



Saving Energy Today For A Brighter Tomorrow

LED Training Course

Why LED Lighting: Reasons People and Entities Make the Move

- Energy and Dollar saving
- Environmental sustainability
- Public perception, Going Green
- Increase sales and visibility

What is Led Lighting?

- What types of led lighting are available?
- What is the difference between fluorescent, incandescent and led lighting?
- What are the advantages of led over all the other systems out in the market?

How to identify led lighting opportunities and how to design a project?

- Not all vertical markets are the same, what are the differences in terms of application and product selection
- How to market & sell your led expertise to the various opportunities- Retail, Security, Storage, Industrial, Schools, Office, Healthcare, Entertainment, Hotels
- Product Selection for Optimal Results- Energy Cost Reduction, Better Lighting Environment, Longer Life

New or Retrofit

- Basics of a good retrofit application and a bad retrofit application
- When to use one product over another and why.
- Feasibility to retrofit or replace, scrap the old and buy new

Expectations, Keeping it real

- What's possible, what's not
- Certifications how they affect what CAN be done and what can not
- Code, staying within guidelines and building codes, BOCA, EPA ect



How to conduct a lighting survey, use energy calculators, identify products, understanding rebates

- How to undertake a successful lighting assessment
- How to use energy calculators & why are they critical in your success
- How to master the rebate process and use this benefit to sell

How to determine the appropriate led alternative to existing lighting product during retrofit projects

- Determining what power, beam and the right usage of a LED Lighting application
- Layout and design: Photometrics and modeling
- Optics and how to use to your advantage

Going Outdoors with LED lighting systems

- Light poles, types and methods of installation
- Bracketing and system design, there is a right way and wrong way
- Laws and Codes you need to keep in mind
- Modeling and photo-metrics make it possible

Controls and Control Systems

- Added value by using controls
- Keeping it simple
- Automation pitfalls and benefits

Taking on the big Jobs

- Planning and developing a strategy
- Dollars and cents, Planning saves expensive mistakes

Warranties and implied warranties

- How to determine led product quality and understanding warranty coverage
- Not all products are equal, you get what you pay for and never more
- Not all warranties are equal, look at the fine points, restrictions, what's included
- Why the right tests are important to your success, LM79-LM80