

NEW!

Virtual Shade Essentials Training Fall 2020 - Winter 2021

This course is for the Gold-level Lutron PRO looking to make automated shading solutions an integral part of their business. After this training, you will be prepared to sell and install Sivoia QS Triathlon shading solutions and Sivoia QS Wireless Drapery Lite.

For training dates, visit lutron.com/resitraining.

Getting registered

- Submit application to ShadeEssentials@lutron.com
- Follow email instructions to register for Virtual Shade Essentials on LCI Online
- Follow email instructions for how to order Training Kit & Opening Order

NOTE: Due to the time required to ship materials, all customers must be registered for the course **two weeks in advance**. No late registrants will be accepted.

What's included

Your total investment to become Shade Essentials qualified is \$1244 USD and includes the following:

- 2-day virtual training session and live installation review with Lutron instructors (**\$250 USD**)
- Training kit - includes top treatment components and wood blind brackets (**\$149 USD**)
- Opening order - includes Triathlon demo, two fabric binders and assorted sales tools (**\$845 USD**)

NOTE: Opening orders are sold as a package and cannot be adjusted. Shipping is not included.



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Preparing for training

- Register via LCI and submit payment for Training Kit Order and Opening Order through Customer Service (1.888.LUTRON1)
- Build training wall per Lutron's specifications (instructions will be sent following registration)
- Have Training Kit and Opening Order on hand to refer to during class

Coming to training

This immersive training can be attended virtually from any laptop, phone, or tablet. Prepare to conduct installation exercises from the same location. Breaks will be offered periodically.

NOTE: Attendance is mandatory at all sessions. Accounts who miss training will not become qualified for Shade Essentials access.



lutron.com



World Headquarters 1.610.282.3800 | 24/7 Technical Support 1.800.523.9466 | Customer Service 1.888.LUTRON1 (1.888.588.7661)

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Shade Essentials Virtual Qualification Fall 2020 - Winter 2021

This qualification is intended for any Gold level Lutron PRO interested in making automated shading solutions an integral part of their business. Upon completion of requirements, trade professionals earn access to shades in Lutron's myProjects for the ability to sell, specify, measure, purchase, and install Sivoia QS Triathlon shading solutions and Sivoia QS Wireless Drapery Lite.

Requirements

- Attend Virtual Shade Essentials Training
- Complete Opening Order

Training

This training consists of two 6-hour sessions, which include a combination of virtual lectures and hands-on installation exercises. Visit lutron.com/resitraining for upcoming dates.

Responsibilities

Who in the company will be responsible for:

1. Guiding fabric selection? _____
2. Taking final measurements? _____
3. Designing shades through the electronic ordering tool? _____
4. Executing final installation? _____
5. Servicing shades post-installation? _____

Company profile

Estimated number of shade projects per year: _____

Preferred Distributor(s): 1) _____ 2) _____ 3) _____

List the last two shade projects you have completed:

Project Name: _____ Date Completed: _____ # of Shades: _____

Project Name: _____ Date Completed: _____ # of Shades: _____

Account information

Company name*: _____ Company website*: _____

First name*: _____ Last name*: _____ Email*: _____

Lutron account #: _____ Phone*: _____ Cell phone: _____

Shipping address (other than P.O. Box)*: _____

City*: _____ State*: _____ Zip code*: _____

*Required. *All orders will ship to this address, unless otherwise indicated.



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Opening order

Customer Service will contact you directly for payment information.

Fabric binders (all required)

Part Number	Description	List**
CLASSICO-BNDER	Classico Fabric Binder	\$450
GALLERY-FF-BNDER	Gallery Fabric Binder	\$600
HONEYCOMB-BNDER	Honeycomb Essentials Fabric Binder	\$150

Fabric seam and openness samples (all required)

Part Number	Description	List**
WSF-B27-13510OYC	Basketweave 27 Oyster/Charcoal	\$30
WSF-B90-13510-C	Basketweave 90 Charcoal	\$30
WSF-B90-13510-OY	Basketweave 90 Oyster	\$30

Demo

Part Number	Description	List**
ROL-BATT-DEMO-# (3) SheerLite 3 – Charcoal/Brown	Battery-powered Roller Shade Demo Portable, pop-up	\$1,000

**Shipping and tax not included.

Training kit

Your training kit (VSE-TRAINING-KIT) includes top treatment components and wood blind brackets. (\$158)
Customer Service will contact you directly for payment information.

Approvals

Rep salesperson: _____ Lutron sales leader: _____

Submit completed application to ShadeEssentials@lutron.com. You will receive an email containing a link to register for an upcoming Virtual Shade Essentials Training. Our Customer Service team will contact you to place your Opening Order and Training Kit Order.

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