fee for the use of the solar equipment regardless of how much power it produces. Payments are predictable and stable. Think of it like leasing a car — the same payment whether you drive 1,000 or 10,000 miles that month.

Power Purchase Agreement (PPA)

The customer pays per kilowatt-hour (kWh) of electricity the system produces — at a rate set below their utility rate. If the system produces more in summer, the bill is higher; less in winter, the bill is lower. The rate may have an annual escalator built in (0–2.99% typical).

In practice, from the customer's experience, the difference is modest. Both have \$0 upfront cost. Both include maintenance and monitoring by the finance company. Both have a 25-year agreement. The billing mechanics differ, but the value proposition — save money on energy with zero hassle — is essentially the same. Market and state regulations determine which product is offered in a given area.



What Lease / PPA Customers Get

- \$0 upfront cost — no down payment, no credit-related barriers in many cases
- Lower monthly energy cost than current utility rate — savings from day one in most cases
- Zero maintenance responsibility — the finance company owns and maintains the system
- 90% Production Guarantee (Palmetto LightReach) — if the system underperforms, the company provides bill credits
- 25-year agreement — long-term rate stability vs. utility volatility
- Contract transfers with the home at resale — the new buyer assumes the agreement, or it can be bought out
- Monitoring and service included — problems get fixed without the homeowner doing anything

What Lease / PPA Customers Give Up

- System ownership — the equipment is not their asset
- Home equity contribution — the system may not appraise as an added asset in the same way an owned system does
- Solar Insure 30-year warranty — not available on TPO products (though maintenance is the company's responsibility by contract)
- Maximum long-term ROI — ownership over 25 years typically yields higher total savings than a lease, assuming good system performance

Rate Escalators: What to Disclose and How

Many lease and PPA products include an optional annual rate escalator — typically 0%, 0.99%, 1.99%, or 2.99%. This is the annual percentage by which the customer's rate increases each year. Reps select the escalator during the pricing phase.

0% Escalator

Customer's rate stays completely flat for the full 25 years. Most predictable option. Typically results in a slightly higher starting monthly rate than the escalator options.

0.99%–2.99% Escalator

Customer's starting rate is lower, but increases annually. The bet is that utility rates rise faster than the escalator — which historically they have. But customers need to understand and agree to annual increases.

Always Disclose Escalators Clearly

Escalators must be disclosed explicitly and the customer must understand what they are agreeing to. Never gloss over the escalator to close a deal. A customer who is surprised by annual rate increases 3 years in is not a happy customer and not a referral. The clear facts disclosure required by LightReach (completed independently without rep coaching) is a built-in protection for this.

Who Is a Lease / PPA Customer?

- Customers who want \$0 upfront cost and zero maintenance responsibility
- Customers whose credit may not qualify for the best loan rates
- Customers who are resistant to debt or loan payments
- Customers who just want to save money on their bill without complexity
- Customers who plan to sell the home in a few years — the contract transfers
- Customers who value the commercial ITC pass-through advantage in the current tax environment

Lease/PPA Pitch Script

"There's actually a really compelling option for your situation that a lot of people don't know about. Instead of buying or financing the system, you can essentially subscribe to the power it produces. We put the system on your roof, we own it, we maintain it — and you just pay a rate for the electricity that's lower than what you're paying now. No upfront cost, no maintenance, no surprises. And right now, because we own the system, we can access a commercial tax credit that we pass through to you in the form of a lower rate. For a lot of customers, this is the simplest and most accessible way to go solar."

PART FIVE

Choosing the Right Option

The Decision Framework

Finance selection should never be a guess or a default. Every customer should be matched to the option that genuinely best serves their situation. This framework gives you a structured way to make that match confidently and transparently.

Step 1: Establish the Ownership Preference

Ask directly: "Is owning the system important to you, or is your main goal just to save money on your energy bill?" This single question sets the direction. Customers who want to own — go to Cash or Loan. Customers who want simplicity and savings — go to Lease or PPA.

Step 2: For Ownership Customers — Cash or Loan?

If the customer wants to own, the next question is liquidity. "Do you prefer to pay upfront and avoid any ongoing payment, or would you like to keep your savings and use financing?" Cash customers eliminate the loan conversation entirely. Loan customers move to credit qualification.

Step 3: For Loan Customers — Credit and Term

Use the credit tier information in each lender's section (Parts 6–9) to identify which lender is the best match for the customer's approximate credit score. Then select the term that achieves the customer's monthly payment goal. Always walk through the introductory period mechanics and the month-18 re-amortization — do not skip this conversation.

Step 4: For Lease/PPA Customers — Escalator and Provider

Confirm the customer understands and accepts the 25-year agreement length and the rate escalator they are selecting. Use Palmetto LightReach for primary TPO in most markets. Use GoodLeap TPO as an alternative. Always complete the required clear facts disclosure.

