

# STYLE LUXURY SIMPLICITY THE GUIDE

Renovation, Remodeling, New Construction

Smart Homes and More



## Forward

Over the past 40 years I've grown with the industry, Understanding not only the technology, but more importantly the people and families that will be using them. This has always given me a clear advantage in ultimately making people happy. A commitment to training and continuing education on this medium has been the backbone to a reputation for quality craftsmanship. My systems are easily understandable; Usually people are fluid in their use in 10 minutes. My Systems are infinitely scalable so we can start with the basics and add, making it easy to adapt future technology to your lifestyle and; ***Ultimately I assemble systems that work!***

So you've decided to start this new project. I'm sure it was not a momentary decision and over time you've created a picture in your mind of what the end result will be.

### **It's not only a home, but it's a lifestyle you visualize.**

So you've put all the "obvious ducks in a row", have probably retained the help of a professional to assist you with the details and design process. After all, this is a very important and technical project. You want and expect everything to turn out as imagined and dreamed.

This guide was designed to try to help you through many of the things your Architect, Builder, Renovator or even Interior Design Professional may overlook, or even avoid due to the technical or aesthetic complexities. Unless you bring the subject up, these professionals might even feel they aren't important to you, and right now, the subject might even seem that way to you compared to architectural, variances or building permits. The technology planning is just one of the obvious "ducks" often forgotten. Automation and Entertainment Technology is also often overlooked because people see so much retrofit-able technology advertised in the media, or maybe experienced novel bits and pieces that they have added to their homes to "try" unsuccessfully to simplify and enhance their lives. Unfortunately buying bits and pieces starts to get complicated to use. The apps on your phone may start to look like all the numerous remotes that "used" to be on your coffee table to use the TV

***That's where we come in.*** Besides installing the obvious theater rooms, surround sound and music systems, we are system integrators using the latest and best technology to engineer systems that are

**Intuitive, Easy To Use, Infinitely Scalable,  
Limitless in Conveniences that can be added.**

***We take all the greatest home technologies and make them seamless and easy, so they work for you.***

Possibly you are under the impression there is all this new wireless technology to fall back on. These are truly alternatives when there are no other alternatives; They come with great compromises in performance, reliability and usually at a much higher cost in money and potential aggravation. Don't leave technology to the internet or the TV programming providers. These systems and products ultimately have huge limitations, and are not less expensive than the best. If and when you decide you'd like to switch providers for any reason, what they have sold you are usually not compatible with the competition. Imagine purchasing hundreds or possibly thousands of dollars of automation products that are not usable when you'd like to switch. Your stuck! The best automation and entertainment products will work seamlessly with all the major manufacturers out there. So you can make the choices of what brands and products you are comfortable.

***Systems like this are all about you, and should grow with you!***

They are supposed to make your lifestyle more convenient, be designed to meet your needs, programmed to your specifications. They are not cookie cutter systems as you are not a cookie cutter individual. This takes a bit of personalized understanding and customer service to achieve on the integrators part. A requirement Utility Providers and Internet/TV providers don't understand, and can't fulfill.

***Our business has always been based on the best personalized service, it's guaranteed!***

**At Smart Homes and More we have the area's most innovative Smart Home and Home Theater options. We offer the finest products and our experienced sales and design staff understand how to enhance your life by integrating all these modern conveniences into your home without affecting the visual outcome of your beautiful designer rooms!**

**Yes, we get it!**

You want all of the conveniences of automation and technology,  
You want it easy to use, and just don't want to see it!  
So, you can have your cake and eat it too, but you already knew that didn't you!

## So where do we start! It all starts with wire.



### **WIRE? YES WIRE!**

Wires are the spinal cord for all of the advantages today's electronic toys and automation necessities provide us. "Wires" are still the most "reliable" medium. Data wire, phone wire, doorbell wire, alarm wire TV wires, speaker wire, control wire and optical cable-- all of these and more are the nerve center of our home. What kind of wire used and how it is engineered and installed is critical.

