



Overview

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

- ❑ Step 1: Submit below application and opening order to your sales representative.
- ❑ Step 2: Complete qualification training.
- ❑ Step 3: Take final exam and complete by earning a 90% or higher.

Training

Contact your local Lutron sales representative for upcoming training date and location details. Upon completion of training, complete the final exam and achieve a score of 90% or higher.

- 1) Go to lutron.com/lcionline and log in or select **register now**.
- 2) Once logged in, click on **WEB-BASED TRAINING > SHADES > SHADE ESSENTIALS QUALIFICATION TRAINING**
- 3) Follow the on-screen instructions.

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: _____



Shade Essentials Qualification

Account Information

Company Name*: _____ Company Website*: _____
First Name*: _____ Last Name*: _____ Email*: _____
Phone*: _____ Cell Phone: _____
Shipping Address (other than a P.O. Box): **: _____
City*: _____ Province*: _____ Postal Code*: _____

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

Opening Order

Order the following sales tools through your local Lutron distributor.

Fabric Binders (all required)

Part Number	Description	List**
<input type="checkbox"/> CLASSICO-BNDER	Classico Fabric Binder	\$570
<input type="checkbox"/> GALLERY-FF-BNDER	Gallery Fabric Binder	\$760
<input type="checkbox"/> HONEYCOMB-BNDER	Honeycomb Essentials Fabric Binder	\$190

Fabric Seam and Openness Samples (all required)

Part Number	Description	List**
<input type="checkbox"/> WSF-B27-13510OYC	Basketweave 27 Oyster/Charcoal	\$37.50
<input type="checkbox"/> WSF-B90-13510-C	Basketweave 90 Charcoal	\$37.50
<input type="checkbox"/> WSF-B90-13510-OY	Basketweave 90 Oyster	\$37.50

Demo (Choose at least one)

Part Number	Description	List**
ROL-BATT-DEMO-# <input type="checkbox"/> (2) Bistre–Dark Gray <input type="checkbox"/> (3) SheerLite 3–Charcoal/Brown <input type="checkbox"/> (5) Bistre–Nutmeg	Battery-powered Roller Shade Demo Portable, pop-up	\$1,260
<input type="checkbox"/> HONEYCOMB-DEMO	Battery-powered Honeycomb Shade Demo Portable, pop-up	\$1,050

** Shipping and tax not included

Approvals

Rep Salesperson: _____ Lutron Sales Leader: _____

Submit completed application and copy of your invoice or Lutron order number for the above sales tools to your sales representative.

IMPORTANT: Please allow up to 72 hours after submittal of all requirements for account activation e-mail, which will include notification of shade access in myProjects.