The Quick Qualification Matrix



Customer Says...	Likely Path	Lender	Key Consideration	Watch Out For
"I want to pay cash and own it"	Cash	N/A	Confirm ITC eliminated; pitch Solar Insure 30-yr	Don't oversell tax benefits that no longer exist
"I want to own it but not pay upfront"	Loan	GoodLeap / Sungage / CFB	Check credit tier for loan amount; explain reami	Month-18 reami surprise if ITC paydown not made
"I just want to save money, no hassle"	Lease/PPA	LightReach / GoodLeap TPO	Explain ownership stays with company; escalator	Customer misunderstanding what they signed
"I have lower credit"	Lease/PPA or GoodLeap loan (600+)	GoodLeap / LightReach	600 min FICO for GoodLeap loan; TPO is easier	Don't run credit without disclosure
CT homeowner, green values, lower credit"	CT Green Bank Smart-E	CT Green Bank	580 FICO min; up to \$50k; contractor must enroll	DTI requirements; max \$50k may limit scope
"I might sell in a few years"	Lease/PPA or Loan (transferable)	LightReach / GoodLeap	Both transfer to new buyer; explain process	Lease transfer requires buyer to qualify/accept

PART SIX

GoodLeap

GoodLeap

The #1 solar financier in the nation — loans AND TPO lease/PPA

GoodLeap Overview

GoodLeap is the largest solar financier in the United States, having funded over \$37 billion in projects across all 50 states and Puerto Rico. They are unique among our finance partners in offering both solar loans AND TPO lease/PPA products — making them a versatile option for a wide range of customer profiles. GoodLeap operates through their Origin platform and integrates with most proposal tools.

Key Policy Changes — Effective August 1, 2025

⚠️ 25-YEAR SOLAR LOAN TERMS DISCONTINUED: GoodLeap no longer offers 25-year loan terms. Available terms are now 5, 10, 15, and 20 years only. ⚠️ MINIMUM FICO INCREASE: Minimum FICO requirement raised from 650 to 680 effective August 1, 2025. ⚠️ DEALER FEES REDUCED: 20-year loan dealer fees have been reduced to improve competitiveness. ⚠️ RECHECK ID VERIFICATION NOW REQUIRED: All sellers must complete ReCheck ID verification before submitting GoodLeap projects (see Compliance section below).

Loan Product

Finances residential solar, solar + battery, solar + roofing, and battery-only. Terms: 5, 10, 15, 20 years. Instant soft credit approval. Minimum 680 FICO (as of August 1, 2025). Co-borrowers allowed.

TPO (Lease/PPA) — Select Markets

GoodLeap owns the system; customer pays for power or equipment. \$0 upfront. Soft credit check only throughout. Eligible for commercial ITC pass-through savings. Available in select markets — ground mounts, non-export systems, and non-owner-occupied properties are NOT eligible.

GoodLeap Loan Program Details

Available Loan Terms



Loan Term	Available?	Notes
5 year	✓ Available	Highest monthly payment; fastest payoff
10 year	✓ Available	Strong mid-term option
15 year	✓ Available	Popular balanced option
20 year	✓ Available — Reduced dealer fees	Lowest monthly payment on available terms; updated pricing as of 2025
25 year	✗ DISCONTINUED	No longer available as of August 1, 2025

ACH Autopay Discount

Customers who enroll in ACH autopay receive a 0.50% discount on their APR. If they pay by check or cancel autopay, their rate increases by 0.50%. Always mention this — it's free money for the customer and keeps them on autopay.

Credit Requirements & Loan Limits — Solar

FICO Range	Max Loan Amount	Notes
Below 680	NOT ELIGIBLE	Minimum FICO raised to 680 as of August 1, 2025
680 – 699	Refer to current GoodLeap guidelines	New minimum tier; confirm current limits with GoodLeap
700 – 739	Up to \$100,000	No DTI requirement at 700+
740+	Up to \$125,000	Top tier — best rates and highest limits

Stand-Alone Battery Loan

- Terms: 5, 10, and expanding 20-year terms
- Minimum FICO: 680 (aligned with updated loan minimums)
- Loan amounts: confirm current limits via GoodLeap Origin

Price Per Watt (PPW) Caps — Updated 2025

System Type / Market	PPW Cap	Notes
Standard (all markets)	\$6.50 / watt	Updated from previous \$5.50 cap
FL & TX — PV Only	\$5.00 / watt	Lower cap in Florida and Texas PV-only systems



System Type / Market	PPW Cap	Notes
Adders (roofing, MPU, etc.)	Must not exceed 45% of loan amount	Batteries excluded from adder calculation
Solar + Storage	Solar portion must stay within cap	Total project may exceed PPW cap; solar alone must comply

Domestic Content Requirements

Domestic Content AVL — Pricing Implications

Domestic Content pricing is the default as of March 31, 2025. Two Approved Vendor Lists (AVL) apply: • 2024 Domestic Content AVL: For systems installed by April 15, 2025 • 2025 Domestic Content AVL: For systems installed after April 15, 2025 Helio Guidance: Always confirm install timing before locking equipment. Ensure proposed equipment aligns with the correct AVL to avoid pricing changes at funding. Use the GoodLeap Origin portal to verify equipment eligibility before finalizing proposals.

Property Eligibility

- Residential, owner-occupied
- Single-family, multifamily up to 4 units, townhomes, condos
- Manufactured homes: Double- or triple-wide only. Homeowner must own land. Permanent approved foundation required. NOT in a mobile home park. Additional documentation required to verify improvement value, foundation type, and multi-section structure.
- NOT eligible: singlewide manufactured homes, mobile homes, rental properties

TPO-Specific Restrictions

- ❌ Ground-mounted systems not allowed for TPO
- ❌ Non-export systems not allowed for TPO
- ❌ Non-owner-occupied properties not allowed for TPO

Compliance Requirements — Do Not Skip



ReCheck ID Verification — REQUIRED for ALL GoodLeap Submissions

All sellers must complete ReCheck ID verification before submitting any GoodLeap projects. Submissions will be BLOCKED if ReCheck is not completed. What's required: • Government-issued photo ID • Selfie verification • Email used for ReCheck MUST match your GoodLeap Origin portal email Homeowners must also complete ID verification prior to signing loan documents AND complete a Project Verification Survey after signing. Both are required for NTP approval. Contact your manager if you have not yet completed ReCheck.

