

AGENT ROLES

Identify customers and explain solar packages & pricing.

Gather needed data to determine appropriate system.

Coordinate client payments.

Provide customer service to clients and sub-agents as needed.

No financial investment for Complete PV Systems. Earn 5% of sales generated.

Dear Potential Agent:

We are excited that you are considering representing our products and services. You will be the first point of contact for many customers. Please visit our website www.iroksolar.com if you have not already done so to familiarize yourself with our products and services. The agents that sign up with us by August 2008 will have more favorable agreements, our appreciation for helping us get started. We will consider exclusivity for a year for a region, renewable every year, given the volume and customer service you provide. In order to give this exclusivity we need these two from you, identify:

A. Demo buildings

Identify residential and/or commercial buildings that can be solarized to be used in our advertising as units functioning solely on solar. The owners of these demo buildings only pay the cost of materials, shipping and installation, which is 85% of the published rate. New constructions are perfect for we can guide the building specs to get the most out of their solar installation, and have the solar panels installed in a way that beautifies the construction. Please download Solar Package Overview for current pricing. We make no money on this, therefore there is no commission paid.

B. Installers

Identify personnel who are trainable to join our family of top notch installers - persons with a mind for details and perfection. They may be brought to the U.S. for further training depending on their acumen.

IROK Solar will work with you to:

1. Gather information on each client's residential or commercial building to achieve the client's electricity objectives. Every client's electric need is unique. That's why it's so important to find out as much as we can with the IROK Solar Worksheet to take inventory of appliances. The more we know about our clients' electric need, the more precise solar package recommendations we can make.
2. Give feedback on IROK Solar's developed and implementation strategy to help us achieve our solar installation and maintenance goals.
3. 85% of the price of the solar packages must be paid for upfront. 15% due once materials arrives on client's site. Coordinate with clients as to payment of their solar package.
4. Provide ongoing services as your clients' electric needs and situation change over time. Client solar strategies may need to be adjusted periodically as client life changes. We will work with as client electric needs changes.

IT'S IMPORTANT TO:

1. **Get acquainted** – Once we received your application, we'll you for a meeting (phone or face-to-face) to review your information, our requirements and discuss IROK Solar products and services to confirm we are suited to work together.
2. **Education.** We may anticipate many of your needs and how you should present our products and services to the potential clients, but we still need your input to make sure all critical information is understood. That's why it's so important that you be candid in providing us your information and feedback.
3. **Team effort.** Let's work together. It will take both of our efforts for an efficient, friendly, seamless solar installation and maintenance.