# **CEDIA Develops Tech Certificate Program for Real Estate Agents**



CEDIA and Coldwell Banker Real Estate have collaborated to offer a home technology certificate program to Coldwell Banker Real Estate independent agents. The newly developed curriculum, which will be taught by CEDIA representatives, will help agents better represent the value of home technology.

"Home technology is a source of convenience, security, and comfort in homes across the United States, with almost half of all Americans previously sharing with us that they either already own or plan to invest in home technology by the end of 2016," said Budge Huskey, president and chief executive officer of Coldwell Banker Real Estate LLC. "We believe it is imperative for our affiliated agents to learn about home technology and engage with the professionals who install it. Partnering with CEDIA to provide this course was an easy choice and we've already seen a great amount of excitement

from our agents surrounding this new offering."

The curriculum, created specifically for Coldwell Banker sales associates, hones in on the rise of home technology and relevant monetary and lifestyle benefits for both buyers and sellers. The first course offering was presented to a pilot group of Coldwell Banker Real Estate Independent Agents earlier this month, and a recorded webinar version of the course will be available to agents in the near future. CEDIA will repurpose the materials so that CEDIA Outreach Instructors (COIs) may present the course to Coldwell Banker agents within their communities.

All CEDIA members interested in connecting with industry partners in their area are encouraged to become a CEDIA Outreach Instructor (COI). The next training session will take place on Tuesday, September 13 as part of CEDIA 2016.

# **PRO Unveils Atmos-Enabled Experience Center**

PRO Audio Technology (PRO) recently hosted approximately 46 dealers and industry guests alongside Trinnov Audio in its newly renovated and upgraded experience center. The event featured a day of dealer presentations and training, followed by an evening of cocktails and high-impact audio demonstrations.

Now powered by the Trinnov Altitude AV Preamp, the immersive system at the heart of the PRO experience center features II listener-level speakers, eight independent overhead channels, and four sizable subwoofers, all working harmoniously to create an



enveloping 11.4.8-channel immersive audio experience.

In addition to dealer presentations and demonstrations, PRO announced the launch of its PROCertified service, which will provide dealers with design and development assistance for immersive audio systems, from the initial concept stage through final commissioning and calibration.

## **Volutone Celebrates Irvine Location Expansion**

Volutone celebrated the expansion of its Irvine, CA, location, additional stock availability, and increased training capabilities, with a party on April 29, 2016.

The updated distribution center has expanded to roughly double its original size and will offer new services for dealers in the area including expanded will call and stock on popular products, as well as same-day local delivery and 24hour pickup. Dealers who attend Volutone's popular training programs from the Irvine location will find an enlarged training room and a new dealer conference room.

"Doubling the size of our Irvine location is just another

way we are supporting dealers helping them to succeed." commented



Trevor Hansen, president of Volutone. "The expansion has allowed our team to enhance the trainings that we offer, provide new services such as same day delivery, and increase our overall inventory.'

### **Peerless-AV Enhances** MountFinder on **New Website**

Peerless-AV recently launched its new mobile-optimized website featuring an updated navigation structure to access a range of resources, such as Live Chat, the B2B Portal, social media, case studies, the PeerSpectives blog, and KioskBuilder. New features on the site include the update of MountFinder, allowing for faster, more refined search results sub-filtered by quantities, manufacturer, color, category, and brand, MountFinder now displays results with infinite scroll, providing users with the ability to quickly find the products they are looking for.

### **Nest Launches Open Source Implementation** of Thread

Nest Labs has released OpenThread, an open source reference code implementation of the Thread networking protocol. With OpenThread, Nest is making the technology used in Nest products more broadly available to accelerate the development of products for the connected home. As more silicon providers adopt Thread, manufacturers will have the option of using a proven networking technology rather than creating their own, and consumers will have a growing selection of secure and reliable connected products to choose from.

#### **Networking Boot Camp Offered at** CEDIA HO

CEDIA will be offering its traditional networking training in the form of a three-day boot camp at CEDIA headquarters in Indianapolis this summer and fall. CEDIA Advanced Networking Boot Camp, offered June 22-24 and November 2-4, covers advanced networking topics and provides attendees with the skills needed to install and manage a high performance residential IP network. Boot camp attendees will discuss, conceptualize, and implement networking concepts such as virtual local area networks (VLANs) and virtual private networks. This training offers a mix of classroom lectures, demonstrations, and more than eight in-depth, hands-on lab exercises.