

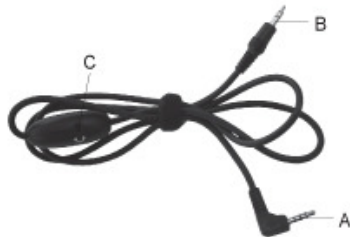
tokuyo

SANYO 按摩椅總經銷

MASSAGE CHAIR TC-666 TRAINNING MATERIAL

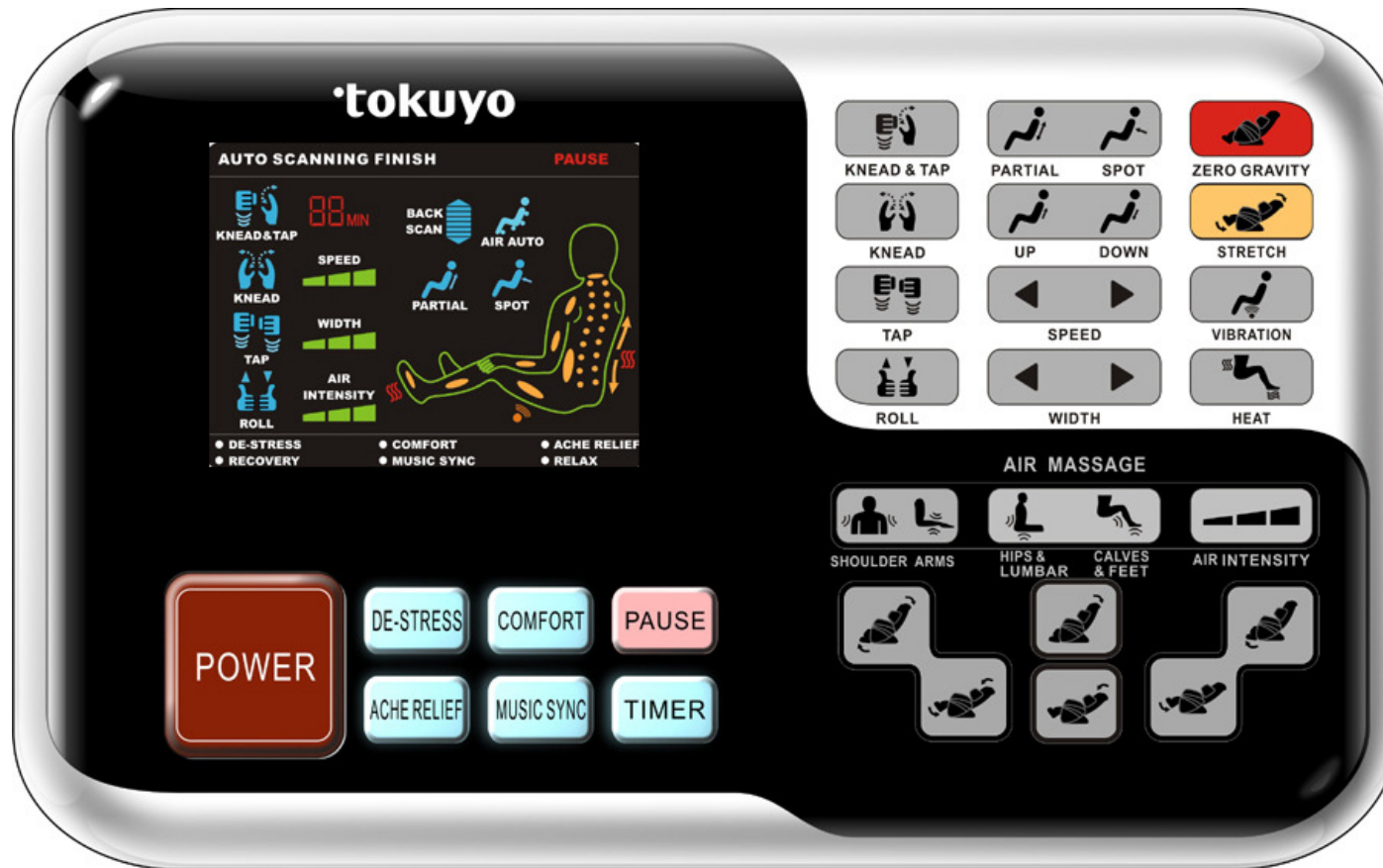


Features



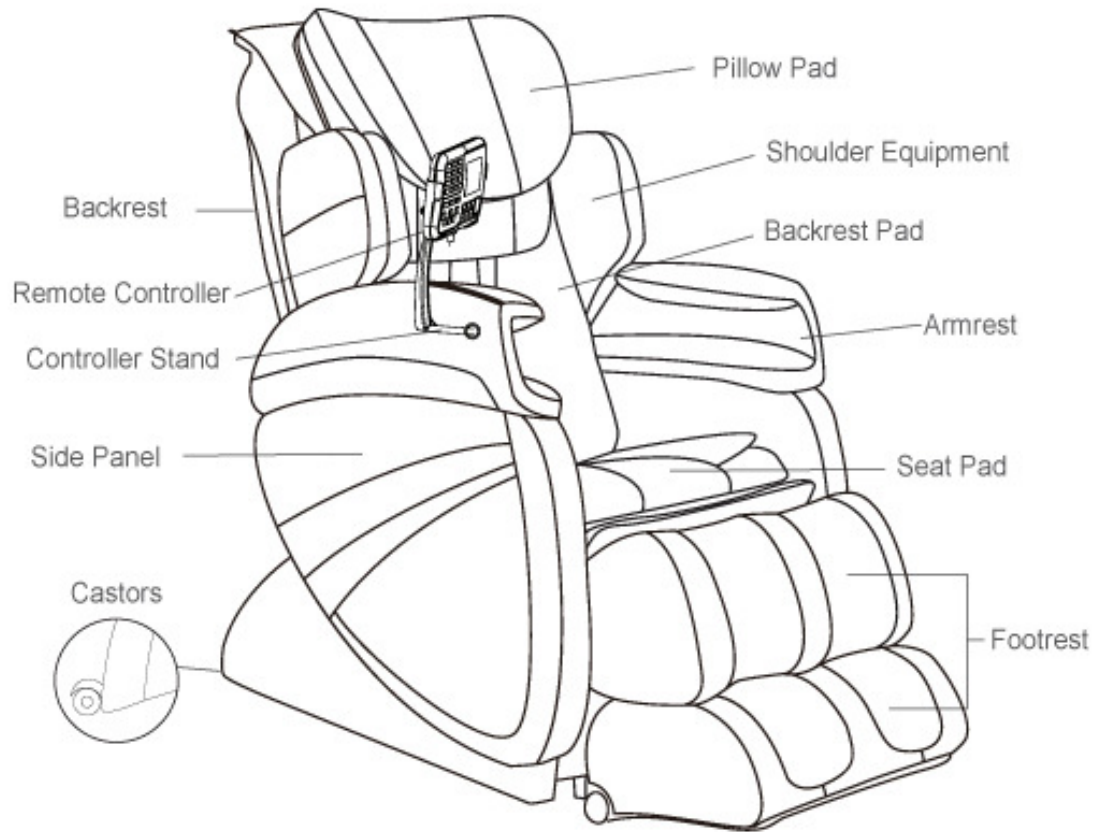
1. **Zero Gravity**
 2. **Whole body air pressure**
 3. **Backbone stretch**
 4. **Waist and soles heating**
 5. **Seat vibration**
 6. **Wavelet air pressure on waist and seat**
 7. **Footrest extension up to 25 cm**
 8. **Music synchronization**
 9. **Automatically scan body to avoid tapping on head**
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- A. **Straight-footed plug should be linked to MP3 or others player**
 - B. **Club-footed plug should be plugged into the back of remote controller.**
 - C. **The jack in the middle should be connect with the earphone**

Remote Controller Introduction



Name of Each Part

NAME OF EACH PART



Double massage pillow

Softy massage



Normal massage



Deep massage



- ◆ Softy Massage---suitable for the old people and the first time to get massage person
- ◆ Normal Massage---enjoy for all the person
- ◆ Deep Massage---Person who always get massage

