Liberate yourself with Yale Real Living™, the next generation of home security locks from Yale, a trusted name in security since 1840.
Yale Real Living™ touchscreen and push button locks

Freedom is placed at your fingertips with the Yale Real Living home control deadbolt. Always know who’s used your lock and when they’ve used it; even get an email when the kids get home from school.

Designed to easily integrate with the Control4® System, the Yale Real Living deadbolt comes with two user interface options: a durable, acrylic touchscreen or simple, elegant and tamper-resistant 12-button keypad.

In addition, all of the lock’s features can be programmed through the Yale Real Living Flash UI, which was designed exclusively to work with the Control4 System. Yale Real Living deadbolts make everyday living easier and safer.

*Note: Lever locks available Q4 2011*
Touchscreen

- High-tech Look & Feel: The touchscreen interface in addition to being easy to use and state-of-the-art is the most rugged and durable interface available.

  Link to durability video

- Stand-alone, without wireless radio, or as part of a wireless home control system

- Touchscreen: Tri-lingual in English, Spanish, and French

- Adjustable Volume Level

- Easy to Use, Install, and Program

- Users:
  - 25 Users Stand-alone without Wireless
  - 250 Users with Wireless
  - Add/Delete Individual Users

- One Year Battery Life, Low Battery Warning

- Motorized tapered deadbolt helps align door during locking

  Link to Commercial video
Push Button

- The Yale Real Living Deadbolt with push button interface is simple and easy to use.

  The keypad is backlit for easy use in low light and is the only keypad lock with a standard 12 button keypad that interfaces to the Control4 ZigBee Network.

- The interface uses both audio and visual cues to assist with operation and programming of the lock.

- Stand-alone, without wireless radio, or as part of a wireless home control system.

- Adjustable Volume Level.

- Easy to Use, Install, and Program.

- Users:
  - 25 Users Stand-alone without Wireless
  - 250 Users with Wireless
  - Add/Delete Individual Users

- One Year Battery Life, Low Battery Warning.

- Motorized tapered deadbolt helps align door during locking.
Features & Benefits

- The Yale Real Living Deadbolt has many features and benefits that make it the easy to use and yet the most technically advance residential electronic deadbolt on the market.
Mechanical

- The Yale Real Living touchscreen and push button deadbolts feature key pads that are illuminated for convenient nighttime entry. Customers can easily migrate to home control because the locks can be installed on all standard doors. At last, a lock that is cell phone chic!

<table>
<thead>
<tr>
<th>FEATURE</th>
<th>BENEFIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Metal Exterior Escutcheon</td>
<td>Meets ANSI/BHMA Grade 2 Security Requirements</td>
</tr>
<tr>
<td>Meets ANSI/BHMA Grade 2 Requirements</td>
<td>Reliable and Secure DB for Residential and Light Commercial Applications</td>
</tr>
<tr>
<td>Tapered Bolt</td>
<td>Allows deadbolt to extend and retract even with a misaligned door and side load</td>
</tr>
<tr>
<td>Small Profile</td>
<td>Allows deadbolt to be installed above a standard residential lever lock on a door with cross bore spacing of 5.5&quot;</td>
</tr>
<tr>
<td>Standard Residential Door Preparation</td>
<td>Easy and Fast Installation no extra holes required</td>
</tr>
<tr>
<td>Accepts both residential and commercial cylinders</td>
<td>Allows lock mechanical key override to be keyed as part of existing key system for home or building applications</td>
</tr>
</tbody>
</table>
Electromechanical

- The Yale Real Living deadbolt was designed to easily integrate with the Control4 System. Always know who’s used your lock and when they’ve used it; even get an email when the kids get home from school. In addition, all of the lock’s features can be programmed through the Yale Real Living Customer Lock Manager UI.

