



Considering adding solar panels to your home?

Be careful about scams and misinformation.

Adding solar to your home is a big financial decision. Make sure you do your homework before you enter into a contract with a solar installer. Recently, we've seen a rise in aggressive and confusing marketing tactics. Most solar providers are honest and fair. However, there are some red flags to watch out for, and if a claim sounds too good to be true, it probably is.

Watch Out for False Claims

If a solar installer makes these false claims, we recommend finding someone else to do business with.

False Claim: You can get free solar energy at no cost.

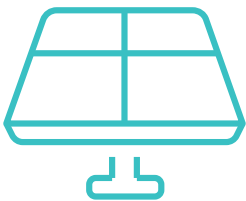
The Truth: Solar panels are rarely free. Offers claiming to provide free solar panels or other services deserve a close look at the fine print. The federal government does not have any programs that install solar panels for free. However, there are legitimate programs, including loans, that lower the up-front costs.

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False Claim: NorthWestern Energy will pay customers to install solar on their home.

The Truth: NorthWestern Energy does not offer incentives for solar installations for residential

customers. This false claim is often seen on social media ads and is a marketing tactic attempting to gather customers' information.



False Claim: You will never receive another NorthWestern Energy bill again after a solar system is installed.

The Truth: NorthWestern Energy customers who install home solar are still charged a monthly service fee. The amount of money you can save with solar depends upon how much electricity you consume and the size of your solar energy system.

How do I know if solar makes sense for me?

Determine the total cost of the photovoltaic (PV) system. A reputable installer will be able to provide you a complete, detailed bid outlining all costs. You'll also want to research federal PV tax credits. Next, calculate how much you will save on electricity with your solar panels.

For example, if your electric bill is about \$100 a month, and you expect to offset 50% of your electricity use with solar, you will save about \$50 a month, or \$600 a year. If your system costs \$10,000 (after tax credits), the payback time on your system will be 16.7 years, not including interest or additional costs associated with the PV system. ($10,000/600=16.667$).

Learn more about how to determine if solar panels will be a good investment for your home and find a list of qualified installers by visiting **NorthWesternEnergy.com/PrivateGeneration**, or scan this QR code with your phone's camera.



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