## Tuesday Agenda

TIME	SOLANA A/B	SOLANAE	SOLANA F	SOLANA G	SOLANA H	SOLANAI	COURTYARD	CIRA	EXHIBIT HALL (MEDIA CENTER)	
8:00 AM	Plan Analysis									
8:30 AM										
9:00 AM	Presenting Live Via		Draper: Introduction to Draper Shading			The Right Light Presenter: David Warfel				
9:30 AM	ZOOM		System							
10:00 AM	Plan Analysis	Closing the First Sale			Crestron Electronics: Perfecting Light is a Marriage of					
10:30 AM	and Layouts - Part 2 Peter	Moderator: Jeremy Glowacki			Fixtures, Control, Shades and Even New Laws!	The Right				
11:00 AM	Romaniello, IALD Presenting Live Via		Control4: Effectively Selling Linear Lighting - Helping Your	Visual Comfort Architectural		Price  Presenter: David Warfel				
11:30 AM	ZOOM		Customers Prioritize Linear Lighting	Collection Deep Dive						
12:00 PM	BREAK									
12:30 PM										1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
1:00 PM		Ideal Business Models for a Prosperous Lighting Division		Lutron Electronics: Introduction to	2023 Linear Lighting		Coastal Source: Outdoor Lighting		General Exhibitor Move-In	
1:30 PM		Moderator: Matt Bernath, Vital		Lutron	Trends & How to Create Them	The Right	Fundamentals		IVIOVETIII	
2:00 PM	Light Up Your Sales: Get More Jobs, Get in Early, Get More Dollars		Colorbeam Lighting: The Secrets To Selling Lighting	Electronics: How To Build		Place  Presenter: David Warfel				
2:30 PM	Presenter: Ron Callis, One Firefly		Fixtures in the Luxury Residential Market	Successful ILS Business with Lutron -			Lighting Fundamentals			
3:00 PM				Lighting Designer Glenn Johnson on	Elemental LED: "Performance					
3:30 PM	Landscape			Lighting Design"	Tiers Explained"	The Diabt				
	Elements to Understand	Varre Liabtica	Technologies USA:	Lutron Electronics: Connect to Extraordinary		The Right Time  Presenter: David Warfel				
4:30 PM	Presenter: Jan Moyer	Moderator: Ron Callis, One Firefly	Lighting Explained	- What's New from Lutron						
5:00 PM										
5:30 PM								Lightapalooza Welcome Reception Snonsored by		
6:00 PM								Sponsored by Lighting Leaf an Origin Company		
6:30 PM										
7:00 PM							Coastal Source: Outdoor Landscape Lighting			
8:30 PM							Demo 7:00 PM - 9:00 PM			