<table>
<thead>
<tr>
<th>FEATURE</th>
<th>BENEFIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Push Button Keypad Std. 3 X 4 Matrix</td>
<td>Metal Buttons for long life and security, easy to use and understand</td>
</tr>
<tr>
<td>Capacitive Touch Keypad Std. 3 X 4 Matrix</td>
<td>High Tech look and feel, easy to use and understand</td>
</tr>
<tr>
<td>Lighted Keypads</td>
<td>Easy to use at night or in low light</td>
</tr>
<tr>
<td>Voice Response and Visual Lights w/Capacitive Touch Keypad</td>
<td>Easy to operate and affirmative guidance and response during programming</td>
</tr>
<tr>
<td>Audio and Visual Lights Response w/Push Button Keypad</td>
<td>Easy to operate and affirmative guidance and response during programming</td>
</tr>
<tr>
<td>Tamper Resistant Keypad</td>
<td>Keypad shuts off for 60 Seconds after 5 incorrect attempts</td>
</tr>
<tr>
<td>High Tech Gear Motor Drive for Deadbolt Operation</td>
<td>Allows for remote locking and unlocking of deadbolt</td>
</tr>
<tr>
<td>25 individual user codes no radio</td>
<td>Allows for assignment of individual user codes</td>
</tr>
<tr>
<td>250 individual user codes with radio</td>
<td>Allows lock to be integrated as part of a home automation or access control system</td>
</tr>
<tr>
<td>Master Code</td>
<td>Prevents unauthorized programming of the lock</td>
</tr>
<tr>
<td>Preprogrammed Master Code</td>
<td>Easy to use and setup out of the box</td>
</tr>
<tr>
<td>ZigBee Radio Module</td>
<td>Allows lock to be integrated with Control4 ZigBee Home Automation Networks</td>
</tr>
<tr>
<td>1 Year Battery Life on 4 “AA” Batteries</td>
<td>Cost effective to service</td>
</tr>
<tr>
<td>Program Lock from either Keypad or Access Control/ Home Automation System (radio module installed)</td>
<td>Allows for fast and easy to programming</td>
</tr>
<tr>
<td>All lock control and programming features are firmware based</td>
<td>Allows all lock control and programming features to be controlled from the Control4 home automation system</td>
</tr>
</tbody>
</table>
Installation

- The Yale Real Living deadbolt was designed with ease of installation in mind. Installing the Yale Real Living Deadbolt is very easy and takes just 10 to 15 minutes to install.

- The deadbolt uses the standard residential door preparation that is available on most residential doors.

- Most installations will only require the removal of the existing deadbolt and the installation of the Yale Real Living Deadbolt using a #2 Phillips screw driver.

Click here to watch the installation video

Installation Documents

Pushbutton Instructions
Pushbutton Quickstart
Touchscreen Instructions
Touchscreen Quickstart
Programming

- The Yale Real Living Deadbolt is designed to be programmed through the Yale Real Living Custom Lock Manager Flash UI once the Deadbolt is enrolled in the Control4 ZigBee Network.

- The Yale Real Living Deadbolt can also be programmed at the lock if the network is not available at the time of installation.

Click here to watch the programming video

Installation Documents

Pushbutton Instructions
Pushbutton Quickstart
Touchscreen Instructions
Touchscreen Quickstart
Competitive Overview

Give your customers the most technologically advanced and aesthetically pleasing lock on the market!

The features and benefits of the Yale Real Living deadbolt were designed to put it a step ahead of the competition.

Dealers benefit from the Yale Real Living Lock UI Driver, which is the only driver that allows for complete access to all of the lock’s features and benefits. The Yale Real Living Lock Manager (Custom UI) offers customized screens that make everyday locking control simple for home owners.

Allow limited access to individuals you choose such as a cleaning service, dog walker, or repairman. Set-up access privileges by day of the week and time of day. Know when your lock has been used and by whom. Easy-to-follow screens show you when users are coming and going. A quick glance at the control panel shows what locks are enrolled in the system, the locked/unlocked status, and even lock battery life.

Yale Real Living—for easy home security control.

Competitive Analysis Chart
Driver Functionality

- The Yale Real Living lock driver is the only driver that allows for complete access to all of the lock’s features and benefits creating significant value to the dealer and consumer.
Driver Overview

Yale Real Living sets a new bar with the “first of its kind” Driver for locks. The Yale Real Living Lock Driver is the only driver that allows for complete access to all of the lock’s features and benefits, creating significant value to the dealer.

