

How to sell massage chair

BASIC SERVICE PROCESS

“Do you have massage chair at home ?”

Communication with conducting research

Standby

Catch

Approach

Explain・
Experience

Closing



- How to dress appropriately
- Organization of Sales Floor
- Cleaning

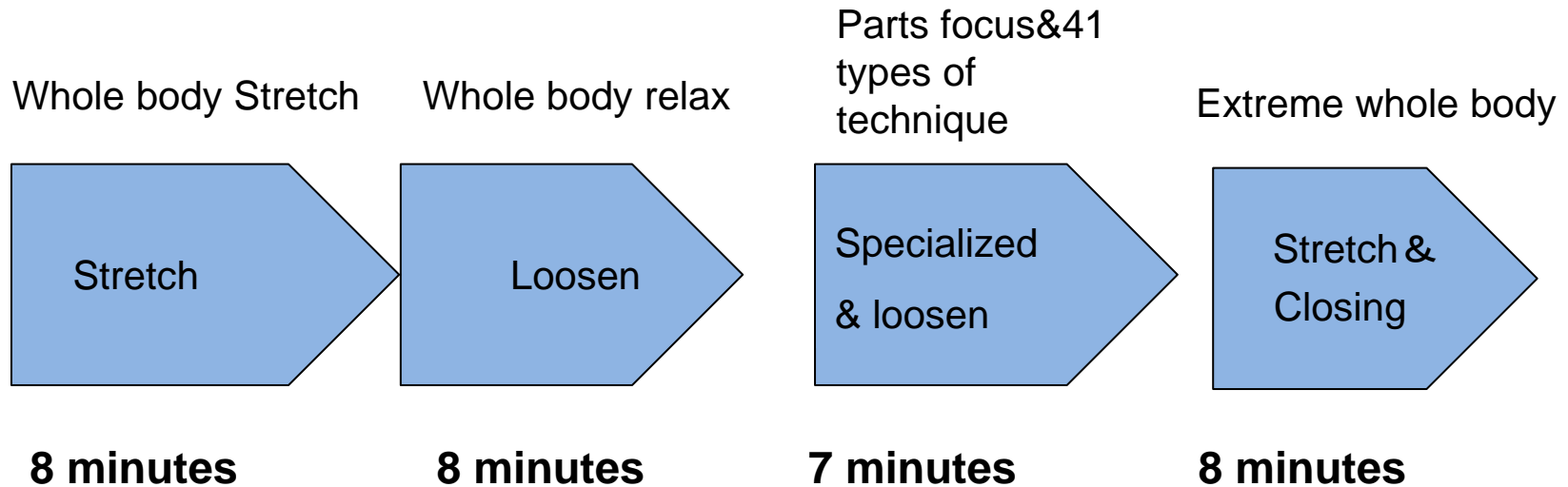
- Positive attitude
- Timing of talking
- Smile and greeting

**「Listening」 is
Key point**

- Making confidential Relationship
- Acquiring customer information
- hold needs
- Observing & analytical ability
- Advice and Improvement

- Enhance Value
- Arouse desire
- Stimulate 5 Sense
- High specialized Knowledge and easy to comprehend

- Lead to purchase
- Image after purchasing
- Encourage decision
- follow-up



How to use JP-1000



FUJI MEDICAL
INSTRUMENTS MFG., CO.
LTD.



Industry's
largest

In-Depth KIWAMI MECHAPRO

Industry's maximum knead ball
ejection volume of 12.5cms to capture
the in-depth stress

Industry's first

Double sensing

It loads 2 sensing systems such as "S
shaped line detection system" that
detects the spinal line and "Shoulder
position detection system" that detect
the shoulder position

Industry's most

12 stage strength adjustment

By matching to that day's stress,
exact strength is selected.

During auto-course, it is 7-stage
and during the manual selection, it
is 12-stage.