**At Smart Homes and More we know this - we set a standard for the future and continue to raise it.**

### **Building a new home, adding an addition or doing a remodeling project is a big decision.**

Not contemplated often. Once the walls are closed, every decision made, is one we must live with for years to come. Your new home or addition will be wired for electricity; it should be properly wired for Technology and Ethernet? We understand you may already own music equipment as well as TV's, DVR's, along with phones, computers and printer/fax machines. We can organize all of these items and help you create a convenient home of the future. Remember regardless of the level of investment in your new home or remodeling project, the quality of the WIRE and Cable installed will obviously affect the performance of the equipment connected to it.

**Now is the time to make sure your home can take advantage of today's home electronics... and is ready for the technologies of the future. Insist that your home be wired by Smart Homes and More!**

## Building or Renovating? Consider this!

When asked by friends or potential clients "What do I need to pre-wire while the walls are open during construction or renovation"? The answer: "There are many technological upgrades and conveniences that can be easily added to the home during construction. Sometimes the homeowner is unaware of these features or when posed with them, doesn't understand what they are, dismissing the idea without proper consideration."  
**If you are interested in knowing, please ask. That's why we are here.**



When investing in your home, these home media facilities each make the home more enjoyable and versatile. They can **improve security, safety, comfort, entertainment, and efficiency, resulting in energy savings, peace of mind and overall satisfaction.** Then there is always the consideration of resale value. Home buyers are often expecting a pre-wired home when considering purchasing a better caliber home. Although new WI-FI technologies allow buyers to add "some" of these features after market. Pre-wiring for the future is the best way to **insure reliability, dependability and versatility.**

## Home/Office Network Solutions

Today's Home Networks are being demanded to adapt to handle more information than ever before. The growing demands that data, streaming music and video, VoIP, movie downloads and camera systems imposed on our home networks overwhelm the simple wireless routers provided by cable or telephone companies that are designed to provide a simple basic internet connection.

If seamless Internet/Ethernet coverage is required without dropped signals from streams of information and simultaneous use of various computers, smart TV's, gaming consoles, systems integration, cellular phones, tablets, appliances, audio/video systems, surveillance cameras and other Internet based products. A robust wired and wireless network is necessary.

Network protection from potential threats from the outside is also recommended.

## Networking Equipment Recommendations

In each of the systems a Modem must be provided by the Internet provider to the client or purchased. We have recommendations on which providers are more receptive to your needs in your area.

The next thing is a Router. Some Router may also work as Wireless Transmitter/Receivers. The Router has a very important job. It identifies all the equipment connected to the network and assigns them a "name" or IP address so they can "communicate" with one another or to the outside. Routers have different potential abilities. They can limit the speed of data transmitted conversations based on these abilities.

**Example:** some have 300 MBs (megabits per second) 600 MBs, 1300 MBs or 1750 MBs limits.

Remember: the more things within the home hooked up, the more speed and bandwidth are needed for everything to work fluidly. No matter what the provider sends as a potential speed, the home/office equipment must be par for you to reap the benefits of these speeds.

A high quality either managed or unmanaged gigabyte switcher will be needed to connect all Internet/Ethernet equipment together for communication on your wired/wireless network.

The next choice for your network system are Wireless Access Points within the space. These allows wireless devices like Laptop Computers, Phones, or Tablets to access the internet within the space. Better ones allow one to move around the home with any drops in signal due to distance between the personal device and the wireless access point. More access points are needed in larger spaces and again better systems allow one to move from one area to another without weak signal or those dreaded drop outs.

The other concern is speed and bandwidth. Higher speed (MB per second) allow faster downloads from the outside or uploads to the outside based upon the provider speed. This also allows faster streams of data or multiple streams of data when there might be several people using the network at one time.

**Example:** 2-6 people within a home watching/listening to several sources of video or music or working on the internet. All the while 2-50 other audio/video, TV's and electronic components, home automation products, appliances, security systems, surveillance cameras are on the same network.

This takes a lot of bandwidth and stability!