Payment Timing — Set Homeowner Expectations

When Do Payments Begin?

First payment is due approximately 90 days after Install Complete — payments may begin before PTO (Permission to Operate) is granted. Payment start dates CANNOT be deferred. Helio best practice: Educate homeowners clearly at point of sale. Set expectations early to prevent post-install confusion. Many customer service issues occur because this was not communicated upfront.

GoodLeap: When to Use It

- Customer has a 680+ FICO and wants a solar loan — GoodLeap's broad platform supports the widest range of deal types
- Customer wants a co-borrower who doesn't live in the home — GoodLeap's co-borrower rules are the most flexible
- Customer is in a condo, qualifying manufactured home, or second home
- Customer wants a loan AND a battery — GoodLeap finances both with clear separate caps
- Customer wants lease/PPA (in eligible markets) — GoodLeap TPO is available




GoodLeap Script

"GoodLeap is the biggest solar lender in the country — they've funded over 30 billion dollars in solar projects. For your situation, they're a strong fit. They pull all three credit bureaus and use your highest score, so if there are differences between agencies, you get the benefit of the best one. The whole process is a soft credit check until the loan actually funds after installation, so it won't affect your score until then. Let me show you what terms and payments look like."

GoodLeap Contacts & Support



Loan & Product Support

Dustin O'Dell — Senior Director, GoodLeap 
dodell@goodleap.com Loan questions /
stipulations:  applications@goodleap.com 
844-910-0111

Office Hours (Live Product Q&A)

2nd & 4th Thursday of each month 11am PT / 2pm
ET Customer Support Hours: Mon–Thu: 7am–9pm
PST Fri: 7am–8pm PST Sat: 8am–5pm PST Sun:
9am–6pm PST

PART SEVEN

Sungage Financial

Sungage Financial

Solar-focused loan specialist since 2011 — BrightStart 0% deferral • Industry-leading \$150k limit • 5–25 year terms

Sungage Financial Overview

Sungage Financial is a Boston-based solar loan specialist and the first company to offer an online solar loan built specifically for residential solar (founded 2011). They operate exclusively in solar and energy storage financing — no leases, no PPAs — and are known for flexible terms, strong customer support, and their unique BrightStart™ tax credit deferral structure. Loans are issued through Hatch Bank, a California-chartered industrial bank.

Important availability note: Sungage financing is currently NOT available in Hawaii.

Important Policy Updates — Effective April 1

Three Process Changes All Reps Must Know

1. COUNTEROFFERS GO TO HOMEOWNERS ONLY — If a homeowner is declined for their original loan request but qualifies for a reduced counteroffer, Sungage will notify the homeowner directly. Reps will only see a loan denial notice and will NOT have visibility into the counteroffer details. Helio Best Practice: Always follow up with denied customers. Ask whether Sungage presented an alternative loan option. Many 'denied' deals can be saved with a revised system size or scope. 2. ENGLISH-ONLY CONTRACTS — Sungage will only accept contracts signed in English going forward. Spanish-language contracts will be rejected and must be re-executed in English. A language acknowledgment form is required when applicable. 3. HARD CREDIT PULL AT INSTALL COMPLETE — Sungage continues to use a soft credit check for approval. However, once a project reaches Install Complete, Sungage will perform a hard credit inquiry that will appear on the homeowner's credit report. This is standard final verification, not a second approval — but customers must be informed upfront.

Sungage BrightStart™: The Key Product Feature



How BrightStart™ Works

Sungage's BrightStart product defers approximately the value of state and local incentives for up to 18 months at true 0% interest. During this period, the customer makes lower initial monthly payments. They can then apply their incentive proceeds to the loan principal — reducing the outstanding balance and keeping their payment relatively stable going forward. Unlike competitors whose 'deferred' periods still accrue interest on the full balance, Sungage's deferral is genuinely 0% interest on the deferred portion. This is a real customer benefit, not a marketing claim.

Sungage Program Details

Loan Terms & Products

- Solar loans: 5, 10, 15, 20, and 25-year terms
- Solar + Battery loans: same term range
- Solar + Roof loans: available
- Battery-only loans: 5, 10, and expanding 20-year terms
- No application fees, no home equity required, no down payment required
- No prepayment penalties — pay off early at any time with no fee

Loan Amounts

- Minimum loan: \$7,500
- Maximum loan: \$150,000 — the highest loan cap in the residential solar industry
- Can finance: solar panels, battery storage, battery-only, roof replacement (as part of solar install)

Credit Requirements

Requirement	Threshold	Notes
Minimum FICO	640	Accessible minimum; 90% approval rate at 660+
Debt-to-Income (DTI)	50% maximum	Primary residence installations only
Property requirement	Primary residence only	1–4 unit residential; no investment properties
Credit check — approval	Soft pull	No impact on score at approval stage
Credit check — Install Complete	Hard pull	Hard inquiry appears at Install Complete — disclose to customers upfront
State availability	All states except Hawaii	Sungage not available in Hawaii

Certification & Portal

- No formal Sungage certification required
- All sellers must complete Sungage's Code of Conduct
- Portal access allows reps to: send credit applications, track loan document status, resend homeowner portal links
- The Helio proposal platform is the primary method for originating Sungage loans

Welcome Call Process (Updated)

- Sungage now completes the welcome process inside the homeowner portal for most customers
- Customers confirm understanding via a short in-portal acknowledgment
- In limited cases (age, project type, or new seller status), a live welcome call may still be required
- A new seller's first three transactions will require recorded welcome calls