Set up scenes using the lock’s individual pin codes as a trigger for the scenes; mom comes home and enters her pin code and hallway lights come on and the thermostat changes to 72 degrees.
Lock Relay for Remote Access

A Generic Lock Relay found inside composer under ‘motorization’ is needed to operate the Yale Real Living locks remotely. This will bind to the Yale Real Living lock.

Enables lock/unlock through traditional navigator screens
- Touchscreens
- iPad
- iPhone

View of lock relay using 4sight used as toggle: lock/unlock
User Interface Functionality

Owners experience a new type of ‘real living’—the lock becomes the first point of contact for security and home control on any door the lock is installed.

The Lock Manager’s easy-to-use screens, allow home owners to navigate easily as they view status of locks, set-up each lock, view the history of who comes at goes at each door and even control the management of users on every door a Yale Real Living lock is installed.
User Interface Overview

- Functionality—The Yale Real Living Lock Manager makes everyday locking control simple. Customized screens vary based on your home control system.

View the status of locks

Know what happened at your door

Set-up each lock individually

Complete control of users at each door
Ordering Process

- Ordering Yale Real Living products is simple.
  - Place the Yale Real Living order with Control4.
  - Control4 will electronically send the order to Yale.
  - Yale will ship the order to the requested shipping address.

- Other fine Yale Residential products can be ordered through LightStyles, Ltd. WINDOWS & DOORS our national wholesaler based in Carlisle, PA.

  Products include:
  - Yale Real Living stand-alone (no radio module)
  - Yale Residential door hardware
  - Yale Padlocks
  - Yale Commercial products

Please contact:
LightStyles, Ltd. WINDOWS & DOORS
1-800-326-5914
## Yale Real Living

### Product Part Numbers

<table>
<thead>
<tr>
<th>Quick Ship#</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>ZYA-YRLD210ZB619</td>
<td>Yale Deadbolt Keypad Zigbee, Satin Nickel</td>
</tr>
<tr>
<td>ZYA-YRLD210ZB0BP</td>
<td>Yale Deadbolt Keypad Zigbee, Oil Rubbed Bronze</td>
</tr>
<tr>
<td>ZYA-YRLD210ZB605</td>
<td>Yale Deadbolt Keypad Zigbee, Bright Brass</td>
</tr>
<tr>
<td>ZYA-YRLD220ZB619</td>
<td>Yale Deadbolt Touch Screen Zigbee, Satin Nickel</td>
</tr>
<tr>
<td>ZYA-YRLD220ZB0BP</td>
<td>Yale Deadbolt Touch Screen Zigbee, Oil Rubbed Bronze</td>
</tr>
<tr>
<td>ZYA-YRLD220ZB605</td>
<td>Yale Deadbolt Touch Screen Zigbee, Bright Brass</td>
</tr>
</tbody>
</table>

### Accessory Part Numbers

<table>
<thead>
<tr>
<th>Quick Ship</th>
<th># Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>ZYA-SCKA-26</td>
<td>Keyed Alike SC1 (Schlage) Cylinder with 2 keys (Used with US15 product)</td>
</tr>
<tr>
<td>ZYA-SCKA-03</td>
<td>Keyed Alike SC1 (Schlage) Cylinder with 2 keys (Used with US3 and 10BP product)</td>
</tr>
<tr>
<td>ZYA-KWKA-26</td>
<td>Keyed Alike KW1 (Kwikset) Cylinder with 2 keys (Used with US15 product)</td>
</tr>
<tr>
<td>ZYA-KWKA-03</td>
<td>Keyed Alike KW1 (Kwikset) Cylinder with 2 keys (Used with US3 and 10BP product)</td>
</tr>
<tr>
<td>ZYA-AYRD220-1PB-GSK</td>
<td>Thin Door conversion kit (1 3/8 to 1 3/4 thick doors), push button</td>
</tr>
<tr>
<td>ZYA-AYRD220-1TS-GSK</td>
<td>Thin Door conversion kit (1 3/8 to 1 3/4 thick doors), Touchscreen</td>
</tr>
<tr>
<td>ZYA-AYR-425-MNT</td>
<td>Thick door kit</td>
</tr>
<tr>
<td>ZYA-AYRD220-ZB-MTC4</td>
<td>Yale Plexi Display Mount</td>
</tr>
<tr>
<td></td>
<td>YRL C4 DB Launch Kit</td>
</tr>
</tbody>
</table>

[See Yale Real Living MSRP list](#)
Product Shipping

- Yale Real Living products are shipped via UPS to the shipping address noted in the Control4 order.
- All standard UPS shipping options are available.
- Daily outbound shipments leave Yale at 4:00 P.M. Eastern, Monday through Friday.

