

UNSIGNED QUOTES

\$41.8k

23 quotes · 4 past day 21

FREEZE TEXTS SENT

23

Wed 3 PM · 7 replies by 9 PM

SIGNED SINCE

3

\$6,940 · 4 conversations open

CREW BOOKED THROUGH

Nov 13

9 open days before Dec 1

REBATE FILES OPEN

8

2 missing pre-approval

10-day forecast · service area

follow-up trigger: first night at or below 32°F

THU
47°
29°
TONIGHT

FRI
51°
33°

SAT
58°
39°

SUN
62°
44°

MON
60°
41°

TUE
54°
36°

WED
45°
27°
NEXT FREEZE

THU
42°
25°

FRI
49°
34°

SAT
55°
38°

Last night's batch: 23 unsigned quotes over 7 days old texted Wed 3 PM, each with its own findings. Next batch: quotes that pass day 7 by Tue get the same text Tue afternoon, ahead of the Wed 10/21 freeze. No discount language in either.

Open quotes from attic inspections

sorted by next action

HOMEOWNER	MAIN FINDING	QUOTE	AGE	REBATE	STATUS
Linda Shaw Marcus	~3 in. fiberglass, bare over garage bedroom 6 can lights unsealed	\$2,350 R-49 blown cellulose	13 days	None in her utility	Holding Tue Nov 17
D. Ortiz Marcus	Attic R-19, open rim joists in basement Air seal + top-off	\$3,180 Blown + rim foam	9 days	Utility attic rebate	Pre-approval sent
The Kowalskis Dee	1978 ranch, ~4 in. settled cellulose Hatch not weatherstripped	\$1,940 R-49 top-off	8 days	Checking state program	Asked about price
P. Nguyen Dee	Bath fan venting into attic Fix before blowing	\$2,610 Vent + R-49	16 days	—	No reply yet
R. Haines Marcus	Vented crawlspace, no floor insulation Wet vapor barrier	\$3,900 Crawlspace	24 days	—	Owner call today

Linda Shaw

text thread

Auto · Wed 3:00 PM (freeze batch)

Hi Linda, it's Marcus from Northgate Insulation. Thursday night is supposed to drop to 29. That's the kind of night the bedroom over your garage shows you what we found up there. If you want it done before Thanksgiving, the week of Nov 16 is open. Reply and I'll hold a day.

Linda · Wed 7:52 PM

Yes that room is freezing already. Is the week of the 16th still open? Do we have to be out of the house?

AI reply · Wed 7:53 PM

It is. I can hold Tuesday the 17th. You don't need to leave; the crew works from the attic hatch in the hall and it usually takes most of a day. Marcus will confirm in the morning.

Answers come from her findings sheet and product specs. Price changes and structural questions go to Marcus.

Crew capacity vs. unsigned work

through Nov 30

Crew days, Oct 15 – Nov 30

31 working days

Unsigned quotes at 40% close → ~9 jobs

~11 crew days

Booked (22) Open (9) Fits Over by ~2 days

Short by about 2 days. Follow-ups now quote the first open week. If a day opens from a rain-out, the 3 warmest unsigned quotes get texted first.

Rebate paperwork

per job, before the crew leaves the attic

JOB	PROGRAM	PRE-APPROVAL	PHOTOS	DEPTH + SPEC	STATUS
Ortiz not yet signed	Utility	X sent Wed	—	—	Hold install
Brenner install Oct 20	Utility	✓ Oct 6	✓ before	due at install	Crew text 10/20
Castillo installed Oct 2	Utility	✓	✓ both	✓ R-49, 1,180 sq ft	Submitted 10/5
Abara installed Sep 18	State (income)	✓	✓ both	X no R-value on invoice	Fix invoice

Federal 25C credit: not available for installs after Dec 31, 2025. The AI says so when asked, then checks utility + zip against this list.

Quote follow-up cadence

quiet on purpose between day 7 and the first freeze

BEFORE
Intake by text
Age, size, cold rooms, crawlspace, attic-hatch photo

DAY 0
Quote + findings
One page, a photo per finding, plain words

DAY 2
Questions?
"Anything in the findings not make sense?"

DAY 7
One nudge
First open install week

DAY 8+
Quiet
No weekly check-ins while it's 64° out

FREEZE FORECAST
Cold-night text
Afternoon before, about their attic, no discount