21types of auto-course

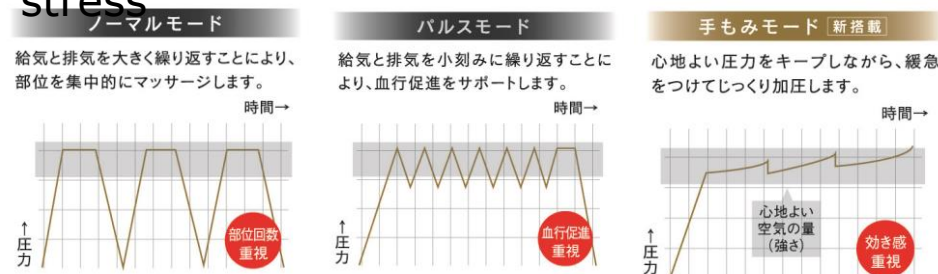
Industry's most

- 4 types of 30 minutes PRO course
- 17 types of 16 minutes course

Industry's first

Triple Mode Air system

Load 3 types of kneading AIR UNIT
which Fuji Medical improve Air Chair in
industry's first, produce with much
stress



Part Massage & Part stretch

7 minute course of parts massage and
part stretch that fit each part, neck,
waist and so on.

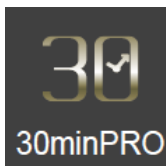
Industry's first

In-depth approach massage

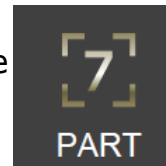
7 types of new knead technique that acts
in "In-depth muscle" to produce the
obstinate stress. Relaxes chronic tension
more deeply and finely with kneading

Full Color touch panel remote controller !

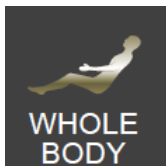
FUJIIRYOKI



- VIP course
- Sommelier course
- Slow stretch
- Air relaxation



- Neck focus
- Shoulder focus
- Shoulder lade focus
- Waist focus
- Sciatic focus
- Neck stretch
- Back stretch



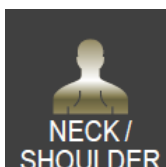
- Kiwami rejuvenation
- rejuvenation
- Whole body refres
- Whole body relax
- Whole body soft



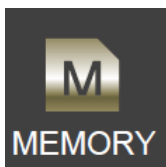
- Waist stretch
- NASIC**⊖ : Knead up • Knead down • Tapping • Wavelet • Relax knead up • Relax knead down • Push & Knead • Palmar Knead up • Palmar knead down



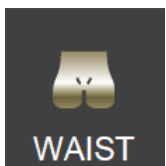
- Extreme whole body stretch
- Whole body stretch
- Whole body air



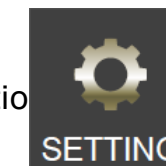
- Kiwami rejuvenation
- Rejuvenation
- Refresh
- Relax



Original course can be created by customizing all the courses.



- Kiwami rejuvenatio
- Rejuvenation
- Refresh
- relax



- BASIC**⊖ : SHIATSU • SHATSU Stretch
- PARA Spinal • Rolling • Wave rolling
 - 3 D Knead up • 3 D Knead down
 - 3 D Tapping • 3 D Wavelet
- BASIC**⊗ : Loop Knead up • Loop Knead down • Loop Tapping • Loop Wavelet • Stretch • Stretch knead up • Stretch Tapping • Stretch Wavelet
- Neck /Shoulder** : Neck Relax • Neck SHIATSU • Neck Palmar Knead • Neck/Shoulder Extreme-Knead • Neck/Shoulder Extreme-Tapping • Shoulder Tapping • Upper Shoulder Press
- Back/Waist** : Waist Extreme-Knead • Waist Extreme-Tapping • Waist SHIATSU • Waist Palmar • Buttock • Shoulder Blade Line • Rhom Bold • Sommelier course/Whole body rejuvenation course/Whole body relax course/Whole body stretch course
- Language : Japanese/English
- Auto-Reclining : ON/OFF

Whole body stretch · whole body relax Total 16minutes (At first, stretch and loosen)