Sungage: When to Use It

- Customer needs a loan above \$100,000 — Sungage's \$150,000 cap is the highest available
- Customer has a 640–679 FICO and doesn't qualify for GoodLeap (which requires 680+)
- Customer wants to finance battery storage alongside solar in a single clean loan
- Customer values a true 0% interest deferral on incentives through BrightStart
- Customer wants the most flexible re-amortization options
- Customer is in any state except Hawaii

Sungage Script: Lower FICO or High Loan Amount



"For your situation, Sungage is the right fit. If you need a larger loan, they have the highest limit in the industry at \$150,000. And if your credit is in the 640–670 range, Sungage approves about 9 out of 10 applicants at that level. Their process is a soft credit check throughout approval — the only time a hard inquiry appears is when we reach Install Complete, which is standard final verification. They also have a structure where any state incentives you're eligible for can be deferred interest-free for up to 18 months, giving you time to apply those savings before your payment adjusts."



Sungage Contacts & Support



Partner Relationships

Jeff Fontaine — Strategic Partnerships Manager

 jeff.fontaine@sungagefinancial.com  (413) 335-7144

Nick Lee — Strategic Success Manager  nick.lee@sungagefinancial.com  (617) 340-6573

Customer Support & Office Hours

 844-786-4243 (844-SUNGAGE) 

customerservice@sungage.com Hours: Mon–Fri 9am–12am ET | Sat 10am–7pm ET | Sun Closed

Office Hours: 1st & 3rd Tuesday of each month 11am PT / 2pm ET — Product updates, process changes, live Q&A

PART EIGHT

Palmetto LightReach

Palmetto LightReach

TPO solar lease & PPA in 11 states — \$0 upfront, 25-year 90% production guarantee, zero dealer fees

Palmetto LightReach Overview

Palmetto LightReach is our primary Third-Party Ownership (TPO) finance partner for lease and PPA products. LightReach is backed by over \$1.2 billion in institutional capital (including Morgan Stanley and Truist Bank) and provides a customer-centric, 25-year ownership model where Palmetto owns and maintains the system while the homeowner pays for the energy it produces or a monthly equipment fee.

Unlike many TPO providers that sell customer contracts to investors and disappear, Palmetto views every customer as a 25-year relationship. They have been installing solar since 2010 and built LightReach specifically to address the problems customers experienced with transactional TPO providers.

Eligible Markets

LightReach Available States

LightReach is currently available in the following states: CA • CO • CT • FL • IL • MA • MD • NV • NJ • TX • VA Note: Availability and product type (Lease vs. PPA) may vary by state and utility. Always confirm current market eligibility in Vision before proposing to a customer.

Proposal Process — How LightReach Works at Helio

LightReach proposals at Helio are submitted and managed through the Vision platform — no separate LightReach account setup is required for Energy Consultants.

- Step 1: Submit and qualify a Helio lead
- Step 2: Request a Vision proposal
- Step 3: Select LightReach as the financing option
- Step 4: Choose LightReach-approved equipment only (Domestic Content required — see below)

Ground-Mounted Systems Are NOT Eligible

Ground-mounted systems cannot be financed through LightReach TPO. LightReach only supports roof-mounted installations for TPO products.

LightReach Product Details

Core Terms

- Agreement length: 25 years
- Upfront cost: \$0
- Dealer fees: Zero — LightReach charges no dealer fees
- Minimum credit score: approximately 670+ (varies by market; confirm in Vision)
- Rate escalator options: 0.00%, 0.99%, 1.99%, or 2.99% annual increase — selected during pricing
- Production Guarantee: 90% — if the system produces less than 90% of projected output, LightReach issues bill credits automatically (Florida excluded due to state regulatory requirements)
- Monitoring: 24/7 system monitoring included
- Maintenance: All maintenance and service included — zero maintenance cost to the homeowner
- True-up: Every 3 years; fewer than 4.5% of projects require adjustment

Domestic Content Requirement

All LightReach Projects Must Use Domestic Content Equipment

All LightReach projects must comply with domestic content guidelines. Only equipment listed under LightReach's Domestic Content Policy may be selected in Vision. This includes approved solar modules, inverters, and battery storage (if applicable). Confirm equipment eligibility in Vision before finalizing any LightReach proposal.

Product Limitations

- **✗** Ground-mounted systems not eligible
- **✗** Manufactured homes not eligible for new LightReach projects
- **✗** Townhomes not eligible
- Battery options vary by state — backup vs. non-backup availability differs by market
- System design must comply with market-specific utility and pricing rules

End of Agreement Options



- At end of 25 years, homeowners may pursue system purchase or removal options through LightReach
- At home sale: Contract transfers to new buyer (buyer must qualify/accept), OR can be bought out at market value

Compliance — ReCheck ID Verification

ReCheck Required Effective January 13, 2025

All LightReach projects require identity verification through ReCheck prior to Notice to Proceed (NTP). • Sellers receive an automated email titled 'Verify Your Identity with ReCheck' • One-time login is stored for future transactions • Verification is required before project advancement Always use the homeowner's legal name as shown on government ID. Verify before submitting proposals.

