



“ We’ve built an incredible business helping people transform their homes. ”

Now it’s your turn.



## Who we are

We are the natural light and fresh air experts, and our story began 30 years ago when a lone Australian inventor created a product that revolutionized the way daylight was brought into homes. This product would become the catalyst to transform the daylighting and ventilation industry. After the Solatube Tubular Skylight was invented, Solatube Premier Dealerships were established to install these revolutionary products for home owners nation-wide.

We strive to create indoor environments where homeowners like you feel happier. Healthier. More productive. A place that brings out the best in our customers.

Therefore, we've set out to bring natural light and fresh air into homes around the world. And we do it through innovative daylighting and ventilation products. Eco-friendly solutions that create comfort, beauty and value to people's home.

Just as important as what we deliver, is how we deliver it. We're dedicated to providing unmatched design expertise and certified installation services to make the process easy, fast and comfortable. And we do so through trusted teams that continually raise the bar for service.



# What we stand for

## Vision

For every homeowner to enjoy natural light and fresh air in their homes.

## Mission

We exist to brighten our customer's lives with our service, and their homes with our innovative and energy efficient solutions.

## Promise

We promise to deliver exceptional levels of service to our customers by:

- Respecting their time and homes
- Listening to them and understanding their needs
- Providing efficient, high-quality work that's guaranteed
- Installing the most innovative daylighting and ventilation technologies through Solatube products
- Dramatically improving the beauty, comfort and value of their homes



# Making a difference

## Transforming the lives of our customers

When we deliver our product we are not only delivering a product, but creating a better home experience for our customers as well.

## Supporting the well-being of our environment

Solatube's eco-friendly technologies are known for providing green approaches that not only help individual homeowners, but the entire planet.



# Your opportunity

We're changing the lives of capable entrepreneurs by offering Solatube Premier Dealership opportunities to bring our incredible daylighting and ventilation products to homeowners in your region. With a proven service model and the leading products in the industry, we're helping you build and grow your own profitable home services business.

A Solatube Premier Dealership lets independent owners take control of their futures, while enjoying a satisfying, rewarding career. See how delivering natural light and fresh air can be a huge business opportunity.

How many service businesses can transform your customer's home while getting you in and out in two hours? And how many provide you with comprehensive lifetime support to set up, market and manage your business? Solatube utilizes a streamlined service and installation model, backed by a market-tested business system in which ingeniously designed products are provided to consumers in a matter of hours.

What does that mean for you? Easy answer, it's how we bring in revenue for you. No long waits for payment, no demolition mess, no months-long projects. Just a straightforward, proven path to building your own profitable business, with the full Solatube Premier Dealer playbook and tools to get you there.



Tubular Skylights



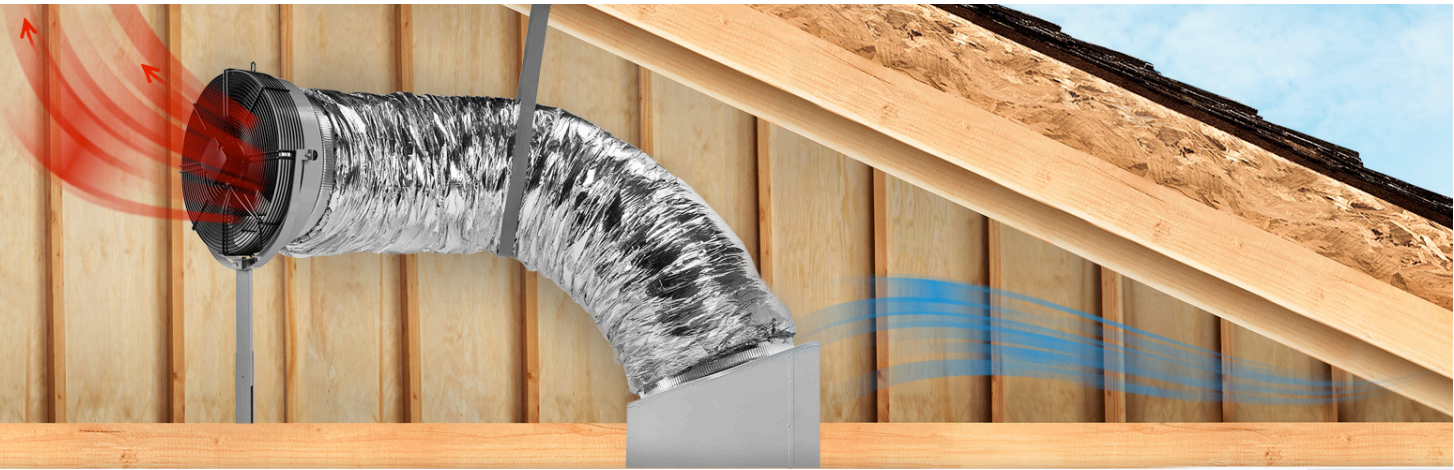
## 5 Strong Profit Centers

Providing customers with impactful products that can be installed within 2-hours. This means immediate revenue for you! Five key products: Tubular Skylights, Skylight Replacement, Solar Attic Fans, Whole House Fans & Garage Fans.