Standard UPS Ground Shipping Times.
Packaging

- Each Yale Real Living product is housed in protected unit carton. All components are included in this carton: lock, keys, latch, strike, hardware, batteries and instructions.

- Standard shipping cartons include two lock set unit cartons. Odd unit quantities are shipped in a single shipping carton.
Product Support

- For Installation Questions:
  - ASSA ABLOY TECHNICAL SUPPORT
    1-800-810-WIRE (9473)

- For Network Questions, we recommend working with Control4 support first and then three way calling with ASSA ABLOY Technical Support. ASSA ABLOY technical support is your lock expert and Control4 is the ZigBee expert.
Yale Real Living Warranty

- Electronic components are warranted for one (1) year.
- Consumer occupied private residence limited lifetime warranty—Mechanical components and finish are warranted for repair or replacement to the consumer when installed on the original private residence.
- Commercial, institutional, industrial and installations other than single family carry a three (3) year mechanical component and one year finish limited warranty.
Sales

Why sell a lock?

- Keeps the homeowner interacting with their Control4 system
  - First touch point as they enter
  - Last touch point as they leave
- Can help the customer pay for a Control4 system
  - Show the ROI: use the lock to trigger the thermostat, turn of the lights, etc.
- Don’t sell just one
  - Secure high value or private rooms: media room, wine cellar, art collection, etc.
  - Secure potential dangers: home workshop, weapons storage, utility room, garage, green house, sauna, pool house, guest house.

Why sell a Yale lock

- Features, Features, Features!
- Aesthetics—both the touchscreen and push button fit a wide range of home décor
- Customized UI that gives the HOMEOWNER full control
- No price shopping at Home Depot or Lowe’s

Selling the lock

- How can we sell a lock to each Control4 customer?
- Determine where the customer pain points may be
  - Security
  - Convenience
  - “Wow!” factor
Sell the Features

• How can we sell a lock to each Control4 customer?
• Determine where the customer pain points may be

Security

• Auto relock after X seconds: never worry about the kids locking the door
• Tie it into the alarm system: utilize the security system you are already paying for
• No need to hide or give out a spare key: feel secure that they don’t end up in the wrong hands.
• Quickly deactivate or delete users
• Receive text/email alerts when the kids get home from school

Convenience

• Lock/unlock your door from anywhere in the world: unexpected house guests, kids lost the key or can’t remember the code, neighbors can access the home in case of emergency
• No more carrying keys!

“Wow!” Factor

• Bring the innovation to the front door
• The first contact point for the system
• Customized entrance & exit scenes
• No more carrying keys!
USE CASES

SAFETY:
The home with small children

SITUATION: your daughter is 3 and loves to get outside to run around the neighborhood

- Know she can’t get out because all of your deadbolts automatically lock
- Get a text message any time the door is unlocked…just in case
- Know if the babysitter leaves the house…and for how long

The home with teenagers

SITUATION: your daughter is 16 and has an 11 P.M. curfew

- Audit trails…have proof when she comes home past curfew
- Get a text message whenever she uses her code past 11 P.M.
- From anywhere in the world, remotely unlock the door for her next time she forgets her keys
SECURITY: The traveling husband

SITUATION: Dad travels for work, leaving mom and the kids home alone

- Mom feels secure knowing that the privacy features automatically turn on at 10 p.m. so nobody can get in unless they have a key or remote access
- When mom gets home from work and it's dark, unlocking the door also turns on the lights in the house so she knows what she is coming home to
- A text message is sent every time the door is unlocked while Mom is at work so she can be assured that nobody has entered the home unexpectedly, plus she'll know when the kids arrived home from school
USE CASES

CONVENIENCE:
The single life

SITUATION: your busy life surrounds you with a circle of friends who all agree that your home is the ‘place to be’

WOW your friends with another new friend—your Yale Real Living lock!

