

Session #	Manufacturer Session	Description
2-3-1	WAC/AiSPIRE - 60 Minute Session	<p><b>Title:</b> Illuminating the Integrator</p> <p>Session includes these topics and more: How to get away from the “Price” conversation with recessed cans, Landscape Lighting: outdoor audio=outdoor lighting, working with the “Trades”, design support options, and more!</p>
2-3-2	DMF Lighting - 60 Minute Session	<p><b>Title:</b> Walk, Crawl, Run, Sprint</p> <p>Adding light fixtures to your offering is a progression. Understand how to start selling lighting and where the ultimate goal lies. In this discussion you learn about types of projects to pursue, how to navigate stake holders (what their buying criteria is), types and depth of design, and how to execute for the best possible outcome for you and your clients.</p>
2-3-3	Crestron - 60 Minute Session	<p><b>Title:</b> Personalized lighting control to create the perfect environment: An Introduction to Crestron's brand new Light Fixtures, Light Fixture Partner Program and the experience for both you and your client's within the Crestron Home OS.</p> <p>Lighting affects everything. Well-being. Mood. Concentration. Creativity. With native integration of our Crestron LED light fixtures and select third-party fixtures, the Crestron Home™ platform and operating system puts the power to control it in your hand, any project, any room, any application. This session will introduce you to our brand new Crestron Light fixtures, and how via seamless integration with Crestron Home, tunable LED lighting can be simple for you every step of the way. We'll cover both the user experience you and your clients will get within Crestron Home from the simple configuration process in the set-up environment to the intuitive lighting control your clients enjoy. We'll showcase our product offerings as well as the exciting third party light fixture manufacturers we are working with. We'll dive into our brand new specification, quoting and ordering tool, look at our easy commissioning and integration solutions and exactly how to do lighting design with Crestron tunable lights. Finally, we'll also showcase just how Crestron lighting comes to life when paired with our entire range of user interfaces and an entire Crestron Home solution, from shades, to audio, video and beyond.</p> <p><b>Presenter:</b> Jamie Stott, Solutions Engineer (Product Specialist for Shading and Lighting)</p>
2-3-4	Elemental LED - - 60 Minute Session	<p><b>Title of Session:</b> Linear Lighting as a Profit Center</p> <p>Tape light is a versatile light source that fits perfectly into the AV tool kit and enables integrators to increase their revenue with their client base.</p> <p>Come learn the what, why and how of linear light with Elemental LED, the largest U.S. manufacturer of tape light. Through our Lucetta and Diode LED brands, we offer white glove service to integrators and the highest-quality solutions and competitive solutions at every price point. Learn to make tape light a simple, effective, and profitable tool in your toolkit.</p>
2-4-1	Screen Innovations - 60 Minute Session	<p>Ready to grow your business? In this session, you'll learn about the industry's smallest motorized shade, Nano, and Zen, the first architecturally designed outdoor shades, installing in half the time of traditional shades. Our powerful shade ordering tool, FLOW, makes the ordering process easy, no matter your skill level.</p>
2-4-2	Ecosense/Soraa - 60 Minute Session	<p><b>Title:</b> Introduction to Soraa and its Lamp Technology</p> <p>You've more than likely already been in our light, there's a good chance it has inspired you in your favorite museum, store, hotel or restaurant. Professionals choose Soraa for an unmatched quality of light, and how it helps bring atmosphere and emotion to life in the spaces they design. Now it's available for our residences!</p> <p>Since 2008, Soraa has pioneered full spectrum color rendering LED light with a singular purpose of leading the world in superior lighting products where color matters. This is the heart of our technological breakthrough that is further enhanced by our focus on every aspect of producing the most natural light possible.</p> <p>With this introduction you will experience the simplicity of using retrofittable Soraa lamps and how they immediately impact your well-being, productivity and emotion with the highest quality lamps source available, not to mention how light makes you look and feel better! We will also detail the business opportunity of purchasing Soraa directly and your existing client base that is already asking for Soraa products.</p> <p>Other topics we will discuss include:</p> <ul style="list-style-type: none"> <li>• What is “Simply Perfect Light”</li> <li>• True Full Spectrum Lighting</li> <li>• Soraa lamp technologies and where they often are applied</li> <li>• Soraa Point Source Optics</li> </ul> <p>With Soraa lamps you will be able offer an unparalleled spectrum and quality that brings natures light indoors and makes illumination something to see and experience.</p>
