

# Lifestyle Base Demo: Full Adjustability

As recommended by Reverie®

**Introduction:** To introduce your customer to a lifestyle base with full adjustability, 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.
2. Notify them that you are going to elevate the foot of the lifestyle base.
3. Elevate the foot of the lifestyle base. This will relieve stress and pressure from the lower body. Ask the customer how they feel.
4. Press the **Zero Gravity** preset, or elevate the head of the lifestyle base.
5. Let the customer know they should feel the rest of the pressure come off of their lower back. Explain that this position is a preset position to optimize their comfort.
6. Take 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:** Zero Gravity simulates weightlessness, taking pressure off of the lower lumbar region, and promotes circulation. It's great for athletes in need of quick workout recovery and people with back pain.