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# HP-207 (LX-10)

digital piano

# \$ales TurboStart

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## Target Market...

- Advanced pianists
- Music educators
- Schools
- Churches
- Condos/Townhomes

## Plus...

Families with children  
Adult "hobbyists"

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## Display & Preparation...

- Install Roland CD-01A USB CD Drive
- Piano Gram Weight & PHA II Action Model
- Roland RH-25 or RH-50 Headphones
- Hal Leonard Play-Along Books and Catalog – and – Hal Leonard educational titles
- VIMA Tunes Flyer and Song Lists

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## Demo Superb Piano Tone... (start with fallboard in half-rest position)

- Piano sampled from 9' concert grand...play "live" or use Demo function by pressing Key Touch and File simultaneously and then pressing the Piano tone button
- Each note individually sampled at 128 velocity/volume levels for fullest expression, i.e. timbre change w/velocity
- Stereo sample with Panning for truest piano sound...low notes sound from left side...high notes from right side
- **WOW FACTOR:** Put the headphones on the customer and play Demo

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## Demo Superb Touch...

- Counter-weighted Progressive Hammer Action just as in grand piano...no springs (use Action Model)
- Action gets progressively lighter toward the higher range of the piano...just like a grand piano (use gram weights)
- Simulated Escapement gives player same feel as a grand piano (have customer feel this)
- Reference ability to adjust the touch response...useful for very young or very old players
- Reference RIKA (Roland Integrated Keyboard Assembly)...means consistently high quality and precise feel
- **KEY FEATURE:** "Ivory Feel" keyboard simulates ivory and ebony keys and absorbs oil and moisture, giving the player a more secure feel and better control of the keyboard

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## Demo Piano Designer... (like selecting your favorite grand at the factory)

- Press the PIANO DESIGNER button
- Change Key Touch (to heavy)...change lid position (to "short prop")
- While pressing EFFECTS button, press the 3D button
- Using the UP & Down arrow buttons, choose "Memory Backup"
- Press the PLAY/STOP button and press that button again to confirm
- Press the RECORD button for final confirmation...press EFFECTS or 3D to exit

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## Demo Additional Sampled Tones...

- PianoStrings layer (or PianoChoir)
- Nylon String Guitar (in Others)
- Jazz Scat (in Voice)
- Piano/Bass Split

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## Demo Recording...

- Press the SONG button so it's lit and press the – (minus) button until “New Song” appears in the screen
- Press RECORD button and play short piece
- Press RESET button and press PLAY/STOP button to hear recording
- (optional) Demo multiple part recording (*Exploring* p. 5)

## Demo Song Playback (SMF)...

- Press INT SONG/EXT SONG button until screen displays P.01
- Use the -/+ buttons to select ~~P.05~~ P.07...Press PLAY/STOP button
- Explain Track buttons and demo ability to hear any or all of the tracks
- Demo the ability to change the playback tempo...press the TEMPO/BEAT button until it's lit Red...use the -/+ buttons to change the tempo
- Demo the ability to change the playback key (and/or performance key)...while holding down the TRANSPOSE button, use the -/+ buttons to change the key...to return to the original key, press the (-) and (+) buttons simultaneously
- *These are powerful applications for educators, students, and accompanists*
- **IMPORTANT NOTE:** to change the playback volume of a Midi File or Audio File, press and hold the STOP/PLAY button and use the -/+ buttons to lower or raise the volume

## Demo Audio File Playback via CD...

- Load and demo Hal Leonard Piano Play-Along CD (hand out Hal Leonard Catalog)
- Load and demo Hal Leonard Pro Vocal CD (optional)
- Load Amazing Grace CD and demo Center Cancel (Right track button) – hand out CD's
- Demo transposition of Audio File...while pressing the TRANSPOSE button, use -/+ buttons to change the key
- Demo tempo control (LX-10 only)...press the TEMPO button until it is lit RED...use -/+ buttons to adjust tempo up to 25% slower or faster

## Demo SMF and Audio File Playback via USB Memory Key

- Unplug CD drive and insert USB stick
- Demo a couple of VIMA Tunes along with the appropriate Hal Leonard book – or – demo educational title (Solos)
- Demo a couple more Hal Leonard Play-Along and Pro Vocal titles (optional)
- **BONUS:** Demo ease of ripping audio files from CD to USB stick via Audiograbber or iTunes
- **WOW FACTOR:** Demo standard audio file ripped from CD (Diana Krall)

## Demo/Discuss “Bonus Features”...

- Always in tune and never a sticking key = no maintenance...saves thousands of dollars over years of ownership
- Twin Piano mode...two siblings or students can play/practice with each having a middle “C” and damper pedal
- USB interface...allows easy PC connection for unlimited software and play-along applications
- Fallboard “half-rest” features conceals screen and all buttons for playing as traditional piano
- Metronome...for precise tempo reference and practice
- Elegant and sturdy cabinet design with front legs for a “classic” piano look
- **FINAL “WOW FACTOR”**...demo playback from portable audio devices via dedicated “Roland Audio Ports”