**Remember,** if it is connected to the internet and "the power is on", it utilizing precious bandwidth.



The present wireless bands for wireless are A,B,C,N, and now AC, and work at either FCC regulated 2.5 GHz or 5 GHz radio frequencies based on transmission speed.

***We can make recommendations based upon your needs and usage.***

## Ambiance, Comfort, Style, Elegance

**Lighting Design Services** - Elegant homes often have mood-lighting and lighting scenes designed by you the consumer to fit the lifestyle scene you are trying to create. Lighting control systems reproduce the scenes at the touch of a button, or can be fully automated. Large areas of lighting controlled by several switches in different places can be controlled by a single button. For example, a complete pathway from the master bedroom to the kitchen could be lit up with one button, while programmed to be dimmed to 50% when turned on after midnight if one wakes late at night and doesn't want to be stunned by full brightness.

An all-lights-on button could light up the entire home in an emergency or for a fire to half so as to not blind you if there is smoke present.

The best part is a "wall wart" of 6-8 switches "may" be replaced by a beautiful single gang custom engraved keypad, which will do everything you want.

### **GOOD**

Lutron, Caseta Wireless Lighting System – 434MHz - [www.casetawireless.com](http://www.casetawireless.com)

For screw in Incandescent, screw in LED, and screw in Florescent "Edison Based Bulbs" Only!

Control your lights, shades, and temperature from anywhere with "Lutron" compatible products from your Android/Apple app Up to 3 lighting scenes and all off with the new Pico Pro Keypad.

Caseta Pro level products are controllable through 3rd party automation products such as Control 4.

This system has its limitations but is a good basic automated light system.

### **BETTER**

Lutron Radio RA Lighting System - [www.lutron.com/radiora2](http://www.lutron.com/radiora2)

Control your lights, shades, fans and temperature from anywhere with Lutron compatible products and your Android/Apple app. Up to 7 lighting scenes and more selection of keypad and table top controllers.

Radio RA2 Pro level products are controllable through 3rd party automation products such as Control 4, or URC Total Control. Over 25 different colors and finishes, with custom engraving options.

### **BEST**

Control 4 Lighting Control - [www.control4.com](http://www.control4.com)

Control 4 has spent more than a decade bringing affordable home automation to consumers throughout the world. Their lighting keypads have the ability to not only control lighting throughout your home but also allows consumers to control or "schedule" any of over 8000 third party products all at a touch of a button. Control your lights, shades, fans, temperature, pool, fountains, door locks, security system, surveillance, kitchen appliances, Music, Video, Home Theater and much, much more from anywhere with your Android/Apple app.

Imagine walking over to the keypad in the kitchen in the morning, double tap a selected button and (1) the lights come on throughout the living area to a morning preset level, (2) the shades come up to a preset morning height, (3) the thermostat lowers to the daytime level and (4) the music comes on throughout the main living area to your favorite music station.

#### **One Touch, Good Morning!**

Lighting Keypads can be used for multiple purposes, come in all your favorite colors are back lit, and can be custom engraved especially for you.

#### **Best of the Best!**

Centralized / Panelized Lighting Systems Designed by appointment. Get rid of all the banks of switches for a beautiful single gang keypad.



## Simple, Intuitive, Easy to Use

### **What is Home Automation and Systems Integration?**

*It's too warm in here*

*It's too cold*

*It's too bright in here*

*Let's let a little sunlight in*

*Someone is knocking at the door*

*The music is too loud*

*I think I left the lights on upstairs*

**Sound familiar?**

**These are just some of the little nuisances in the life of every household.**

**Of course the solutions are easy**

*Tweak the thermostats*

*Adjust the blinds a bit*

*Check the door*

*Lower the music*

**And, then run across the house or upstairs and shut the lights**

**No big deal, or is it?**

If you live in or are planning to build a home, each jaunt to the door, one of several thermostats, the window shades, or one of a hundred light switches can add up to a lot of unnecessary running around. Even completing these tasks in a modest size home can be exhausting. If you think about all the adjustments you make to lights, pools, spas, thermostats, shades, drapes, security, music, and entertainment systems in a week this is where a home control system is worth its weight in gold! An advanced automation system can be programmed to do virtually anything the homeowner can imagine.

