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## TekTone<sup>®</sup> Sales Support Bulletin - No. 13

## "Little Known" Feature: Apartment Entry and the PK543 Amplifier

Part Numbers involved: AM/CM Entry Panels, PK543, IR100/200 Series Suite Stations

As many professionals will tell you, SELL the product's "BENEFITS" during your sales process. Benefits are what the user will gain after purchasing a product and make them confident their decision was a good one.

The PK543 offers many features that result in benefits, some more obvious or better known than others. A "Little Known" feature of the PK543 apartment entry system amplifier is the ability to add a push button (non-lighted) at the apartment location to act as a doorbell. This tone generated from this button will have a separate and distinct tone from the one generated by the entry panel push button, notifying the tenant of the guests' arrival at the apartment door.

What is the benefit? How about saving the management company or landlord the cost of a chime and transformer for every apartment in the building? That is a huge benefit! Also, allowing the tenant to know when their guest has arrived at their apartment door increases convenience to the user. Following is a simple diagram. Adding the "doorbell" button requires one additional common. When using any TekTone® 4-wire remote, the number of commons would be four instead of three. A four-wire cable is more readily available anyway!

