



2026 Dealer Congress

Advanced Training. Real-World Execution. Profitable Growth.

A three-day immersive experience focused on installation excellence, design mastery, and closing higher-value projects.

March 18-20, 2026
Tampa, FL



Built for Professionals Who Want More

The Garden Light LED Dealer Congress is designed for contractors who want to sharpen their skills, strengthen their business, and separate themselves from low-price competition.

Over three days, you'll work side-by-side with industry experts and the Garden Light LED team to improve how you design, install, and sell professional outdoor lighting systems.

This is not a sales pitch.

This is hands-on training, real-world application, and proven systems you can use immediately.

- Advanced installation techniques and best practices
- Nighttime demos and real property walkthroughs
- Design, aiming, spacing, and fixture placement
- Sales tools that support higher-value projects
- Factory insight into how Garden Light LED products are built and tested



DAY 1 – WEDNESDAY, MARCH 18

Night Demo & Field Experience
Location: Hotel Alba · Tampa, FL

4:00 – 5:15 PM
Hotel Check-In

5:15 – 5:45 PM
Meet in Hotel Lobby for Transportation
GLLED shuttle provided · Dinner included

6:00 – 7:00 PM
Welcome Dinner & Meet the Garden Light LED Team

7:00 – 8:00 PM
Showtime Closer Training & Night Demo

- Power of the Showtime Closer
- Fixture aiming, directing, and spacing
- Live adjustments and results review

8:00 – 9:00 PM
Mueller Property Lighting Tour
Landscape, architectural, and specialty lighting

9:00 PM
Return Shuttle to Hotel Alba

DAY 2 – THURSDAY, MARCH 19

Training, Installation & Sales Execution Location:
Hotel Alba · Westshore West Ballroom

8:00 – 9:00 AM
Breakfast & Coffee

9:00 – 9:30 AM
Opening Remarks

- GLLED team introductions
- Company history and values

9:30 – 10:30 AM
Ryan Lee – Landscape Lighting Secrets

- The Opportunity of Landscape Lighting
- How to Grow Your Profits

10:30 AM – 11:00 AM
Making Drum Connections

- Split into group based on the color on your name tag
- Make connections using Garden Light LED's Drum Connector

11:00 – 11:30 AM
Travel to Live Installation

- Meet in Hotel Lobby to get on shuttle bus
- Arrive to installation location

DAY 2 CONTINUED

11:30 – 12:30 PM

Brandon Miles - Lightscapes

- Tools Overview
- Transformer Sizing
- Project Overview

12:30 – 1:30 PM

Catered Lunch

1:30 – 5:30 PM

Brandon Miles - Lightscapes

- Transformer Mounting, Trenching Wire, Install the REV spotlight
- Core Drill Training

5:30 – 6:00 PM

Meet in front of residence for transportation back to hotel

6:00 – 7:00 PM

Catered Dinner

7:00 – 8:00 PM

Presentation Kit Training

- Small group sessions
- Using the Presentation Kit effectively
- Improving aiming, focusing, and directing

DAY 3 – FRIDAY, MARCH 20

Factory Tour & Business Execution

Location: Garden Light LED • Tampa, FL

7:45 – 8:15 AM

Transportation from Hotel
Breakfast and lunch provided

8:30 – 9:00 AM

Arrival & Breakfast

9:00 – 10:00 AM

Factory Tour

- Production, engineering, warranty, shipping

10:00 – 11:00 AM

Mario Casillas – Product & Sales Training

- Good, Better, Best positioning
- Closing higher-value projects

11:00 AM – 12:00 PM

Luis Couttolenc – Design Training

- Design Support, Services, and Software

12:00 – 1:00 PM

Open Forum & Q&A

Review of Days 1 and 2

1:00 PM

Training Completion • To-go lunch • Departures



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