



THE SMART HOME PRIMER™

A One Page Summary of Key Smart Home Concepts



Smart Home – A Definition

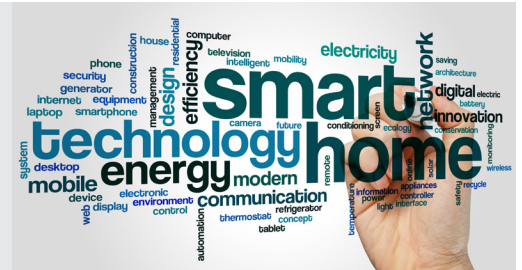
“A Smart Home is one in which the owner has **explored** the available technologies, **chosen** systems which make sense for their home and lifestyle and **adapted** those Smart Systems to their family’s specific needs and preferences.” See SyncMyHome.com

A Word on Gadgets

“A handful of gadgets does not equal a Smart Home.”

Consumer Centric Thinking

A process of understanding how smart home electronics can support a family’s lifestyle needs rather than a product-centric approach focusing on features promoted by a manufacturer. Consumer-centric thinking means focusing on their own needs—how they will live, play, and age in the home—and learning how specific smart home features can support those goals.



Smart Home Gallery – The Four Pillars of a Smart Home



Entertainment
and Automation



Health, Safety
and Well Being



Smart Energy
Management



Home
Security

Strategies – Understanding the four different levels of products and services now available.

- 1 Do It Yourself with the Internet of Things
- 2 National Leased Services
- 3 Mini Platforms
- 4 Custom Tailored Installation



When Selling or Buying a Home

- Understanding the Infrastructure
- HomeTek Report™
- New Home or Remodel
- Buyer and Seller Disclosures

