

## Tips to Protect Against Solar Panel Scams

- Be wary of solar companies holding themselves out as being a government-affiliated entity.
- Research a company thoroughly by looking at reviews and verifying credentials and certifications.
- Get quotes from several reputable solar companies to compare offers.
- Read and understand all terms in the contract. Pay attention to warranties, cancellation policies, payment schedules and any hidden fees.
- Know that not all consumers will be eligible for rebates, utility incentives and other appealing perks.
- Ask for a written copy of all contracts to review prior to signing.
- When hearing a solicitation at home, take a photo of the home solicitation permit and photo identification of the salesperson.
- Don't hesitate to ask questions about anything uncertain throughout the process.
- Beware of companies using high-pressure sales tactics.
- Solar panels may impact home insurance coverage. Talk to your homeowners insurance company to ask how solar panels fit into your policy.
- Be cautious of companies requesting large upfront payments or deposits.
- Know that all solar installations require a permit and inspection before they can be connected to the utility company.
- Contact the Better Business Bureau to see if any complaints have been filed about a certain company.

## Florida Attorney General's Office Scams at a Glance:

### The Dark Side of Solar

Visit [MyFloridaLegal.com](https://www.MyFloridaLegal.com) to find consumer tips or to file a complaint. By remaining vigilant and informed, savvy consumers can help us build a Stronger, Safer Florida.

Report fraud by calling  
**1-866-9-NO-SCAM**  
**(1-866-966-7226)**

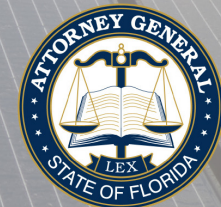
View other Scams at a Glance  
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[MyFloridaLegal.com/ScamsAtAGlance](https://www.MyFloridaLegal.com/ScamsAtAGlance)



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## Scams at a Glance: The Dark Side of Solar



OFFICE OF  
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— Stronger, Safer Florida —

# Who is Most At Risk for Solar Panel Scams?

## New Homeowners

Individuals who have recently purchased homes might be targeted as they could be unfamiliar with the home improvement or renewable energy market, making them more susceptible to false claims or misleading information.

## Homeowners Trying to Save Money

Individuals or families with limited financial resources might be attracted to promises of significant savings from solar panels. Scammers might exploit this by offering false savings claims or unrealistic financing options.

## Seniors

Scammers often target older adults who are home during the day and might be more receptive to door-to-door sales. They could be more susceptible to high-pressure sales tactics or misleading information.

## Common Solar Panel Scams



### False Promises of Savings

Some companies might overpromise the savings you can achieve with solar panels, either by overstating the savings or failing to disclose potential issues that might reduce savings.



### Misleading Contracts/Terms

Fraudsters may try to discreetly add hidden fees, undisclosed contract terms, or misleading information about government incentives, rebates, insurance requirements or tax credits into contracts. Additionally, consumers may be told that signing on an electronic tablet means they are authorizing an initial review, or credit check, when the signature is actually for a sales or financing contract.



### Subpar Equipment

Contractors may install lower quality or used equipment while charging for premium products. This might result in reduced efficiency or early equipment failure.



### Unnecessary Upgrades/Add-ons

Don't fall for unnecessary upgrades or additional products (like inverters or batteries) that do not significantly improve your system's performance but inflate the overall cost.



### Pressure Tactics

Be wary of high-pressure sales tactics that do not allow for adequate research or comparison shopping. Salespeople may claim it is a limited-time offer or pressure someone into signing quickly.



### Phony Companies or Contractors

Some scammers create fake solar companies or pose as legitimate contractors to take deposits or payments and then disappear without completing the work.

**Report Solar Scams to the Federal Trade Commission by calling 1(877) 382-4357 or by visiting [ReportFraud.FTC.gov](https://www.ftc.gov/report-fraud).**