



# SEEING THE LIGHT

A Denver couple illuminates dramatic and creative uses of smart lighting at home

Sallie Sloan laughs when she remembers that Sheila Zoe was the first family member to take advantage of the automated life. Sheila Zoe, you see, is the dog. Months before Sallie and her husband Mike Fargher converted their Denver, Colorado house into a smart home, they outfitted Sheila Zoe with a magnetized collar and electronic doggy door, so whenever she wanted in or out she could pretend to be a canine Captain Kirk. “We thought of her a long time before we even thought of ourselves,” Sallie tells us as we stand in her converted home.

Sallie and Mike's home displaying just some of its 135 lights.

Project installation by ListenUp





Automated lighting inside was such a success, the couple couldn't resist adding it to the outside as well, *above*.



Sheila Zoe shows off her owners, Mike and Sallie.

Sallie and Mike live in a popular part of Denver known as Bonnie Brae. Mike calls it a “transitional neighborhood” because one-by-one the original homes built in the ‘30’s and ‘40’s are being scraped and replaced with larger, more contemporary houses.

“This is a property I had since 1980,” Sallie explains. “A small 900-foot house that I lived in for 28 years. Then Mike and I got married. We decided we needed more space, and also I wanted a house where I could bring clients to show them my design ideas. So we decided to build what turned out to be our dream home.”

Sallie has been a professional interior designer for 30 years now. As she and her husband plotted out the conversion, they conferred with Phil Murray and Evan Stinson at ListenUp, Denver’s famed home control and electronics resource. They considered every option available to them, and decided that at the end of the day they wanted a system that could grow with them over time.

“We work closely with builders, designers, and architects,” Evan says. “And one of the main goals we have at ListenUp is to determine what system is best suited for individual customer needs. Control4 is a great option because it is so price-competitive, it’s reasonable,

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Thanks to her smart home, Sallie never needs to come home to a darkened house.



These stair lights can be brightened when company's expected and dimmed after everyone leaves.

and it's not hard at all to step into a Control4® system." He pauses, and adds, "The biggest thing was they wanted more control over lighting."

### Turning On to Lighting

It's no secret that lighting sets the mood. But when it's your business to sell those moods, like Sallie does, lighting becomes all-important, down to the tiniest detail. It's about layering correctly. A shade too dim could mute the ambience. A shade too bright can break it.

"As an interior designer, automated lighting gives me more flexibility," Sallie tells us. "It shows off what I do better. I put together colors and furniture and fabrics and lighting, and now I have more control over the outcome of how everything works together. I've often told clients we can spend a lot of money on interiors, but if we don't have the lighting right we've shortchanged ourselves. Lighting is as important,



In Sallie's world of interior design, perfect lighting is a true art.

if not more important, than what we are lighting."

Getting the lighting just right is so much easier with lighting scenes. Instead of trying to set each individual light to an appropriate level each time, it's easy to set all the lights to the correct level with a single press of a lighting scene button. "We have 135 lights in this house," Mike adds. "Before, I couldn't remember what switches turned on which lights. Now, with the lighting

scenes, life is much easier."

### A New Dawn

Control4 has just this year rolled out a renaissance of its lighting offerings. Both form and functionality have been upgraded, delighting homeowners like Mike and Sallie. For starters, rather than having 135 switches cluttering walls, the Listen Up team installed Control4 panelized lighting—essentially





Program a button to turn on all the lights in the kitchen to full brightness, and label it COOK.

creating a control panel for all the lights in the home and hiding it in a closet!—and replaced that unsightly horde of light switches with elegant, fully customizable, engraved, backlit keypads.

These keypads are not your ordinary light switch, however. A variety of button sizes can be mixed and matched to create any of 37 different button combinations and nearly limitless options for control and automation. Control4 customers are encouraged to think outside the box with these keypads and tie other elements in with the lighting to create not just a scene but an entire “mood.”

For instance, program a button to turn every light in the kitchen to full

“It’s been a tremendous experience. I’m not sure why we didn’t do this sooner.”

brightness while also piping in your favorite classical music station. Have your dealer label this button COOK. Program another button to dim the kitchen lights to 20%, bring up the dining room chandelier to 50%, and begin playing jazz. Have this button

labeled DINING. You get the idea. Tie in climate control, ceiling fans, blinds, whatever you like.

The magic behind these keypads is Control4’s panelized lighting solution. It allows everything to work together, which is both the beauty and philosophy behind every Control4 system.

### Bright Benefits

The lighting scenes certainly add convenience and ease to Sallie and Mike’s home life, but those are far from the only benefits of their new automation.

