

# Lifestyle Base Demo: 3D-Wave™ Technology

As recommended by Reverie®

**Introduction:** To introduce your customer to a lifestyle base with 3D-Wave™ massage technology, take them through the steps listed below. Be sure to inform them when moving the lifestyle base.

- 1.** Invite the customer to lay down on the sleep system. Put the customer in the Zero Gravity position by pressing the preset button on the remote.
- 2.** Notify them that you are going to turn on the 3D-Wave massage.
- 3.** Add lower body **massage** while the customer is resting in Zero Gravity. Explain how massage promotes circulation and helps to relax the central nervous system.
- 4.** If the customer likes the massage, add head massage to introduce full body, or press a wave button on the remote.
- 5.** Turn off the massage, and move the customer back to the flat position. Ask the customer to notice the pressure returning to their lower back, the stretching and pulling. Once flat ask them which position they prefer.

**Key Takeaways:** Massage promotes circulation and relaxation.

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.