

FOR ELECTRICAL CONTRACTORS

Make generators a serious revenue line.

START HERE · 38 SECONDS

Sean on preparation meeting demand

[Watch the short clip >](#)

01 / Sean Kennedy

Southeast Electrical Services | Wisconsin

~\$375–380k

gross generator revenue

3 months · client estimate

Sean describes storm demand arriving after he had set up rapid texts, emails and a remote assistant. His reported total includes referrals.

Have the response process ready before the inquiries arrive.

[Watch full interview >](#)

02 / Justin Tilley

Tilley Brothers Electric | Cleveland, Tennessee

15–20

generator installs

About 3–4 months · estimate

Justin describes adding a salesperson to work incoming inquiries and consistently following up as his electrical business expanded generator work.

Give generator inquiries a named sales owner.

[Watch full interview >](#)

BEFORE YOU BUILD THE PIPELINE

Name who responds, who qualifies the job and who owns the estimate. Set a response target your team can meet.

[See if the program fits >](#)[Current program & investment >](#)

Historical client reports from earlier engagements, not current-program outcomes. Figures reflect the stated scope and period; individual results vary.