General Program Participation Decision Tree

Lead Generated Through Multiple Sources (Outreach, Utility, Word of Mouth...etc.)

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Site Not Qualified Due to Previous Participation STOP ← Site Address Reviewed For Previous Participation

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Begin Income Verification Process

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Categorical Verification

Medi-Cal, SSI, Wic, Food Stamps, National School Lunch Program....etc.)

Income Verification

Check Stubs, Self-Employment Earnings, Capital Gains, Pensions...etc.

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Income Verification Disqualified STOP ↔ Income Verification Approved

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Scheduled Site Assessment to Determine Measures

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Utility Approved Measures Installed, Project Closed-Out