LightReach: When to Use It

- Customer wants \$0 upfront and zero maintenance responsibility
- Customer has approximately 670+ credit (more accessible than loan minimums for best loan rates)
- Customer's primary goal is reducing their monthly energy bill with no complexity
- Customer is in one of the 11 eligible states
- Customer may sell in a few years — the 25-year contract transfers to new owner
- Customer wants to benefit from commercial ITC pass-through in the current tax environment



LightReach Script

"Here's how LightReach works — and I think you'll like this. Palmetto owns the system, we install it on your roof, and you pay a monthly energy rate that's lower than what you're paying now. Zero upfront. Zero maintenance — if anything ever needs to be fixed, they handle it. They guarantee the system produces at least 90% of what we projected, and if it doesn't, they credit you. Your rate can be locked completely flat for 25 years if you want. Zero dealer fees — the rate you see is the real rate. And if you ever sell your house, the contract just transfers to the new buyer. Palmetto has backed this with over a billion dollars in institutional capital — they are not going anywhere. For a lot of customers, this is the simplest, cleanest path to solar."





LightReach Contacts & Support



Relationship Management

Danny White — Relationship Manager 
danny.white@palmetto.com  (805) 754-5165
Jay Balatbat — Senior Relationship Manager 
jay.balatbat@palmetto.com

Customer & Sales Support

 help@palmetto.com  855-339-1831  Live
chat: palmetto.com/support  Underwriting
Support SMS: 888-531-3327 Hours (EST): Mon–
Thu 9am–11pm | Fri 9am–10pm Sat 11am–7pm |
Sun 12pm–4pm



PART NINE
Climate First Bank

Climate First Bank

America's first climate-focused FDIC-insured bank — zero dealer fees, transparent fixed-rate solar loans up to 30.5 years

Climate First Bank Overview

Climate First Bank is the world's first FDIC-insured digital community bank founded specifically to combat the climate crisis. Headquartered in Orlando, Florida, Climate First Bank reached \$1 billion in assets in March 2025, with over \$185 million in solar lending deployed in just two years. Their mission is to reimagine finance as a force for good — and their solar loan program reflects that in every product decision.

The Zero Dealer Fee Difference

Climate First Bank's Core Position on Dealer Fees

Many lenders advertise very low APRs (sometimes 0–2%) but charge the installer a dealer fee of 20–30%+ of the loan amount. On a \$30,000 system, that can mean \$6,000–\$9,000 in fees rolled into the system price — a cost the customer pays but doesn't see on their loan statement. Climate First Bank charges zero dealer fees. What the customer sees is the real cost of their system. This transparency story is a powerful differentiator — especially against competitors offering suspiciously low-rate loans.

Climate First Bank Program Details

Loan Term Options

Term	Structure	Notes
10.5-year loan	Initial no-payment period + fixed monthly payments over remainder	Shorter payoff; higher monthly payment
20.5-year loan	Initial no-payment period + fixed monthly payments over remainder	Mid-range option; balanced payment



Term	Structure	Notes
30.5-year loan	Initial no-payment period + fixed monthly payments over remainder	Lowest monthly payment; longest term available

No-Payment Introductory Period

Each Climate First Bank term includes an initial no-payment period — interest accrues on the outstanding balance during this time, but no payment is required. Fixed monthly payments begin after this introductory period ends. Customers must understand that interest is accruing during the no-payment period even though no payments are due. Flexible principal paydowns can be made at any time to reduce the balance early.

Rates & Key Features

- Fixed interest rates for the life of the loan — no variable rate surprises
- Typical APRs in the high 7%–8% range — higher than dealer-fee loans, but reflects no hidden fees
- Autopay discount: 0.25% rate reduction for autopay enrollment
- No dealer fees — zero
- No prepayment penalties — pay off early at any time
- 100% financing — no money down
- No home equity required — loan secured by solar equipment

What Can Be Financed

- Solar PV systems — primary product
- Battery storage when paired with solar
- Battery-only loans available
- Solar + storage + renewable upgrades together in many cases

Process & Installer Requirements

- Must work with an approved Climate First Bank installer — Helio Solar is an approved partner
- Soft credit checks for quick approval — no pre-install verification call except in specific profile cases
- 50% payment at project commencement / 50% at project completion — favorable draw structure
- Dedicated personal banker for each installer partner
- Fast approvals through their digital lending platform
- Customers retain all solar incentives and state/local rebates



Climate First Bank: When to Use It

- Customer has researched solar loans and is skeptical about competitor pricing — zero dealer fee story is decisive
- Customer has been shown a competitor's low-APR loan and wants to understand total cost
- Customer values mission-aligned, transparent banking with a climate focus
- Customer wants a longer 30.5-year term for the lowest possible monthly payment
- Battery-only financing needed
- Customer values a personal banking relationship and dedicated support

Climate First Bank Script

"Let me show you something most companies don't talk about. A lot of solar lenders advertise really low interest rates — like 1% or 2% — but there's a reason those rates seem too good to be true. They charge a dealer fee — sometimes 25–30% of your total loan — and that fee gets baked into what you pay for the system. On a \$30,000 system, that's up to \$9,000 in fees you never see on your statement but absolutely pay. Climate First Bank charges zero dealer fees — what you see is the actual cost of your system. Their rate is higher on paper, but your total cost is transparent. They are the only fully climate-focused FDIC-insured bank in the country — founded specifically to finance sustainable energy. For customers who want to know exactly what they're paying and why, this is the most honest option out there."

PART TEN

Connecticut Green Bank — Smart-E Loan

Connecticut Green Bank — Smart-E Loan

Connecticut's state-backed green loan program — 580 FICO min, broadest eligible improvements, staged disbursement

Connecticut Green Bank Overview

The Connecticut Green Bank is the nation's first state-level green bank, established by Connecticut legislation in 2011. Its mission is to accelerate the deployment of green energy and energy-efficient technologies through innovative financing. The Smart-E loan program has now helped nearly 10,000 Connecticut homeowners and deployed over \$110 million in loans — a track record that demonstrates both scale and program stability.

