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## Simple Steps for Presenting a Reverie® Power Base

**1. Begin by elevating the foot of the base, to relieve pressure from the lower body.**

Always ask permission to elevate their lower body first, and let them know that they will feel some pressure come off of their lower back.

**2. Elevate the head and introduce the Zero Gravity preset.**

A. Raise the head, let the customer know they should feel more pressure relief in their lower back.

B. Press the Zero Gravity preset. Explain that this position is a preset position to optimize their comfort. Zero Gravity simulates weightlessness, taking pressure off of the lower lumbar region. It's great for athletes or people with back pain.

**3. Add lower body 3D-Wave™ massage technology.**

Discuss how Reverie's 3D-Wave™ technology helps to optimize circulation and helps to relax the central nervous system. Reverie's massage technology is quiet thanks to its proprietary resonant frequency, and works in direct contact with the mattress.

NOTE: According to a recent university study, people who used 3D-Wave™ massage at bedtime for 30 minutes woke up happier and reported feeling more alert throughout the day.

**4. Add full body 3D-Wave™ massage technology.**

If the customer likes the massage, press a wave button to introduce full body.

**5. Press the flat preset, and stop the massage.**

Ask the customer to notice the pressure returning to their lower back, the stretching and pulling. Once flat ask them which position they prefer.

**6. Anti-Snore Test.**

Ask the customer to take three deep breaths while lying flat. Then press the Anti-Snore preset. Ask them to take another three deep breaths. Ask if they notice a difference in breathing. Slightly elevating the head opens the airways and can alleviate snoring. This is also a great position for colds, allergies, and people with acid reflux.

**7. Put the customer back in Zero Gravity.**

Hand them the remote, and let them experience the features of the base on their own.