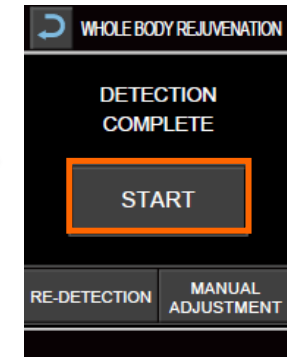
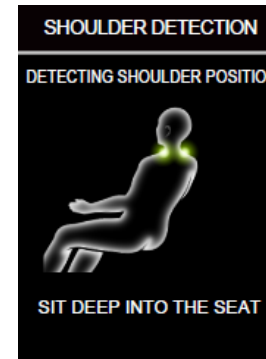
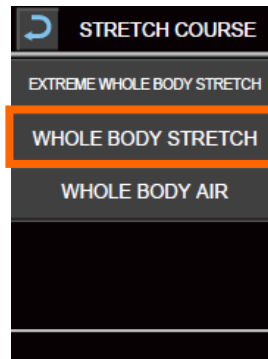
FUJIIRYOKI

To taste of high quality, at first, stretch whole body muscle and facilitate the blood circulation.

⊖ Push the power button, and keep Hold position.

⊖ Turn over from Hold position to Flat position ⊕ Adjust leg part

④ Whole body stretch about 8 minutes



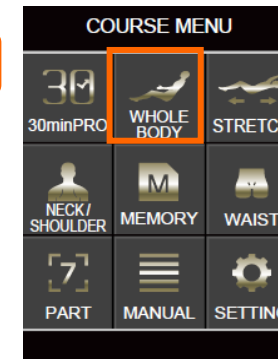
After stretch, loosen the muscle of whole back.

By loosen the muscle, relax and soften the stress.

By softening the muscle, it is easy for the kneed ball to go from surface muscle to In-depth muscle.

※Work for in-depth muscle is different with each person.

Whole body relax about 8 min.



PART FOCUS MESSAGE (7 minutes) in a few minutes care firmly

FUJIIRYOKI

(Kneading Massage)

This is the mode that loose in a focused of neck・shoulder・blade・waist・ischial bone・(hip)

⊖Push the power button, keep Hold position.⊕Adjust leg part

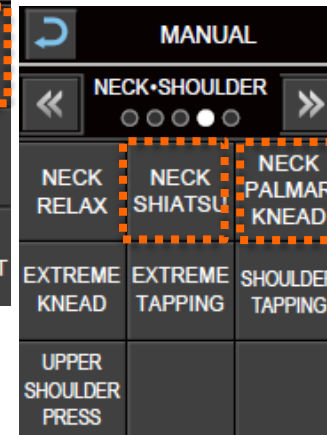
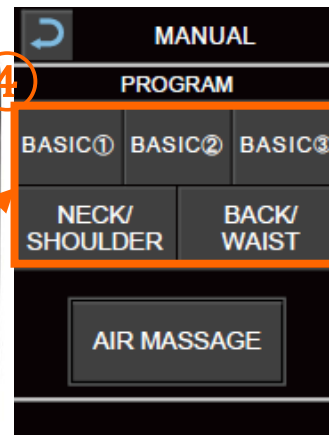


(Stretch Massage)

This is the mode that stretch part of neck・shoulder・waist.

⊖Turn over from Hold position to Flat position⊕Adjust leg part

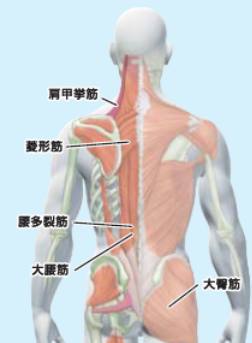




ソムリエのワンポイント

Approach to inner muscle

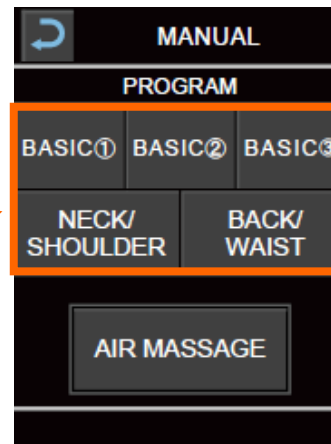
Muscles become harder when tired. Harder muscles will squeeze blood vessels and peripheral nerves from surface to inner muscles. This becomes stiffness in inner muscles. We introduced the courses for those stiff muscles.



41 types of manual massage fit for each part !