Automation brings all the home systems and home theater technologies together and puts the home owner in charge from anywhere!

***"It takes all of the techy confusion out of the scenario."***

The term "automation" is a bit of a misnomer. A fully automated home doesn't take control away from the homeowner, rather "it gives the owners more control", in more convenient ways in order to simplify and enhance their lifestyle.

From any of several conveniently located touch panels in your home, you can monitor, manage and operate anything or just program the system to your daily preferences. You can even monitor the home, be alerted to changes, or do adjustments while away from home via the internet on your tablet or smart phone.

How many times have you left the house and thought you might have left a door unlocked or the alarm unarmed or the garage door open? I have chosen Control 4 as the premier platform home automation product for most homes. Control 4 has been a pioneer over the past decade to bring home automation to the masses. Their products are scalable, so you can start small and build, and it presently synergizes, with over 8000 products from major manufacturers available in the marketplace.

Other than just unifying your Music, TV and Home Entertainment products into one remote, you will also be able to control, automate and schedule Lighting, Air Conditioning, HVAC, Fans, Fountains, Pools and Spas, Kitchen Appliances, Security, Alarms, Surveillance, Window Treatments, Doors, Gates and Intercom. There is two way communication between the device and the remote Touchpanel or APP, meaning you can monitor the changes "Realtime from Anywhere".

### ***This is what programing can do for you!***

By the front door a **"Welcome Home"** button can adjust a lighting path and light up the living area as well as turn on music and adjust the thermostat to a comfortable preset temperature when you return home all with different scenarios based upon the time you return.

***Never come home to a dark home again!***

Subsequently,

Another button by the door might put the home into a **"Leaving"** mode, shutting off all the lights, shutting off all A/V equipment, and raising the thermostat, set the alarm and lock the doors after 30 second, while putting the home in **"Mockoccupancy"** mode.

It can automatically adjust the shades when the sun gets too bright on an Eastern or Western exposure. Automatically only turn on the lights 25% when using the bathroom late night instead of fumbling around in the dark, or automatically light a pathway, for a jaunt to the kitchen for late night snacks.

A **"Good Morning"** mode can be programmed to either come on at a scheduled time like an alarm clock or by double tapping a button by the kitchen. It will adjust the lights for the morning, turn on the music for the day, adjust the thermostat for the day and open the \*window treatments. It can even turn on the coffee maker.

Subsequently,

A **"Goodnight"** button in the Master Bedroom can shut the lights in the living area, shut off all A/V equipment, adjust the thermostat for the night, close the window treatments, lock the doors and set the alarm.

***We can virtually program it to your daily preferences or whatever you can dream up!***

# One Control – One Mobile Access App for your Whole Home

Your Fully Connected Home,  
Control 4 Instantly Integratable with over 8000 3rd Party Products.

Scalable and Upgradeable Forever!

## **Security**

Door Locks – Yale – Baldwin - Kwikset  
Alarm Panel – Honeywell – DSC- Hai - Napco  
Surveillance  
Gate Intercom and Control  
Hurricane Shutters  
MockOccupancy

## **Comfort - Climate**

HVAC – Air Conditioning – Heat  
Fans  
Fireplace  
Window Shades/Curtains

## **Smart Lighting**

Programmable and Schedulable  
Lose all the banks of dumb light switches

## **Communication**

Front Door Video Door Station  
Video and/or Audio only Intercom

## **Recreation**

Pool Control  
Fountains  
Spa Control

## **Kitchen**

Wolf and Subzero

## **Entertainment**

Multi Room Audio  
Multi Room Video  
Stream Music or Video from a variety of sources  
Control for your Audio/Video Home Theater



## **Media Distribution**

Locate all of your equipment in one centralized location eliminating the clutter and Ugly Black Boxes from all your rooms. Cable/Sat Boxes, Receivers, Sources Equipment are gone!