Solar Attic Fans



Skylight Replacement



Whole House Fans & Garage Fans

# Perfecting the model

At Solatube we have been perfecting the model for years, and it shows in our track record. To get a feel for how our dealerships can drive revenue, just take a look at the numbers from our performance dealerships.

## Imagine generating over \$120K/Month

Performance Dealerships	
Average Monthly Sales	\$235,108

Product and installation average monthly sales from our performance dealerships in 2021. Dealership results will vary depending on many factors.



# Your tools for success

## Products

Industry-leading proprietary products and add-ons entice customers to create the living spaces they dream of.

## Fast Revenue

Multiple revenue streams create a variety of sales opportunities from product sales, installation, and replacement services that you can offer within your territory. With offerings across both skylights and ventilation segments, there's always opportunities for cross-selling as you're already upgrading a customer's home. No long wait for revenue, after 2 hours you're getting paid.

## Credibility

30 years of history and an established track record provide a solid foundation to build upon. You can reap the rewards from a company with a reputation for quality, innovation, value, reliability, and responsiveness.

## Proven Lead Generation

Streamlined marketing and lead generation systems that have been proven for the last 30 years. Tried, tested and fine-tuned for seamless operations.

## Training & Tools

Whether it's through training and education programs (initial and ongoing), continual access to our team's skill sets and experience, our business management software system, or our creative and cost-effective marketing programs, we have you covered.

## Business Management Software

The software provides a paperless, and seamless communication structure between the office and the field. A tool that runs your whole business.



## We created our own niche

The home services industry is enormous. There are a lot of players that dabble or excel in everything from plumbing to electrical to maid service to lawn care. There are one-truck operating handymen, and nationwide companies with fleets of installers on call 24-7. Amidst it all, the true success stories come from businesses who have differentiated themselves from the pack, either by what they offer or how they offer it.

Before Solatube existed, people had few options for bringing natural light into the dark interiors of their homes. Today, our products make it possible to deliver daylight to every home in a community.

Solatube Premier Dealers dominate natural light, but they also are a leader in fresh air for homes. Like our lungs, homes need to be able to breathe to make sure that fresh air comes in and dirty air goes out. Air indoors can build up high levels of moisture, odors, gases, dust, and other air pollutants. To keep the air indoors fresh and safe, Solatube has remarkable products for that as well.



***“With our unique products and 5-star service, our competition is almost non-existent”***

# Proof from our RAVING fans



I have five Solatubes in my home, two of them at least 20 years old. I have never had a leak of any kind and they have added light in places that would otherwise have had no direct sunlight, including a bathroom, hallway and garage. Great service, I highly recommend them.



What a difference these have made in my home. I wake up excited for the day as I get more light now. Spending more time in my living room which used to be too dark. Thank you so much!.



LOVE my Solatube!! Just had the second one installed. What a huge difference!



They do more than Solatube! We recently had them replace two old, cracked, plastic skylights with double paned glass ones. It was a nice experience from start to finish. The cost was reasonable and the new skylights are lovely!



Excellent product! My home is much brighter now. The installer was friendly, knowledgeable, and did an exceptional job installing 2 Solatubes. I highly recommend this company.



We had a whole house fan and a solar powered garage ventilating fan installed from Solatube. The prices are very competitive. The installer, arrived at the arranged time and did a FANtastic job. He was pleased and helpful. Total install took under two hours. There was no construction mess and the install sites are very professional looking.



Great customer service from initial phone call through installation. Great products, great employees, great business.

# What does it mean for you?



## Quick Path to Revenue

An efficient process from the first call through consultation and installation (often in less than 2 hours) means cash comes fast and allows for multiple transactions per day.



## Improve People's Homes and Lives

Help your customers create beautiful, comforting indoor environments where they feel happier, healthier and more productive thanks to natural light and fresh air.



## Proven, Fast Business Model

Turn-key lead generation system. 5 strong profit centers. Limited to no competition.



## Unrivaled Training and Support

We're here to support you all the way through with all the tools and knowledge we've established in our proven business model.



## Be an Important Part of Your Community

Our Premier Dealers enjoy a high profile in their local areas, where they improve the beauty of homes, raise their values and provide positive, eco-friendly solutions.



## Positively Impact the Planet

Solatubes' eco-friendly technologies are known for providing green approaches that not only help individual homeowners, but the entire planet.

## Is a **Solatube Premier Dealership** the right choice for you?

The Solatube team is passionate about their business and believes there has never been a better time to open a Solatube Premier Dealership business. Current home services trends indicate ideal conditions for business success.

If you are interested to be part of the Solatube Premier Dealer team, contact us today.



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