FUJIIRYOKI

Can experience 41types of knead massage as knead "taste" for each part



For neck

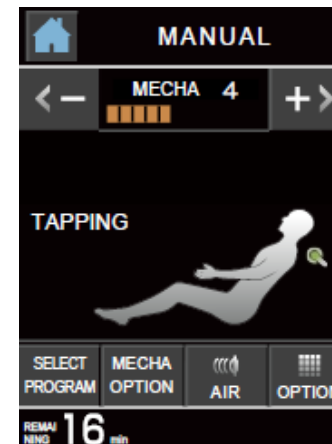
Knead up · Loop knead up · Neck relax · Relax knead up · **NECK SHIATSU** · Palmer knead

For shoulder

Knead down · loop knead down · Shoulder blade relax · tapping · Upper shoulder press · Neck palmer knead · Neck/shoulder Extreme knead · tapping · relax down

For blade bone

Rhomboid relax · Shoulder blade open · Shoulder blade relax · Rhomboid stretch · Wavelet · Rhomboid line · SHIATSU · Stretch SHIATSU · Tapping · Loop tapping · Loop wavelet



For waist

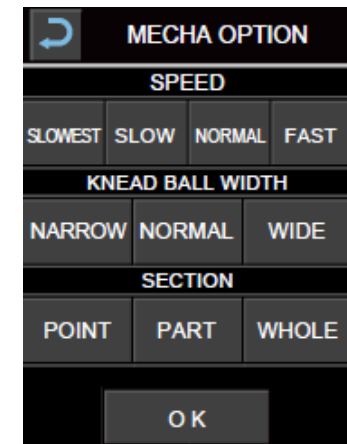
Press knead · **Psoas major stretch** · Stretch Multifidus lumbar · waist multifidus muscle massage · Waist KIWAMI knead · SHIATSU · Stretch SHIATSU · Waist KIWAMI tapping · Tapping · Wavelet

For ischial bone

Buttock muscle relax · Knead us · Knead down · Wavelet · Palmer knead up · Palmer knead down

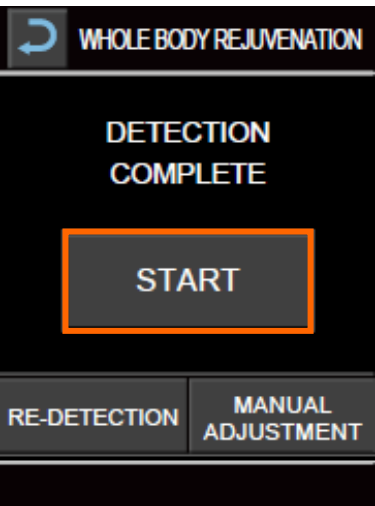
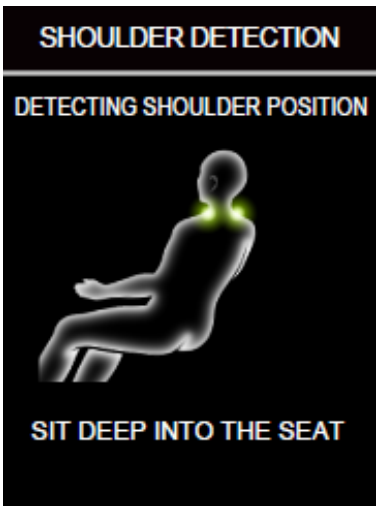
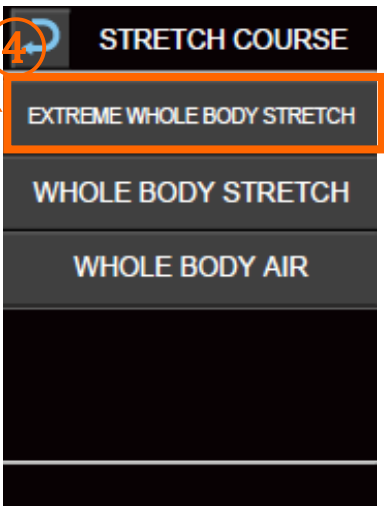
Whole body