Add Invisible Speakers and a Hidden TV and see it only when you want to.

***So, what do you want to control?***

## Safety, Security, Peace of Mind

### **High Tech Home Security is a Big Deterrent to Criminals**

Once upon a time; good home security meant a deadbolt, a dog, and a basic electronic security system.

The dog is still a good idea, but locks and electronic home security systems have come a long, long way.

In fact, in a 2012 CNN story about the decreasing crime rate, criminologists cited more high-tech surveillance equipment as one of the main factors.

So, what about your house? If you're still counting on the deadbolt and dog, now is a great time to look at upgrading your home security with more effective, simple to use, high-tech devices.

### **Surveillance is considered the biggest deterrent against criminals.**

Researched, there are Harvard Statistics that supporting this and now with cloud based backup video storage available it doesn't matter if the recorder is stolen or destroyed.

CNN reported, good surveillance equipment is an excellent deterrent to crime. You can use cameras outside, high up where criminals can't disable them, as well as in the home. And you can even monitor them from your own computer or mobile device. A video of someone breaking in can be unassailable evidence, so criminals are a lot less likely to invade a home where they might be caught on camera. Surveillance also helps you feel safer if you need to monitor Kids, Pets or Elders at home, when you're not able to be there. Mobile Access: You can lock and unlock your home; set and deactivate the alarm; and watch your surveillance cameras, all from one mobile APP. This is invaluable to anyone who travels regularly, but pretty handy for even people who don't, since more and more functionality is moving to mobile. Whatever cool gadgets you get, don't forget a monitored security system that alerts authorities when there's a problem. This saves homeowners a crucial, even life-saving step.



## Shades, Shades, Shades, Beauty in Motion!

QMotion Shading Systems - [qmotionshades.com](http://qmotionshades.com)

### **Not the same old window treatments offered everywhere!**

The award winning, sophisticated design of QMotion window fashions, paired with NEW innovative patents that have redefined what consumers should expect from their Window Treatments and Motorized Draperies for home or business.

All QMotion Motorized Draperies work either through the supplied wireless remote controls, your smartphone/tablet app OR "manually" if you don't have either handy or the electricity is out.

Installation is never a problem for powered shades as they can be pre-wired if thought is considered prior to renovations or work wirelessly in completed home retrofits.

These shades and draperies can also "easily" be integrated into your Home Automation Systems such as Control4, URC, or Total Control.

They come in an extensive offering of designer fabrics, and are priced below many of the more common names in the industry.

All QMotion products are made in the USA in Pensacola Florida and offer the most extensive warranties in the industry.

**Good** – Manual shades throughout the Home

**Better** – A combination of Manual and Powered

**Best** – Just do it, in all motorized!



## That's Entertainment!

### Lifestyle Home Theater

Seeing a new movie can be lots of fun. The Big Picture, The soundtrack, and of course the Popcorn!

These days there's no need to even leave the house. No need to get dressed up, drive somewhere, find a parking spot and at home the popcorn is likely a lot cheaper.

The setting for watching movies at home can be as simple as a television and a comfy couch or as elaborate as a dedicated room with an enormous screen, complex acoustical treatments, sophisticated electronics and tiered comfortable seating.

The gamut is huge, what you may choose depends how much of the theater experience you want, and of course how much you want to invest. A personal home theater can have the quality of a commercial theater with the comfort and privacy of home.

Although dedicate theme theaters can be impressive, many people have other parameters for their rooms. Dual purpose rooms are far more popular. Some chose a combination of theater and game room and others are looking for a sort of chameleon room, such as a formal living room where the screen is hidden and the speakers are invisible to the decor of the room. Imagine at the touch of a button a screen appears, and the sound track seems to be coming from all around you without a speaker in sight. Any of these options requires great time and planning. Let's plan together!