Be a hit on game night!

- Bringing the buddies over: Code – 3596
  - Unlocks the door
  - Turns the TV on and to ESPN
  - Turns the thermostat down to 69

Speed up your social life!

- The first date: Code – 6884
  - Unlocks the door
  - Set a scene with some mood music from your favorite CD
  - Turns the thermostat down to a comfortable 72

The second home, vacation rental

SITUATION: You live in Tennessee, but your South Carolina beach house is now accessible even when you’re not there

- Never give out a copy of your house key again
- Quickly and easily add/delete users, create user codes and schedules from anywhere in the world using Composer or MyHomePC
- Access history to know that the kids were using the place in the ‘off-season’
- Easily let in maintenance or cleaning crews
AGING IN PLACE: Caring for aging parents

SITUATION: uncertainties of aging cause you to worry about Dad, in his eighties who is home alone

- Get a text message every day when he exits the house to pick up the morning paper at the curb or when he has turned-in for the night
- From anywhere in the world, remotely unlock the door for a neighbor or a caregiver
About the Product Design

- Yale conducted consumer focus groups that were a key part of the design process that allowed us to deliver consumer preferred designs.

- Key voice of customer findings:
  - Design vs. competition
    - Existing options more traditional
    - Yale designs more transitional
  - Consumer wants
    - Battery indicator on lock
    - Key just in case
    - Privacy feature
    - Voice programming

Available Q4 2011

Available Q4 2011
Yale Real Living & Control4 Tri-fold

- Great for use in your showroom with the Yale Real Living mount. Also a nice leave behind with your customer.
Yale Real Living – 4 page brochure

- Great selling tool for use with home owners.
- Gives insight into multi-use cases.
- Provides a quick reference point for technical facts about the lock.
Mounts that Talk to Your Customer

- Yale Real Living Mount & Mount Talker

Keyless entry made easy.

View the status of locks

Complete control of users at each door

Set up each lock individually

Know what happened at your door

Scan with Smart Phone

Go to the Yale Real Living™ YouTube channel to view videos on:
  - Durability
  - Installation
  - Programming
**Videos**

- Videos also available on [Yale YouTube channel](https://www.youtube.com/c/YaleLocks)
  - Product installation
  - Product programming—stand alone version
  - Cylinder change out
  - 30 second consumer spot
  - Durability to showcase touch screen performance
Control4 Dealer Kit

- Elements include:
  - Mount w/talker
  - Literature pieces on flash drive
  - Videos on flash drive

Keyless entry made easy.

Yale Real Living
Control4 Dealer Kit

To Order:
Yale Real Living
Control4 Dealer Kit

- Description:
  YRL C4 DB Launch Kit
  Part no. ZYA-AYRD220-ZB-MTC4
Yale: The Company

- Yale has been producing fine locks since 1840
- Yale University and Yale Equipment both came from the same original Yale family.
- Yale manufactures both commercial and residential mechanical and electronic locks.
- Yale offices located in Lenoir City, TN just outside of Knoxville, TN
- Yale is owned by ASSA ABLOY (Stockholm, Sweden).
- ASSA ABLOY is the world’s largest security door and hardware player in the world. $5.4B
- Yale is a truly global brand name
Why Yale?

**Home control focus**
- Control4 sells the “Wow” factor…why wouldn’t the “experience” start with the smartest and most technologically advanced lock on the market?
- Attractive price points. Push button version slightly under competition, and advanced touch screen just slightly more than competition’s push button versions.

**Transitional style**
- Transitional styling appeals to a broader audience vs. existing traditional styling.

**Not available in “Big Box”**
- Yale product not in the “Big Boxes” so the consumer isn’t comparing apples to oranges.
- Product features and benefits offer compelling reasons to use product in today’s homes.
- Unique and simple Custom Lock Manager UI geared to allow home owner to make changes to users and settings.