



## QUICK REFERENCE GUIDE

### How to Operate the HydroMassage

1. Press the "Log-on" button and enter your password to begin massage.
2. Show member how to adjust massage settings (pressure, speed, massage limits) as needed.

### How to Enter a New HydroMassage Member

1. Press "Administrator" button (lower-right corner).
2. Press "Member Management" button (lower-right).
3. Enter the new member information.
  - a. Step 1: Enter Customer Information.
  - b. Step 2: Select Account Type.
  - c. Step 3: Select Account Options.
4. Press "Submit New Member" button (bottom-left).

**Customer Support      1-800-699-1008**



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### How to Sell HydroMassage

1. Offer ALL members and guests free trials!!!  
Get as MANY members and guests on the bed as possible.
2. If a member doesn't want to try HydroMassage now, give them a free trial card to remind them to try it the next time they come into the gym.
3. Be sure all prospective members try the HydroMassage before you sit down to discuss purchasing a membership.
4. Ask members to fill out user surveys after free trial.
5. Tell members about packages and special offers.
6. Educate members about how regular massage should be part of their healthy lifestyle and how it can benefit them.
7. Ask if the member wants to sign up TODAY to get the special pricing. If so, sign them up immediately.
8. Call member referrals on the bottom of the completed surveys to offer them a free HydroMassage trial and a tour of your club.
9. Make sure you know how to add HydroMassage to memberships quickly and easily.
10. Get a massage every day so you can experience the benefits of HydroMassage as well as understand and explain how to use it.



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