

Hi. My name is _____ and this is _____. We're from the Small Town Energy Program known as STEP being run by the city of _____ this summer.

Have you heard about the program?

I'd love to tell you more if you have moment.

STEP helps you make your home more comfortable and affordable through energy efficiency improvements. STEP makes it easy by helping you through the whole process. And STEP makes the process affordable by offering rebates that can pay up to 60% of the work. People who participate in the program find their house becomes more comfortable [less drafty, room temperatures are more even] and their energy bills often go way down.

If you like I can briefly explain how the program works, so you can decide if you want to participate.

First of all, you sign up. This gives you access to our expert energy coach, Suzanne Parmet, who can help you as little or as much as you'd like. Suzanne works with you. She helps to make the whole thing easy and make sure you are comfortable at every stage.

Next, you have an energy evaluation performed on your home. Normally this would cost \$400 or more, but through STEP you only pay \$100 and we take care of the rest. A trained professional will test your house from top to bottom. This is a very extensive evaluation that usually takes 3-4 hours. After, you'll receive a report that will show you ways you can save energy and money in your home and how much you can expect to save if you make improvements.

Finally, you are under no obligation to make improvements, but if you wish to, the Energy Coach can help you find a trusted contractor from an approved list. She will also help you do the legwork in getting all the rebates. The rebates range from \$400-\$4,300 dollars, and on average they cover 60% of the cost of improvements. If you need it, STEP also has a low interest loan program through Sandy Spring Bank.

We try to make it as easy and affordable as possible for you to make your home more energy efficient. STEP is only available in _____ for the next year.

Do you have any questions?

Great, are you interested in signing up today?

I can leave a participation form. Would you like Suzanne to be in touch? Please give me a phone number or e-mail address.

Take a look at these materials we're leaving with you, and please feel free to contact us via email or phone if you are interested or have any questions. Thank you.

Hi. My name is _____ and this is _____. We're from STEP, the Small Town Energy Program being run by the city of _____ this summer.

Have you heard about the program? I'd love to tell you more.

I understand you're short on time. Can I take down your number or e-mail address to follow up later?

Could I leave behind some information for you to look through when you have more time?

Thank you.