Smart-E is offered through a network of local community banks, credit unions, and community development financial institutions — not a national lending platform. For Connecticut customers, especially those with lower credit scores or multiple improvement needs, this is often the best option in the portfolio.

Smart-E Loan Program Details

What Smart-E Finances

The Smart-E loan can finance over 90 home energy and resiliency-related improvements — significantly broader than any other finance partner we work with:

- Solar PV systems — primary solar product
- Battery energy storage systems (including solar + battery combinations)
- Heat pumps and HVAC upgrades
- Insulation and air sealing
- Windows and doors
- EV chargers
- Water heating upgrades
- Floodproofing and resilience improvements
- Up to 25% of the loan for non-energy measures that support the project — e.g., roof repair needed before solar can be installed, ENERGY STAR appliances, lead removal

Loan Terms & Rates



- Maximum loan amount: \$50,000 standard; up to \$75,000 with lending partner exception approval
- Minimum loan amount: \$500
- Loan terms: up to 15 years (may vary by lender — not all lenders offer the full 15-year term)
- Interest rates: approximately 6.99%–7.99% standard APR; vary by lender and creditworthiness
- No money down — no prepayment penalty
- Fixed interest rates and fixed monthly payments
- Special promotional rates: 0.99% APR for heat pump installations (limited time; Eversource/Avangrid customers with approved EnergizeCT rebate)

Credit Requirements

Requirement	Threshold	Notes
Minimum FICO	580	Lowest minimum of all Helio finance partners — expanded from 640 in 2023
DTI Maximum	50%	DTI may be waived for FICO scores over 680
Bankruptcy/Foreclosure	None in last 7 years	Hard requirement across all Smart-E lenders
Property	Owner-occupied 1–4 unit CT home or condo	Condos must be individually metered

580 FICO — The Lowest Minimum in Our Portfolio

The Smart-E loan accepts a minimum FICO score of 580 — the lowest threshold among all Helio Solar finance partners. For Connecticut customers who have been declined elsewhere or are worried about credit qualification, Smart-E is often the answer. The state-backed loan loss reserve means participating lenders can approve borrowers they otherwise couldn't. DTI of 50% maximum applies; for borrowers with 680+ FICO, DTI may be waived entirely.

Loan Disbursement Process — Staged Payments

3-Stage Payment Structure

Smart-E loans are paid to Helio in three installments as project milestones are met — not in a single lump sum at funding like most national lenders. Understanding this is important for cash flow planning:

- Stage 1 — Loan Closing: Initial disbursement when the loan closes; funds go to begin installation
- Stage 2 — Permit Approval: Second payment upon permit approval or utility RRES approval
- Stage 3 — Project Completion: Final payment once installation is finished and PTO (Permission to Operate) is granted

This staged disbursement ensures quality delivery and aligns with project progress.



How the Smart-E Process Works (Homeowner Steps)

- Step 1: Homeowner and Helio agree on scope and pricing
- Step 2: Homeowner applies for a Smart-E loan through an eligible participating lender
- Step 3: Once approved, Helio submits project details to the CT Green Bank for technical review
- Step 4: Loan closes — Stage 1 funds released to begin work
- Step 5: Permit approved — Stage 2 funds released
- Step 6: Installation complete — final documentation submitted; Stage 3 funds released when PTO granted

Key Features and Customer Benefits

- State-backed program — CT Green Bank provides loan loss reserve support to participating lenders
- No appraisal required — no UCC lien on the home in most cases (lien is on the energy system, not property)
- Multiple improvements under one loan — bundle solar, battery, insulation, heat pump in a single application
- Local lender relationship — community banks and credit unions, not a national fintech platform
- Strong track record — nearly 10,000 loans, very low delinquency and charge-off history
- Can be combined with other incentives — Smart-E works alongside state incentives, utility rebates, and federal programs

Smart-E Loan Limitations to Know

- Connecticut only — exclusively for Connecticut homeowners
- \$50,000 standard maximum — limits scope for larger systems (exception process available for up to \$75,000)
- Terms up to 15 years — shorter than most national lenders (GoodLeap goes to 20, Sungage to 25)
- Contractor enrollment required — Helio Solar must be an enrolled Smart-E contractor
- More coordination than national lenders — 3-stage disbursement process requires active project management
- Not the lowest rates — 6.99–7.99% is mid-tier; the value is in accessibility, not rate

Smart-E: When to Use It

- Connecticut customer with 580–679 FICO who would be declined by GoodLeap (680+) or Sungage (640+)
- Customer wants to bundle multiple improvements — solar, battery, heat pump, insulation — under one loan



- Customer values a state-backed program and local lender relationship
- System scope fits within the \$50,000 limit (or qualifies for \$75,000 exception)
- Customer wants to combine financing with utility rebates and state incentive programs

Smart-E Loan Script

"For Connecticut homeowners, there's a program that most companies don't even know to offer — the Smart-E loan through the Connecticut Green Bank. It's a state-backed financing program built specifically to make energy upgrades accessible to more homeowners. The minimum credit score is 580 — the lowest of anything we work with — and because it's state-backed, local banks can approve customers they otherwise couldn't. And if you want to add a battery, upgrade insulation, or add a heat pump water heater at the same time, all of that can go under the same loan. Up to \$50,000, all in one place. It also works right alongside state incentives and utility rebates — so you're not choosing one or the other. For Connecticut customers especially, this is a really strong option worth knowing about."