2-4-3	Coastal Source - 60 Minute Session	<p><b>Title:</b> Making Landscape Lighting an Important and Profitable Part of Your Business</p> <p>Outdoor Lighting can be a substantial and highly profitable part of your business. Many integrators have already turned outdoor lighting into a positive and profitable category – have you? If you've been thinking about adding quality outdoor lighting to your portfolio but are uncertain about how or what you need to do to get started, this introduction is for you!</p> <p>We will cover:</p> <ul style="list-style-type: none"> <li>• Dealer Training – Online &amp; In-Person</li> <li>• Outdoor Lighting Basics</li> <li>• Using our quick Lighting Estimator tool</li> <li>• Creating a proposal using Coastal Source Design Services (CS   DS)</li> <li>• Installation Overview</li> <li>• Coastal Source Tech Support</li> </ul>
2-4-4	ERP Power/Lumenetix - 60 Minute Session	<p><b>Title: Integration of AC-DC LED driver into a LED module</b></p> <p>Building on its strength in the development of high density compact LED drivers and its expertise in high quality Lumenetix tunable color and tunable white LED modules, ERP has integrated a complete AC-DC driver electronics (120 to 277 Vac) into a tunable white LED module, called TWM2. Just like it is available on ERP's traditional portfolio of LED drivers, the TWM2 offers Tri-Mode dimming control, i.e. 0-10 V, TRIAC, ELV, with a dimming range of 100% down to 1%. With a maximum lumen output of 2800 lumens, the TWM2 offers 3 modes of operation: the main operating mode is tunable white with a tunable range of 1800 K to 6500 K. However, it can also operate in static white mode or in a warm dim mode matching a MR16 halogen bulb (3050 K – 1800 K) or an incandescent bulb (2700 K – 1800 K).</p> <p><b>About ERP</b></p> <p>ERP is driving quality of light to enable simple, affordable, end-to-end integration of tunable light engines, precision power, and connected controls for LED lighting fixture manufacturers, designers/specifiers, and installers. ERP is enabling the disruption of LED lighting experiences with <b>Araya™</b> tunable color and tunable white light pre-integrated with the broadest range of wired and wireless controls in the industry, from Crestron, DALI, DMX, Legrand, Lutron, and multiple Bluetooth Mesh vendors such as Avi-On, Silvoir, Casambi, and Xicato. Headquartered in Moorpark, CA, ERP owns and operates its own ISO 9001 certified manufacturing facility to ensure quality of design, sourcing, production, and testing.</p>
2-5-1	Proluxe - 90 Minute Session	<p><b>Why Linear Lighting</b> Proluxe by American Lighting Presenter: Jennifer Kirkpatrick &amp; Ben Aymami</p> <p>Custom Integrators are moving swiftly to capture market share in the lighting fixture business, but are leaving money on the table by not including linear lighting. Downlights are only half of the fixture story and CI businesses that recognize the potential of linear lighting can see as much as 40% per-project revenue growth. Linear lighting solutions, often referred to as tape light, include a staggering array of tools for more than just cove lighting and undercabinet lighting. In this 60 minute session, we'll talk about how to use linear lighting to illuminate every space within a home, how to control lighting and how Proluxe Lighting protects your spec in the market.</p> <p><b>Takeaways from the training</b></p> <ul style="list-style-type: none"> <li>• Linear lighting applications throughout the home</li> <li>• Why color-changing linear lighting is a huge opportunity and why controls matter</li> <li>• Protecting Lighting Specs</li> <li>• Layout Basics</li> </ul>
