

### **Target Market...**

- Music Educators
  - Young Students
  - Piano labs
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### **Display & Preparation...**

- Connect External Monitor
  - Install CD Drive
  - Piano Gram Weight & PHAI Action Model
  - Roland RH-25 or RH-50 Headphones
  - Roland DR-30 Microphone
  - Alfred and/or Hal Leonard method book(s)
  - Hal Leonard Play-Along Books and Catalog
  - SMF & Audio File samples on USB Memory Key
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### **Demo Superb Piano Tone...**

- Piano sampled from 9' concert grand...play "live" or use Demo function
  - 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
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### **Demo Superb Touch...**

- Counter-weighted Progressive Hammer Action just as in grand piano...no springs
  - Action gets progressively lighter toward the higher range of the piano...just like a grand piano
  - Simulated Escapement gives player same feel as a grand piano
  - Reference ability to adjust the touch response...useful for very young or very old players
  - Ivory Feel keyboard simulates ivory and ebony keys, absorbs oil and moisture, and gives player better control
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### **Demo Song Playback (SMF)...**

- Press the SONG button
  - Use the right and left cursor buttons to choose the Practice/Microjazz "songbook"
  - Use the up and down cursor buttons to select a song...press the Play/Stop button or the "enter" button
  - Explain Track buttons and demo ability to hear any or all of the tracks
  - Explain SMF and demo ability to transpose and change tempo...powerful tools for practicing or accompanying
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### **Demo Audio File Playback via CD...**

- Load and demo Hal Leonard Piano Play-Along CD
  - Load and demo Hal Leonard Pro Vocal CD
  - Load Amazing Grace CD and demo Center Cancel (Right track button)
  - BONUS: Demo Microphone Input by singing along through the DR-30
  - Demo transposition of Audio File...press TRANSPOSE button, use +/- buttons to raise or lower by half-steps
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### **Demo SMF and Audio File Playback via USB Memory Key**

- Demo at least one Alfred or Hal Leonard SMF along with the corresponding book
- Demo at least one Alfred or Hal Leonard Audio accompaniment track along with corresponding book
- BONUS: Demo ease of ripping audio files from CD to USB stick via Audiograbber or iTunes

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### **Demo Visual Lesson...**

- Press the MENU/LESSON button...use the right and left cursor buttons to choose VISUAL LESSON...press the O (enter) button
- Use the right and left cursor buttons to choose “Beginner’s Course”...press the O (enter) button
- Use the cursor buttons to highlight “Other Songs” and press the enter button...use the cursor buttons to select the Practice/Microjazz songbook...press the enter button...select the previously-played song
- Press enter, wait for count-in and play along with the accompaniment
- At end of performance, wait for drum roll and then the score will appear in the display
- Press enter and the Review screen will appear, with color-coded “circles” highlighting pitch and rhythm errors
- You can check each note of the performance by pressing the left or right cursor buttons

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### **Demo Wonderland...**

- Press the MENU/LESSON button...use the right and left cursor buttons to choose WONDERLAND...press enter
- Wonderland is like a “musical theme park” and includes many fun and educational music theory games that help the student learn faster and become well-rounded musicians
- Demo Alphabet, which helps the beginner learn “keyboard geography:
- Demo Flash Card, which helps develops the ear along with reading skills
- Select Game and demo the Rhythm Game, which helps teach rhythmic concepts

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### **Demo DoReMe Course...**

- Press the MENU/LESSON button...use the DoReMe Course...press the O (enter) button
- Demo DoReMe (Pitch Training) and Note and Rest (Rhythm Training)
- WOW FACTOR: Demo “Thumb Under” video, which teaches proper fingering technique

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### **Demo Recording and Saving Songs...**

- Press RECORD...play a short piece in tempo with the Metronome...press RESET
- WOW FACTOR: The music notation will appear in the screen!
- Press PLAY to hear your recording and watch the bouncing ball follow the tempo
- Press the MENU/LESSON button...use the cursor buttons to select FUNCTION...press O (enter)
- Use the cursor buttons to select FILE...press O (enter)...use the cursor buttons to select SAVE...press O (enter)
- Use the right and left cursor buttons to select Destination...use the up and down cursor buttons to choose External Memory...press O (enter)...use the cursor buttons to name your song...press O (enter)
- BONUS WOW FACTOR: Demo BMP Export feature and save the song notation to a USB Memory Key (*Exploring* p. 11)
- SALES OPPORTUNITY: Take the USB key (and the customer) back to your PC and print out the BMP file...then get customer’s e-mail and send them both the BMP and the SMF!

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### **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
- Hundreds of onboard sounds for arranging, recording, and just having fun
- Piano Designer allows user to edit and save his or her preferred touch and tonal piano characteristics
- One Touch Piano button makes it easy to exit other applications back to standard piano mode
- KEY FEATURE FOR EDUCATORS...demo USER PROGRAMS (see *Exploring* p. 5-6)
- FINAL “WOW FACTOR”...demo playback from portable audio devices via dedicated “Roland Audio Ports”