

# Lifestyle Base Demo: Head Adjustability

As recommended by Reverie®

**Introduction:** To introduce your customer to a lifestyle base with head 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. Ask the customer to take three deep breaths and then exhale while lying flat.
3. Notify them you are going to slightly elevate the head of the lifestyle base.
4. Press the **Anti-Snore** preset or elevate the head of the base to 7 degrees.
5. Ask them to take another three deep breaths and to pay attention to their breathing. **They will notice less chest pressure, and it will be easier to breath.**

**Key Takeaways:** 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.