2-5-2	LF Illumination - 90 Minute Session	<p><b>Title:</b> Why lighting can be your fastest growing profit center</p> <p>LF Illumination has been serving the high end residential market since our inception. For many years, this channel has been served by the agent/distributor/electrical contractor channel. This has been a highly profitable product segment for these channel partners, we will discuss how you as an integrator can own the ceiling by including lighting into your scope and add value to the homeowner. Equally important to adding value for the homeowner to understanding how to work with a lighting designer and architect to be their trusted source that will help the designer maintain their specification integrity and delivery a complete system the homeowner, designer and you will be proud of. This presentation will discuss the very broad product breadth available from LF Illumination that includes downlights, pendant, linear and cove systems and fully integrated slot systems that can incorporate lighting, HVAC, speakers, sprinklers, sensors and more!</p>
2-5-3	Colorbeam - 90 Minute Session	<p>Colorbeam Lighting is pleased to offer a unique presentation to the CEDIA channel at Lightapoloza2022. The 90 minute session will cover the convergence of science and technology as it pertains to Circadian Lighting applications.</p> <p>In a recorded session from Australia, Sean W. Cain, Circadian Biologist, will be presenting his latest research and findings on the effects of artificial light on humans. “Human Circadian Light Sensitivity in the Context of Health” providing attendees with valuable insight into the benefits of better lighting and how mood, sleep, health and productivity can be altered. Founders of Colorbeam, Mike Teolis and Maurizio Gaudio will be on hand to discuss how research and science are playing a part in the development of products and technology at Colorbeam Lighting.</p> <p><b>Sean Cain Bio</b></p> <p>Sean W Cain is a circadian biologist with over 20 years of experience in the field. He is an Associate Professor at the Turner Institute for Brain and Mental Health at Monash University. He is the current President of the Australasian Chronobiology Society. He worked in basic animal models of circadian rhythms at the University of Toronto for his PhD and in human circadian rhythms at Harvard Medical School. His research focuses on the effects of light on the human circadian system and how our modern light environments and light-related behaviours affect our health.</p>
2-5-4	Special Session - Keith Esterly - 60 Minute Session	<p><b>Science of Selling: Lead with Lighting</b></p> <p>Zoom in on the “why” and “how” of lighting sales and learn some of the strategies, tactics, and psychology that have helped others to succeed in this fast-growing category. Leveraging these simple selling skills, proven influence factors and even a little bit of neuroscience can elevate your sales game while helping to cement your relationship with key trade partners. So join us we discuss new ways to approach client goals and desires, budget challenges, proposal techniques and more, all viewed through a lighting lens.</p>
3-3-1	WAC/AiSPIRE - 60 Minute Session	<p><b>Title:</b> Illuminating the Integrator</p> <p>Session includes these topics and more: How to get away from the “Price” conversation with recessed cans, Landscape Lighting: outdoor audio=outdoor lighting, working with the “Trades”, design support options, and more!</p>
3-3-2	Tech Lighting - 60 Minute Session	<p>In-depth review of the Tech Lighting portfolio including the broad price progression and functionality within the architectural portfolio of recessed and linear products. We will explore how the broad performance and functional differences aids dealers in providing catered solutions to meet client's needs from a price/performance perspective within a home. (I.E. Premium in high traffic areas and more budget conscience low-traffic areas to maintain high-end feel and meet budgets) As well as an overview of the other Visual Comfort portfolios that offer a wide array of incremental opportunities to cover any residential lighting applications including outdoor, ceiling fans and decorative. We'll provide an overview of the various portfolios and intentional style and price distinctions and how it aids integrators with a full suite of residential products. Lastly, we'll cover our product roadmap previews to demonstrate our commitment to development and continual evolution.</p>
3-3-3	DMF Lighting - 60 Minute Session	<p><b>Title:</b> The Benefits of Modular Lighting</p> <p>DMF Lighting is known for engineering and their award winning modular design. In this discussion you will take a deep dive into the product and why the form factor matters to you and your clients. Learn how DMF is designed to maximize performance, simplify specification and install, mitigate risk, and compliment your existing offerings.</p>