Whole body air pressure

Shoulder



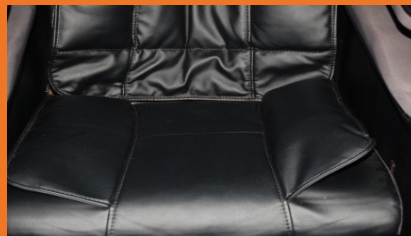
Arm



Waist



Seat

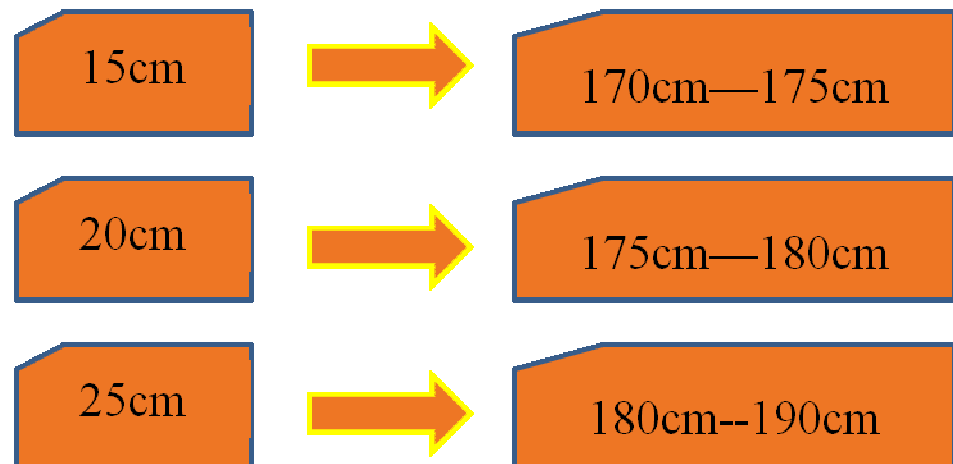
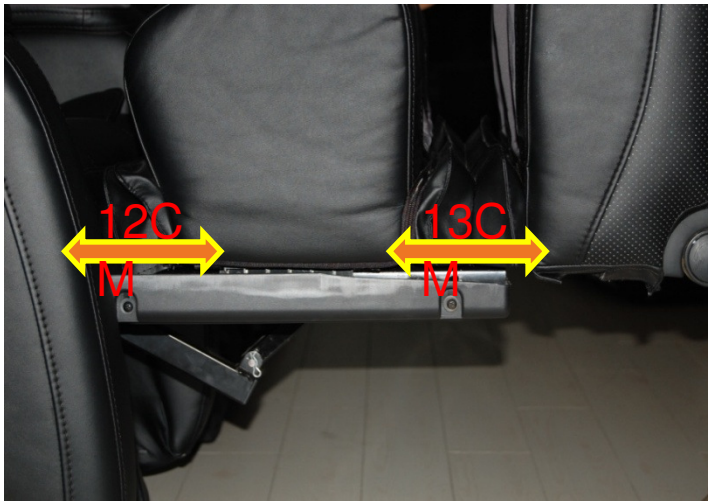


Footrest



Footrest extension up to 25cm

Suitable for person height

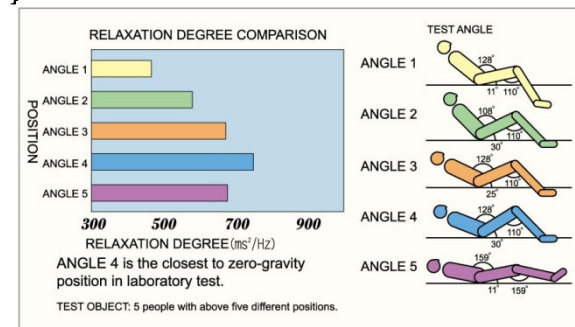


Suggestion of Introduction process

The main function of this chair is : Zero Gravity; Backbone Stretch, music synchronization. So the suggestion for introduction as follow:

1.Adjust the sitting posture

when buyers sit on the chair, the important step is adjust the sitting posture. Sales can ask the buyer “ Is it desire position for you?” The footrest can be extended up to 25cm according person’s height. For TC-666, the retail sales should adjust the position to Zero Gravity position. Meanwhile, sales should introduce “what is Zero Gravity position”. Zero Gravity: condition in which no acceleration, whether due to gravity or any other force, can be detected by an observer within a system. It also means the absence of weight or the absence of the force if gravity acting on a body. Zero Gravity position: which is the most relaxest massage position. Please see the picture, which show the Angle 4 is the most relaxest position