PART ELEVEN

EnFin Solar Financing

EnFin Solar Financing

Manufacturer-backed by Qcells — flexible underwriting, 10–25 year terms, ~600 FICO minimum

EnFin Overview

EnFin (EnFin Corp.) is a solar-specific loan provider with a unique distinction: it is backed by Qcells, one of the largest solar panel manufacturers operating in the United States. This manufacturer connection gives EnFin a distinctive position in the financing market — in some cases enabling tighter rates or better terms when Helio systems are paired with qualifying Qcells equipment.

EnFin focuses exclusively on solar and energy improvement financing, offering flexible term residential loans designed for fast approvals and straightforward process for both installers and homeowners. Their platform is installer-first — the contractor sends a pre-filled application, and the homeowner completes their financial details directly.

EnFin Program Details

Loan Products & Terms

- Residential solar loans — primary product
- Loan terms: 10 to 25 years depending on product and underwriting
- Battery storage financing available
- Roofing or related upgrades may be included if part of solar loan scope — confirm with Ops on a case-by-case basis
- No prepayment penalties — homeowners can pay off early with no additional fees

Credit & Qualification Requirements

Requirement	Threshold	Notes
Minimum FICO	~600	EnFin can sometimes underwrite beyond credit score alone — flexible underwriting looks at full financial picture
Credit check — early	Soft pull	Soft check during prequalification and initial underwriting



Requirement	Threshold	Notes
Credit check — final	Hard pull	Hard pull occurs later in the process — disclose to customers upfront
Loan amounts	Installer-specific	Maximum amounts vary by product; confirm via EnFin partner portal at proposal time
Rates & dealer fees	Not publicly posted	Actual APR and fees reviewed via contractor tools at proposal; competitive within market

How EnFin Works — The 5-Step Process

- Step 1 — Prequalify: Quick intake application to check initial eligibility
- Step 2 — Apply: Contractor sends pre-filled application with project info; homeowner completes financial details
- Step 3 — Credit Decision: Instant decision or prequalification guides deal forward
- Step 4 — Contract & Funding: Once approved and signed, funds disbursed to contractor at agreed project milestones
- Step 5 — First Payment: After Permission to Operate (PTO) is granted, first bill is due approximately 30 days later

First Payment After PTO — Customer-Friendly Timing

EnFin's first payment timing is tied to PTO — the system must be fully permitted and running before the first bill is due. This is a genuinely customer-friendly feature that reduces the period where a homeowner is paying a loan on a system that isn't yet producing power. Always communicate this clearly as a feature during the sales process.

Manufacturer Advantage: Qcells Backing

What the Qcells Connection Means

EnFin is backed by Qcells — a major U.S. solar panel manufacturer. This manufacturer relationship can unlock tighter rates or better terms for loans on systems using qualifying Qcells equipment. When Helio is proposing a system with Qcells panels, EnFin should always be evaluated as a financing option, as the manufacturer connection may provide a cost advantage over purely third-party lenders. Confirm current equipment-linked pricing with your Ops team at proposal time.

Loan Logistics for Homeowners

- No prepayment penalty — homeowners can pay down or pay off at any time without extra fees



- First payment begins approximately 30 days after PTO — not before the system is operational
- Loan transfer at home sale: possible but requires a new application from the buyer, initiated well before closing — plan ahead if a customer raises this question

EnFin: When to Use It

- Customer has a ~600 FICO and needs flexible underwriting that goes beyond credit score alone
- Helio is proposing a system with qualifying Qcells equipment — manufacturer backing may unlock better terms
- Customer wants first payment timing tied to PTO — cleanest timeline for a homeowner financing a new system
- Customer values a solar-specific lender with an installer-first application process
- All other lenders are either unavailable or not the best fit for the customer's credit profile and loan amount

EnFin Script

"EnFin is one of our financing partners that's a little different from the others — they're actually backed by Qcells, one of the biggest solar manufacturers in the country. That connection sometimes means better terms when we're pairing it with the right equipment. Their process is straightforward: we prefill your project details, you complete your financial information, and they make a quick decision. And one thing customers really appreciate — your first payment doesn't start until after the system has permission to operate and is actually producing power. No paying for a system that isn't running yet."

EnFin Contacts & Support

Partner & Installer Support

☎ (833) 586-3675 (Select Option 0 for escalation) Chat via Partner Portal (login required) businessdevelopment@enfin.com
 (Business growth & partnerships) partneroperations@enfin.com (Operations & onboarding)

Homeowner Support

☎ (833) 586-3677 Mon–Fri: 5:00am–9:00pm PT
 Sat–Sun: 7:00am–4:00pm PT contractinquiries@enfin.com ACH autopay & payment support via online account



PART TWELVE

Finance Partner Quick Reference

At-a-Glance Comparison

Use this section as your quick reference during Sit Two preparation. Match the customer's situation to the right partner before you walk in the door.

