LUTRON

Contents

Residential Contractor PRO Training (Contractor Training)

Designed to give residential contractors the tools they need to expand their business and increase sales and profits by capitalizing on the smart home opportunity.

Topics covered:

- Simple and affordable wireless light, shade, and temperature control, featuring Caséta, and RA2 Select

- Alliances and integration with smart homes

- Lutron App with contractor setup

- Reliable LED dimming with Lutron dimmers

RA2 Select Training (Contractor Training)

Designed for electrical, A/V, and security contractors, this training provides an overview of the smart home opportunity as well as the RA2 Select system.

Topics include:

- RA2 Select products, design, set up, and integration

- The Lutron PRO program

Commercial VIP Training (Contractor Training)

Designed to educate commercial electrical contractors, engineers, designers, project managers, facility managers, and estimators on how to design and install commercial wireless solutions and meet energy codes. This program features training, resources, and support.

Topics include:

- How to save time and money with simple, scalable, wireless lighting control solutions, featuring Vive

- The Lutron difference in LED dimming and sensing

- How lighting controls improve the performance and comfort of occupants in commercial buildings

- Tools and support needed to make controls an integral part of your business

- Hands-on Designer+ for Vive software training

ED Champion Training (Distributor Training)

Designed for distributors to train their employees, ED Champion Training includes a mix of inside and outside sales and quotations staff.

Topics include:

- Residential Wallbox products

- Residential In-wall sensors

- Caséta and RA2 Select smart home solutions

- Residential shades

- Commercial Wallbox products

- Commercial In-wall sensors

- LED drivers

- Energy codes

- Vive wireless

Shades Essentials – Triathlon (Distributor Training)

Designed to give new and existing Lutron PRO accounts an in-depth understanding of Lutron's Triathlon shading technology. Upon completion of this course, approved accounts will be qualified to sell, specify, purchase, and install the full line of Triathlon fabrics and shading solutions.

Topics include:

- Daylight control, fabric selection, and system design basics, including hands-on workshops and sales exercises.

Connected Home PRO – Caséta emphasis (Canada)

Designed to give residential contractors an overview of the market opportunity for smart home solutions and the latest trends, as well as explain why the contractor is the right person to get involved in this category.

Topics covered:

- How to build a smart home using Caséta product

- How to position and sell the smart home solutions created using Caséta

- The Lutron PRO program

- Why Lutron smart home lighting control systems are the perfect solutions to launch a residential contractor business into the smart home category

Connected Home PRO – RA2 Select emphasis (Canada)

Designed to give residential contractors an overview of the market opportunity for connected home solutions and the latest trends, as well as explain why the contractor is the right person to get involved in this category.

Topics covered:

- How to build a connected home using RA2 Select product

- How to position and sell the connected home solutions created using RA2 Select

- The Lutron PRO program

- Why Lutron connected home lighting control systems are the perfect solutions to launch a residential contractor business into one of the largest emerging markets in the industry

Wallbox / In-wall Sensors ONLY (Canada)

Designed to cover the common types of dimming in today's market. Also, what to look for when sourcing an LED bulb and paring it with a compatible dimmer. Training covers in-wall sensor technology and applicable sensor applications in common residential and commercial environments.

The goal of this training is to establish a solid foundation on what dimmers and/or sensors to choose in a standalone and system application.

Topics covered:

- LED Dimming Technology

- Forward Phase Dimming

- Reverse Phase Dimming

- CL PRO Dimmer

- 0-10V Dimming

- Standalone in-wall sensors and XCT technology

Vive Deep Dive (Canada)

- Stay tuned for more details to come on this training