资料来源：日本立命馆大学运动健康产业研究中心
SOURCE: JAPANESE RITSUMEIKAN UNIVERSITY SPORTS HEALTH INDUSTRY RESEARCH CENTRE

2. Select manual mode: Kneading on back first. Meanwhile open the air pressure on footrest , seat, waist and shoulder.

A. When you select the kneading function, sales should spot the rollers on the Tianzhu point (which is the Troditional Chinese Medicine science, please see last page of the pictures). We can explain to the buyer, massage Tianzhu point can prevent and relief the toothache, headache.

B. Keep the roller goes down to the shoulder and spot there.

Sales may explain to buyers as follow: there are over than 40% person suffer the disease on the shoulder and neck, when we spot the roller on Jianjin point (the Traditional Chinese Medical science, please see the last page for the point). Which can release the fatigue.

C. After several minutes massage on shoulder. changing tapping function and adjust the massage speed to the lowest on the back, keep rollers goes up and down 2 times, meanwhile you explain to you buyers, tapping on back is tapping the meridian in fact, it's helpful to our heart, liver, spleen, stomach , lungs, kidney.

D. Then change kneading+tapping function on buyers waist. The vertebration of person has a big space when we sit on chair, cause our vertebration is not straight. So we use the kneading+tapping function on waist. Waist can be massage well under this function.

3.

A. When the rollers on the waist , we can let the buyer enjoy it. Meanwhile you should introduce heating function on waist and soles. Why we design heating function on waist and soles. There are two points you can say.

1) After long time working in one day, we want to relax ourselves, we will select to take a hot water shower, cause we can relax ourselves when we take a hot water shower.

2) Kidney is our one of the biggest exhaust ventilation system for toxic agents control. Heating function on back which warm the kidney, and get the function of elimination of toxicant. So we design the heating on waist.

Soles heating, which can make person feel hot, especially in the winter.

B. At the same time, sales may introduce air pressure on shoulder , arm, waist, seat, footrest.

1) Air pressure on shoulder: which like human hand hug you from back, it's very tighten. Relaxing body and relieving stress efficiently.

2) Air pressure on arm: which press your hand and stimulate nerve ending of hands.

3) Air pressure on waist and seat: the wavelet air pressure makes relieve tiredness by twisting body efficiently. Air pressure on seat: which will massage your thighs, cause it's hard for us to massage thighs, the thighs get a good relaxing through massage it, especially for women, which make the beautiful legs. Meanwhile the seat vibration prevents the astriction.

4) Air pressure on footrest: the side air pressure of soles tighten the feet and meanwhile shiatsu massage the soles, which relief your fatigue.

4. Sales should introduce especially function of TC-666. Tapping we select tapping function on the whole back, and when the rollers come to head, it will change the tapping function to rolling function auto. Sales may explain to the buyers, it's very dangerous to tapping head when massage, so our chair is different with others. In my experience, all the buyers will surprise this function aftering I introduce to them, they agree my introduce after I explaining to them.

5. After you show all the manual function to you buyers, you should told them we still have a very special and interesting function, Backbone Stretch. Press Stretch function. And let the buyers enjoy it. We can say the stretch like a "fan" , footrest is stretched firstly. The stretch like we do Yoga. At this time, sales do not say anything, just let the buyers enjoy the function.

6. After enjoying the stretch function, we adjust chair back to Zero Gravity position. Sales should introduce there are 4 auto function. Especially the music synchronization . User can connect MP3, MP4, and other music player to remote controller with a data cable. The massage rhythm will be changed with the music rhythm, if the music rhythm is fast, the massage rhythm will fast.

7. After all the function you had introduced to buyers, you can let them enjoy the chair, meanwhile you can show the remote controller to them. The remote controller comes to the design of ergonomic, it's very easy to handle.

8. I think the time is up after you introducing all the function to buyers, and when the buyers want to get off from the chair, sales should help them take their shoes, this is the polite to customers.

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Thanks for your time!