“You can set ‘Vacation’ mode, which is huge for me,” Sallie adds enthusiastically. “Before, we would



With one tap of a button, this bright dining room can become a romantic dinner scene complete with music.





Label one button MOVIE, and program it to dim the lights, close the blinds, raise the temperature, and turn on the TV to your favorite station all at once.

leave lights on 24 hours a day for seven or ten days. I'd feel guilty about it, but I didn't want to leave a dark house. I'd say, 'you know we just announced to the world that we're out of town because our outside lights are on 24 hours a day.' Now we can do a Vacation mode where the lighting is sporadic, different lights going on and off at different times. It adds a whole level of security to going out of town." The lighting scenes certainly add convenience and ease to Sallie and Mike's home life.

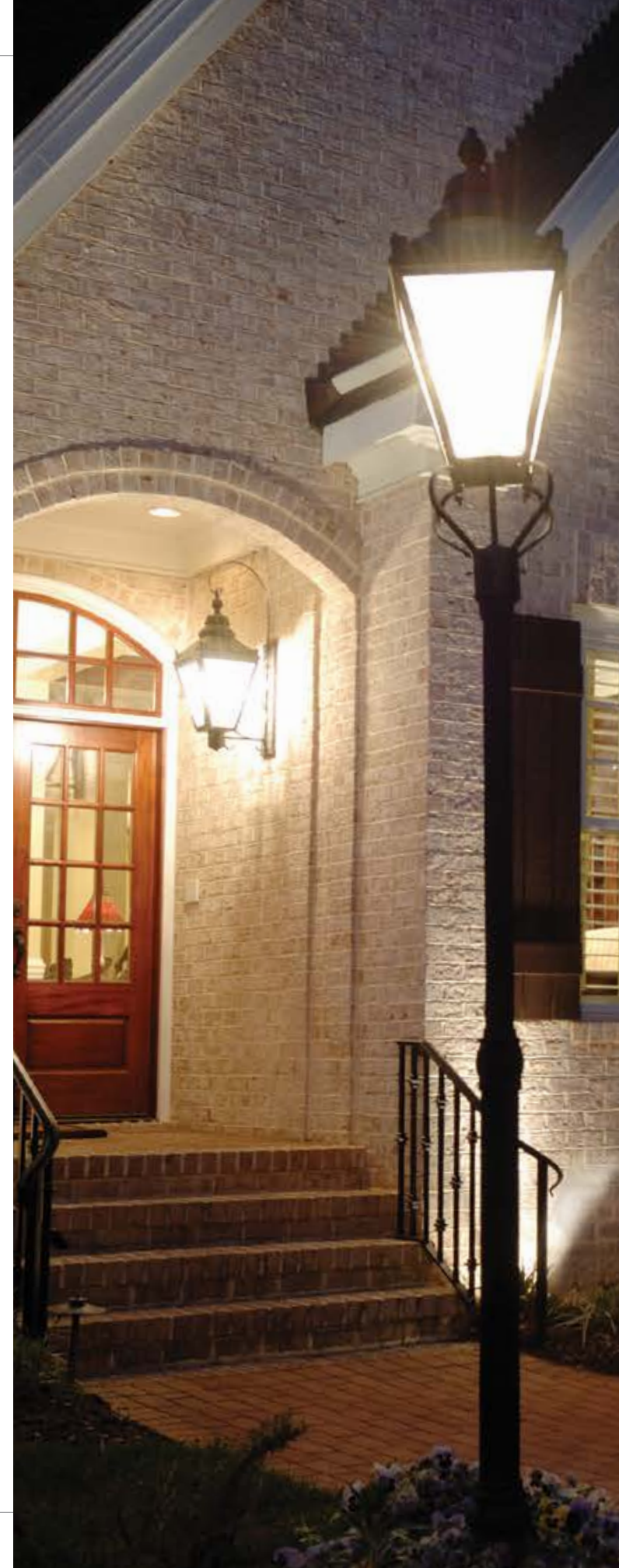
Another benefit Sallie and Mike love is the energy savings. They no longer need to choose between full brightness and pitch darkness for each bulb. It's all dimmer-friendly. When they're away on vacation, they can set the random lights to go on and off at only a percentage of their brightness. From the outside, the house still gives the appearance that people are moving around inside, while enabling the homeowner to conserve energy.

Sallie and Mike make a happy couple. They laugh easily, they tease each other, and they love to entertain. Control4 has brought a higher level of quality to both their personal lives, and Sallie's professional life. "It enhances



The new Control4 Adaptive Phase Dimmer can handle a wide range of light loads, anywhere in the house.

everything, in a simple format," she says, adding, "It's been a tremendous experience. I'm not sure why we didn't do this sooner." ■



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