

# Lifestyle Base Demo: The R600™

As recommended by Reverie®

**Introduction:** To introduce your customer to the R600™, take them through the steps listed below. Be sure to inform them when moving the base or turning on the massage.

1. Tilt the R600™ back using the tilt button on the remote. This slight inversion will relieve pressure off of the entire back and lower body.
2. Raise the foot of the power base asking the customer to notify you when they're comfortable.
3. Raise the head of the power base asking the customer to notify you when they're comfortable.
4. Using the tilt control, tilt the base forward. Since the base is tilting on an axis, this allows for the true Zero Gravity position the customer is now in.
5. Next, introduce 3D-Wave™ technology on a low intensity, to the foot section of the base only. Ask the customer if they like it. If so, introduce a wave setting for full body massage. If not, turn off the massage.
6. Again, raise the feet and then the head until the customer is comfortable.
7. Tilt the base back using inversion again, putting the customer into a very comfortable lounge position. This true lounge is ideal for reading or relaxing in bed.
8. Once the customer is relaxed and settled in, take them to back to the flat position. Ask them to notice the stretching, pulling, and discomfort they will experience, and which position they preferred.