3-3-4	Coastal Source - 60 Minute Session	<p><b>Title:</b> Making Landscape Lighting an Important and Profitable Part of Your Business</p> <p>Outdoor Lighting can be a substantial and highly profitable part of your business. Many integrators have already turned outdoor lighting into a positive and profitable category – have you? If you've been thinking about adding quality outdoor lighting to your portfolio but are uncertain about how or what you need to do to get started, this introduction is for you!</p> <p>We will cover:</p> <ul style="list-style-type: none"> <li>• Dealer Training – Online &amp; In-Person</li> <li>• Outdoor Lighting Basics</li> <li>• Using our quick Lighting Estimator tool</li> <li>• Creating a proposal using Coastal Source Design Services (CS   DS)</li> <li>• Installation Overview</li> <li>• Coastal Source Tech Support</li> </ul>
3-4-1	Lucifer Lighting - 60 Minute Session	<p>Lucifer Lighting designs and manufactures architectural lighting fixtures meant to become part of the spaces in which they are installed. Obsession with minimal design and maximum output is our mission. In this session Lucifer will cover product offerings that include recessed, surface mount and spotlight families. We will discuss application of our products in various spaces that can help make designs most effective. This session will feature hands on demonstration and examples of our various product families. This background will help our CI partners sell Lucifer to their clients. We will also detail our CI program and the benefits we offer that makes Lucifer Lighting an ideal partnership.</p>
3-4-2	Ecosense/Soraa - 60 Minute Session	<p><b>Title:</b> Introduction to Soraa and its Lamp Technology</p> <p>You've more than likely already been in our light, there's a good chance it has inspired you in your favorite museum, store, hotel or restaurant. Professionals choose Soraa for an unmatched quality of light, and how it helps bring atmosphere and emotion to life in the spaces they design. Now it's available for our residences!</p> <p>Since 2008, Soraa has pioneered full spectrum color rendering LED light with a singular purpose of leading the world in superior lighting products where color matters. This is the heart of our technological breakthrough that is further enhanced by our focus on every aspect of producing the most natural light possible.</p> <p>With this introduction you will experience the simplicity of using retrofittable Soraa lamps and how they immediately impact your well-being, productivity and emotion with the highest quality lamps source available, not to mention how light makes you look and feel better! We will also detail the business opportunity of purchasing Soraa directly and your existing client base that is already asking for Soraa products.</p> <p>Other topics we will discuss include:</p> <ul style="list-style-type: none"> <li>• What is “Simply Perfect Light”</li> <li>• True Full Spectrum Lighting</li> <li>• Soraa lamp technologies and where they often are applied</li> <li>• Soraa Point Source Optics</li> </ul> <p>With Soraa lamps you will be able offer an unparalleled spectrum and quality that brings natures light indoors and makes illumination something to see and experience.</p>
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3-5-2	Crestron - 90 Minute Session	<p><b>Title:</b> Crestron Shading Solutions: The importance of natural light in your lighting projects</p> <p>In this insightful presentation you'll learn about the importance of residential shading solutions on your lighting projects, gain a better understanding of the differences between motorized and manual shading, the importance of fabric characteristics and how it plays into the performance of shading fabric, and discover how automated shading systems maximize daylight in conjunction with light fixtures. We'll outline the high-level engineering and product differentiators that make Crestron's complete line of silent, intelligent and natively controlled solutions the perfect choice for you. From wired and wireless to battery powered shades, this session will get you up-to speed quickly on Crestron shades and the Crestron Home Operating system that makes not only shading but the full smart home solutions possible.</p> <p><b>Presenter:</b> Jamie Stott, Solutions Engineer (Product Specialist for Shading and Lighting)</p>
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