Room by Perla Lichi Design

**Let's turn the rarely used living room into a lifestyle home theater.**

This Dolby Atmos System has 9 Invisible Speakers, 2 Invisible Subwoofers and a hidden TV. Creating a dual purpose room for entertainment and family. **Without any equipment in site.**

## Dedicated Home Theater Room

There is nothing like the size of the picture, incredible sound and luxurious comfort of a dedicated Home Theater Room. The best of electronics and speaker, a room acoustically treated to sound its best. It doesn't matter whether it is the Sunday game with friends, or watching Captain Kirk discuss Federation Politics with Spock, their dialog is so clear you would swear they were right in front of you.

SUDDENLY, a Klingon Warbird appears and attacks the Enterprise. You hear and feel explosions all around you and take in every nuance of the foley recorded for your entertainment and excitement!

There is only one description for it. **"Wow"**



Room by Perla Lichi Design

## Options Options Options

### Invisible Speakers: The end of esthetic pollution

I have been asked on numerous occasions if there are good speakers that can be hidden and even asked by several, why can't they be in another room or closet, how silly! People just don't want to see those boxes or even the grills in their beautiful rooms.

#### ***How Understandable!***

While recessed speakers have evolved in terms of overall quality, they still have covers or grills. These covers or grills can be painted the color of the room or faux painted into the wall, but they still just don't go away. Miraculously we found several companies that make "great speakers" that once installed; finished and painted into the decor just disappear. The speaker diaphragm that makes the sound has the same texture as the wall, thus invisibility!

***Just imagine your room, with brilliant sound, but without a speaker in sight!***



## Flat Panel Dilemma

As Flat Panel televisions have become commonplace, a problem occurs when one wants to locate this sleek Hi Tech piece of equipment in any decor other than modern or contemporary designs.

"The way it looks on the wall"

No matter what the decor of the rooms in your home, what if you could make the television or projections screen appear when you chose to watch and seemingly disappear when not in use.

Imagine at the touch of a button, like a chameleon, what seems to be a beautiful work of art hanging over the fireplace or on a wall, turns into your flat screen television. Then, once the television shuts off, again becomes a beautifully framed work of art.

The artwork is only limited to the owners imagination. Hi Resolution digital printing techniques are employed to faithfully reproduce any artwork or photograph selected. Frames are chosen from a large selection of hardwood frames to fit any decor.



## HD Mirror TV

Custom made Mirror with a TV located behind it. When the TV is on you see a beautiful TV picture, when it is off a mirror, made of the finest materials and custom choice of frames to fit your beautiful Interior Design. Available in sizes from 16" to 90"

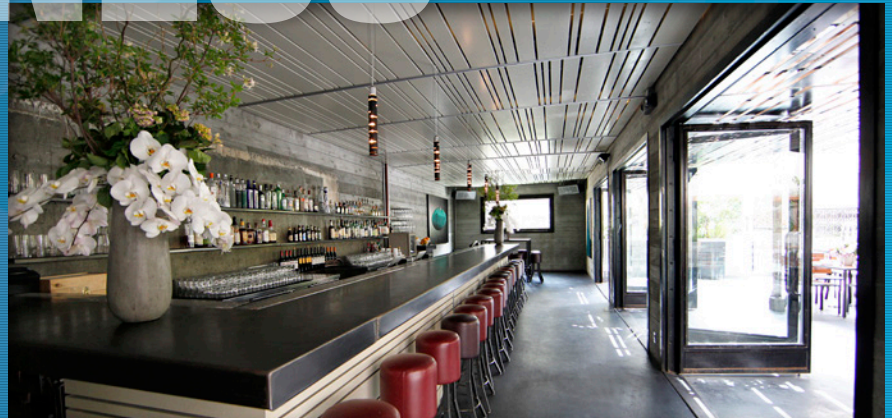


## Window TV and Touchscreen

New Technologies have allowed us to offer a piece of glass/or glass window pane, that turns into a TV, this technology is perfect for Small areas like a bathroom or on yachts, where a glass shower stall or window is also the TV for the area. Available in sizes from 16" to 90"



# HOME YACHT BUSINESS



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Contact us today for a complimentary consultation.  
Let us help you make a smart decision!

[www.SmartHomesAndMore.com](http://www.SmartHomesAndMore.com)

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