

LOANPAL PARTNER APPROVAL PROCESS

Loanpal is focused on providing best in class solar loan financing to its partners. To be considered for approval as a Loanpal partner please provide all information outlined in the checklist and answer all questions as thoroughly as possible on the Installer Application and Questionnaire. We appreciate the opportunity to partner with you and look forward to reviewing your application quickly once all items are received. Thank you, The Loanpal Team.

TO BECOME AN APPROVED PARTNER, PLEASE RETURN THE FOLLOWING

- Complete Partner Application and Questionnaire. Please complete all fields listed below
- Provide copies of all contractor licenses (with expiration dates shown) for the states you want loan financing in
- Provide last two years and current YTD financials (P&L, Cash Flow and Balance Sheet)
- Provide copy of your General Liability and Workers Comp Insurance **Certificate of Insurance** (Current)
- Provide copy of your current Cash Solar Contract (with any Workmanship Warranty, other Warranty, and Performance Guarantees) that will be used in conjunction with solar loan financing
- Provide a copy of your customer facing Sales Proposal with real or simulated customer data (Offset, savings Etc.)
- Provide a Copy of your Approved Equipment List (Modules, Inverters, Racking, Battery)
- Provide Bios for Management Team

PARTNER APPLICATION

All fields must be completed.

BUSINESS NAME / DBA:	BUSINESS TYPE (SOLE, CORP., LLC, ETC.)	FEDERAL TAX ID #:
CORPORATE OR LEGAL NAME (IF DIFFERENT THAN ABOVE):	NUMBER OF YEARS IN BUSINESS:	DATE OF INCORPORATION/LLC FORMATION:
STATE OF INCORPORATION/LLC FORMATION:	BUSINESS PHONE #:	BUSINESS WEBSITE ADDRESS:
NAME OF PRIMARY CONTACT:	PRIMARY CONTACT EMAIL ADDRESS:	PRIMARY CONTACT PHONE NUMBER:
HQ Address:	OTHER DBAs OR ENTITY NAMES THAT APPEAR ON YOUR HOME IMPROVEMENT CONTRACT:	

ENTITY OWNERSHIP INFORMATION

Please list all owners/principals with at least 10% ownership.

PRINCIPAL NAME:	PRINCIPAL TITLE:	PERCENTAGE OWNERSHIP:
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PRINCIPAL NAME:	PRINCIPAL TITLE:	PERCENTAGE OWNERSHIP:
PRINCIPAL NAME:	PRINCIPAL TITLE:	PERCENTAGE OWNERSHIP:

REFERENCES

Please provide 2 business/vendor references (one must be a solar vendor).

BUSINESS/VENDOR REFERENCE #1

BUSINESS/VENDOR NAME AND LOCATION:	CONTACT TELEPHONE NUMBER:
CONTACT NAME AND TITLE:	CONTACT EMAIL:

BUSINESS/VENDOR REFERENCE #2

BUSINESS/VENDOR NAME AND LOCATION:	CONTACT TELEPHONE NUMBER:
CONTACT NAME AND TITLE:	CONTACT EMAIL:

PARTNER QUESTIONNAIRE

HISTORICAL AND PROJECTED INSTALL VOLUME

LIST ALL STATES YOU OPERATE IN:	2018 TOTAL MW INSTALLED:	2018 TOTAL UNITS INSTALLED:										
2018 % OF INSTALLATIONS WITH LOAN FINANCING:	2018 % OF INSTALLATION WITH LEASE/PPA FINANCING:	2018 STATE % BREAKDOWN FOR LOANS INSTALLED:										
2019 TOTAL MW INSTALLED:	2019 TOTAL UNITS INSTALLED:	2019 % OF INSTALLATIONS WITH LOAN FINANCING:										
2019 % OF INSTALLATIONS WITH LEASE/PPA FINANCING:	2019 STATE % BREAKDOWN FOR LOANS INSTALLED:	NEXT 12 MONTHS TOTAL MW INSTALLED FORECAST:										
RESIDENTIAL INSTALLATIONS PER MONTH FOR THE LAST 12 MONTHS (MONTH 12 IS MOST RECENT MONTH)												
MONTH 1:	MONTH 2:	MONTH 3:	MONTH 4:	MONTH 5:	MONTH 6:	MONTH 7:	MONTH 8:	MONTH 9:	MONTH 10:	MONTH 11:	MONTH 12:	Total:
NEXT 12 MONTHS TOTAL UNITS INSTALLED FORECAST:				NEXT 12 MONTHS % LOAN FORECAST:				NEXT 12 MONTHS STATE % BREAKDOWN FOR LOANS INSTALLED:				
AVERAGE 2019 INSTALLED COST PER WATT:				TOTAL INSTALLS SINCE COMPANY INCEPTION:				DO YOU CURRENTLY USE LOANPAL THROUGH AN INSTALLER ON OUR PLATFORM? IF SO, WHO?				

INSTALLATION/WARRANTY OVERVIEW

% OF INSTALLS DONE BY INTERNAL SALES OR SALES PARTNERS:	% OF INSTALLS DONE AS EXTERNAL EPC WORK:	HOW MANY YEARS IS YOUR WORKMANSHIP WARRANTY:
HOW MANY YEARS IS YOUR ROOF PENETRATION WARRANTY:	DO YOU OFFER A PERFORMANCE GUARANTEE?	DO YOU MONITOR SYSTEM PERFORMANCE?
IS ANYONE NABCEP CERTIFIED OR LIC ENGINEER:	CAN YOU REMOTELY TURN OFF SYSTEM IF CLIENT IS IN DEFAULT?	AVERAGE TIME FROM INSTALL TO PTO:

SALES AND MARKETING OVERVIEW

WHAT PROPOSAL SOFTWARE DO YOU USE:	ORIGINATION CHANNELS BY % (i.e. INSIDE SALES, DIRECT SALES, RETAIL, ETC):	AVERAGE TIME FROM SIGNING SOLAR CONTRACT TO NTP:
HOW MANY SALES MANAGERS DO YOU HAVE:	AVG YRS OF SALES MANAGERS SOLAR EXPERIENCE:	DO YOU HAVE A FORMAL SALES TRAINING PROGRAM?
HOW OFTEN IS TRAINING PROVIDED?	HOW MANY SALES PEOPLE DO YOU HAVE:	AVG SALES PERSON SOLAR EXPERIENCE:
WHAT LEASE/PPA PARTNERS DO YOU WORK WITH:	WHAT LOAN PROVIDERS DO YOU WORK WITH:	AVERAGE TIME FROM NTP TO INSTALL COMPLETE:
DO YOU HAVE A \$/W CAP FOR SALES? WHAT IS IT?	ARE YOUR CALLS RECORDED FOR QUALITY ASSURANCE AND TRAINING PURPOSES?	DO YOU CONDUCT A WELCOME CALL?

VOLUME FORECAST - HOW MANY LOANS CAN YOU COMMIT TO LOANPAL?

MONTH 1	MONTH 2	MONTH 3	MONTH 4	MONTH 5	MONTH 6

TERMS AND CONDITIONS

By signing below, Applicant hereby represents, acknowledges, agrees, authorizes and confirms the following:

- 1) This application is subject to approval by Loanpal (Loanpal, LLC), in its sole discretion.
- 2) Applicant is an authorized representative of the company and has reviewed this Application in full and all information provided herein is true and complete in all respects.
- 3) Loanpal or its agents may retain possession of this Application, rely on the information and statements herein, check and verify Company's credit history and references.

By (Authorized Representative): _____

Date _____

Name: _____

Title: _____