Partner Overview Matrix

Partner	Product Type	Min FICO	Max Loan / Limit	Key Differentiator
GoodLeap	Loan + TPO (Lease/PPA)	680 (loan, as of Aug 1 2025)	\$125k (loan)	Broad product range; co-borrower flexibility; TPO in select markets
Sungage	Loan only	640	\$150,000 (industry-highest cap)	Highest loan limit; BrightStart 0% deferral; hard pull at Install Complete
Palmetto LightReach	TPO Lease/PPA only	~670+	\$0 / 25-year agreement	\$0 upfront; 90% guarantee; zero dealer fees; 11 states; commercial ITC pass-through
Climate First Bank	Loan only	Flexible (no hard pub.)	Up to 30.5-yr term	Zero dealer fees; transparent pricing; climate mission; 10.5/20.5/30.5-yr terms
CT Green Bank Smart-E	Loan only (CT only)	580	\$50,000 (\$75k w/ exception)	Lowest FICO in portfolio; 90+ improvements; 3-stage disbursement; state-backed
EnFin	Loan (+ potential TPO)	~600	Installer-specific; confirm portal	Qcells manufacturer-backed; flexible underwriting; first payment after PTO

FICO Decision Tree — Updated August 2025



Customer FICO	Best Loan / TPO Options	Key Notes
Below 580	LightReach TPO (11 states)	No loan options available below 580 nationally; TPO is the path
580 – 599	CT Green Bank Smart-E (CT only) / LightReach TPO	Smart-E is the only loan option at this range; LightReach TPO available nationally
600 – 639	EnFin loan (~600) / LightReach TPO / Smart-E (CT)	EnFin enters at ~600 nationally; Smart-E for CT customers; GoodLeap NOW requires 680
640 – 679	Sungage / EnFin / LightReach / Smart-E (CT)	Sungage at 640 is now the primary national loan option before GoodLeap threshold
680 – 699	GoodLeap / Sungage / EnFin / Climate First / LightReach	GoodLeap re-enters at 680; all major options available; compare terms
700 – 739	All partners — strong options	No DTI req on GoodLeap 700+; ~90% Sungage approval; best LightReach rates
740+	All partners — top tier	GoodLeap up to \$125k; Sungage up to \$150k; choose on system size and preference

GoodLeap FICO Minimum Changed — August 1, 2025

GoodLeap raised its minimum FICO from 650 to 680 effective August 1, 2025. Customers in the 640–679 range who previously would have used GoodLeap should now be directed to Sungage (640 min) or EnFin (~600 min). Update your mental model — GoodLeap is no longer the default for borderline credit customers.

Loan Mechanics Comparison — All Partners

Feature	GoodLeap	Sungage	Climate First	EnFin
Min FICO	680 (Aug '25)	640	Flexible	~600
Terms	5/10/15/20 yr	5/10/15/20/25 yr	10.5/20.5/30.5 yr	10–25 yr
Credit check	Soft until funding	Soft approval; hard at Install Complete	Soft; exceptions for age/profile	Soft early; hard later
Dealer fees	Yes (built into low rates)	Yes (built into low rates)	ZERO	Varies; confirm at proposal
Max loan	\$125,000	\$150,000	Term-based; varies	Installer-specific
Battery financing	Yes — solar+batt or standalone	Yes — bundled or standalone	Yes — with solar	Yes — solar+battery
First payment	~90 days after Install Complete	Standard (60 days after funding)	After no-payment intro period	~30 days after PTO



Feature	GoodLeap	Sungage	Climate First	EnFin
No prepay penalty	Yes	Yes	Yes	Yes
Loan transferable	Yes	Yes (buyer requalifies)	Yes	Possible; new application req'd

TPO Lease/PPA Comparison

GoodLeap TPO

Select markets only. Lease or PPA (state-dependent). \$0 upfront. Soft credit only throughout. Battery storage pairable. Managed through Origin platform — rep account required. Ground mounts, non-export, and non-owner-occupied NOT eligible.

Palmetto LightReach

Primary TPO partner. 11 states: CA, CO, CT, FL, IL, MA, MD, NV, NJ, TX, VA. 25-year agreement. 90% production guarantee. Zero dealer fees. Rate escalators 0–2.99%. 24/7 monitoring and maintenance. ReCheck ID verification required. Manufactured homes and townhomes NOT eligible.

Sales Objection Quick Reference

Customer Objection	Best Response Strategy	Finance Option to Lead With
"I don't want any debt."	Introduce Lease/PPA — frame as a subscription to lower energy rates, not a loan.	Palmetto LightReach or GoodLeap TPO
"My credit isn't great."	Ask range. ~600: EnFin or Smart-E (CT). 580+: Smart-E (CT). Below 580: LightReach TPO only.	EnFin / Smart-E / LightReach
"GoodLeap declined me."	GoodLeap now requires 680. Try Sungage (640), EnFin (~600), or LightReach TPO.	Sungage / EnFin / LightReach
"The monthly payment is too high."	Extend the term or move to Lease/PPA. Climate First has a 30.5-yr option.	Climate First 30.5-yr / LightReach TPO
"I want to own it."	Confirm loan preference; walk through mechanics and Solar Insure warranty.	GoodLeap / Sungage / EnFin loan
"What about the tax credit?"	ITC eliminated for cash/loan in 2025. Commercial ITC still benefits TPO — passes through as lower rate.	LightReach or GoodLeap TPO
"I'm in Connecticut with lower credit."	Smart-E accepts 580 FICO, state-backed, bundles 90+ improvements.	CT Green Bank Smart-E



Customer Objection	Best Response Strategy	Finance Option to Lead With
"I want transparent pricing — no hidden fees."	Climate First Bank: zero dealer fees, real rates. Also LightReach: zero dealer fees.	Climate First Bank / LightReach
"I need to finance the roof too."	Sungage or GoodLeap for roof+solar; Smart-E allows up to 25% for non-energy items.	Sungage / GoodLeap / Smart-E
"Will this affect my credit score?"	Soft check throughout on GoodLeap, LightReach, Climate First. Sungage soft at approval, hard at Install Complete. EnFin soft early, hard later.	Depends on partner — disclose upfront

Know the money. Match the customer. Close more deals.

