

## Shade Essentials Qualification



### 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: Complete qualification training
- ❑ Step 2: Take final exam and complete by earning a 90% or higher
- ❑ Step 3: Submit below application and opening order to **ShadeEssentials@lutron.com**

### Training

This is a two-day in-person training. Contact your local Lutron sales representative for upcoming training date and location details or sign up on LCI ([lutron.learn.com](http://lutron.learn.com)) where the course can be found under Instructor-Led Trainings.

### Final Exam

Upon completion of in-person training, take the final exam and achieve a score of 90% or higher

- Go to [lutron.com/lcionline](http://lutron.com/lcionline) and log in or select register now.
- Once logged in, click on Web-based Training > Shades > Shade Essentials > Qualification Training. 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: \_\_\_\_\_

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### Account Information

Company Name\*: \_\_\_\_\_ Company Website\*: \_\_\_\_\_  
First Name\*: \_\_\_\_\_ Last Name\*: \_\_\_\_\_ Email\*: \_\_\_\_\_  
Phone\*: \_\_\_\_\_ Cell Phone: \_\_\_\_\_  
Shipping Address (other than a P.O. Box): \*\*: \_\_\_\_\_  
City\*: \_\_\_\_\_ State\*: \_\_\_\_\_ Zip Code\*: \_\_\_\_\_

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

### Opening Order

Order the following sales tools through your local Lutron distributor or directly on **serenapro.com**.

### Fabric Binders (all required)

| Part Number                               | Description                        | List** |
|---|------------------------------------|--------|
| <input type="checkbox"/> CLASSICO-BNDER   | Classico Fabric Binder             | \$450  |
| <input type="checkbox"/> GALLERY-FF-BNDER | Gallery Fabric Binder              | \$600  |
| <input type="checkbox"/> HONEYCOMB-BNDER  | Honeycomb Essentials Fabric Binder | \$150  |

### Fabric Seam and Openness Samples (all required)

| Part Number                               | Description                    | List** |
|---|--------------------------------|--------|
| <input type="checkbox"/> WSF-B27-13510OYC | Basketweave 27 Oyster/Charcoal | \$30   |
| <input type="checkbox"/> WSF-B90-13510-C  | Basketweave 90 Charcoal        | \$30   |
| <input type="checkbox"/> WSF-B90-13510-OY | Basketweave 90 Oyster          | \$30   |

### Demo (Choose at least one)

| Part Number   | Description   | List**  |
|---|---|---------|
| ROL-BATT-DEMO-#<br><input type="checkbox"/> (2) Bistre–Dark Gray<br><input type="checkbox"/> (3) SheerLite 3–Charcoal/Brown<br><input type="checkbox"/> (5) Bistre–Nutmeg | Battery-powered Roller Shade Demo Portable, pop-up    | \$1,000 |
| <input type="checkbox"/> HONEYCOMB-DEMO   | Battery-powered Honeycomb Shade Demo Portable, pop-up | \$830   |

\*\* 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 [ShadeEssentials@lutron.com](mailto:ShadeEssentials@lutron.com).

**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.

