

NEW!

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*: _____

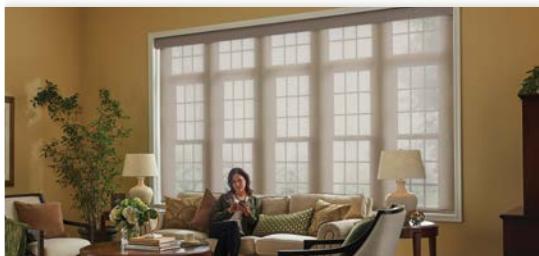
First name*: _____ Last name*: _____ Email*: _____

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-BINDER	Classico Fabric Binder	\$450
GALLERY-FF-BNDR	Gallery Fabric Binder	\$600
HONEYCOMB-BINDER	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. (\$149)
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.

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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