Spinal stretch · Wavelet rolling





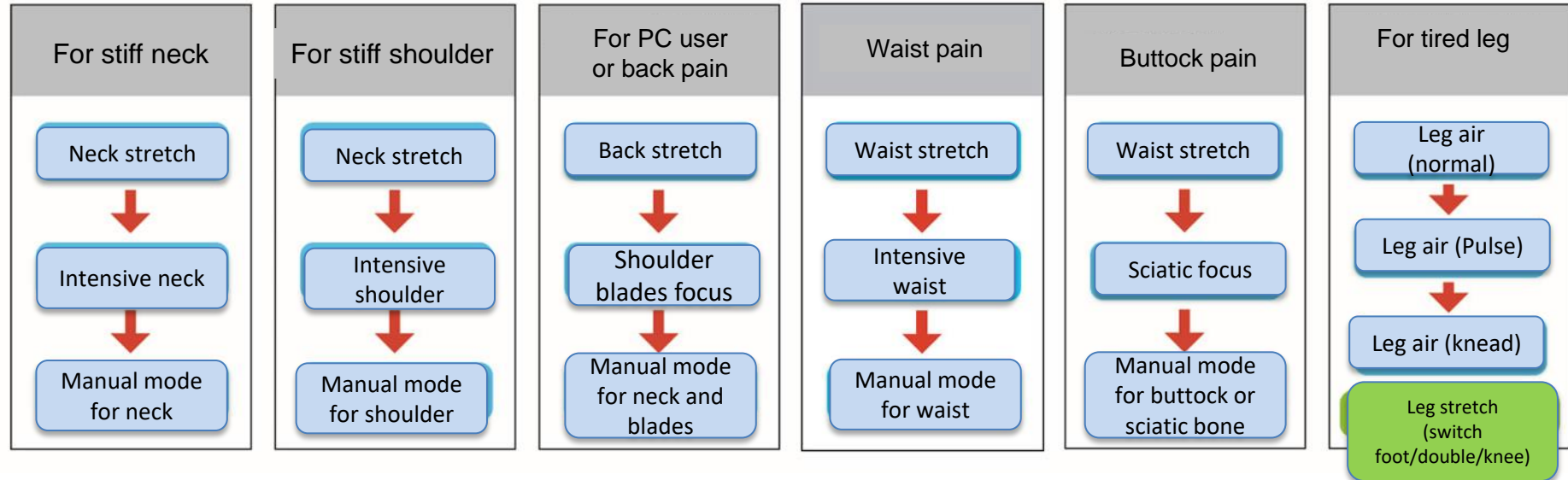
- ⊖Push the power button, and keep Hold position.
- ⊖Turn over from Hold position to Flat position⊗Adjust leg part



What we recommend strongly for finishing Massage, for Cool down after sports as walking, after bath, before bed is Whole body stretch course.

By body condition and fatigue of muscle at that day, Choose Extreme **【KIWAMI Stretch course】**
Stretch firmly **【Whole body Stretch course】**

Let's loosen muscle until soft by stretch



Recommendation

After doing Whole body stretch and Whole body relaxation course, please try above.



Lecture of Massage Chair Sommelier

~ How to use EC-3900 ~



FUJI MEDICAL INSTRUMENTS
MFG., CO., LTD.



Unique 2 knead ball high function Mecha-Unit

マッサージに対する幅広いニーズに応える

極メカBasic
Kiwami mecha

×

exhilaration by Large amount of Air pump

心地よく刺激する

エアーマジック
Air Magic

- “3D Point Navigation System+ (plus)”
 - Unique body shape sensor that detect spinal line.



- 29 types of kneading massage and strength adjustment
 - 【new function】4 basic Massage and 4 mode massage for each part / condition.

Basic

- Knead up
- Knead down
- tapping
- Wave
- Rolling

Basicx4 modes

- Knead up
- Knead down
- tapping
- Wave
- Hand Knead
- Loop
- 3D
- Stretch

Dedicated technique

- Shoulder Knead
- Waist knead
- shoulder tapping
- Waist tapping
- Neck Flex
- Waist/hip
- Blade bone
- Waist shiatsu



Shoulder massage

Wide range massage from upper arm to shoulder blade

Arm air massage

Massage from lower arm to fingertip

Waist/Lower body massage

Wide range massage from pelvis to back of knees.

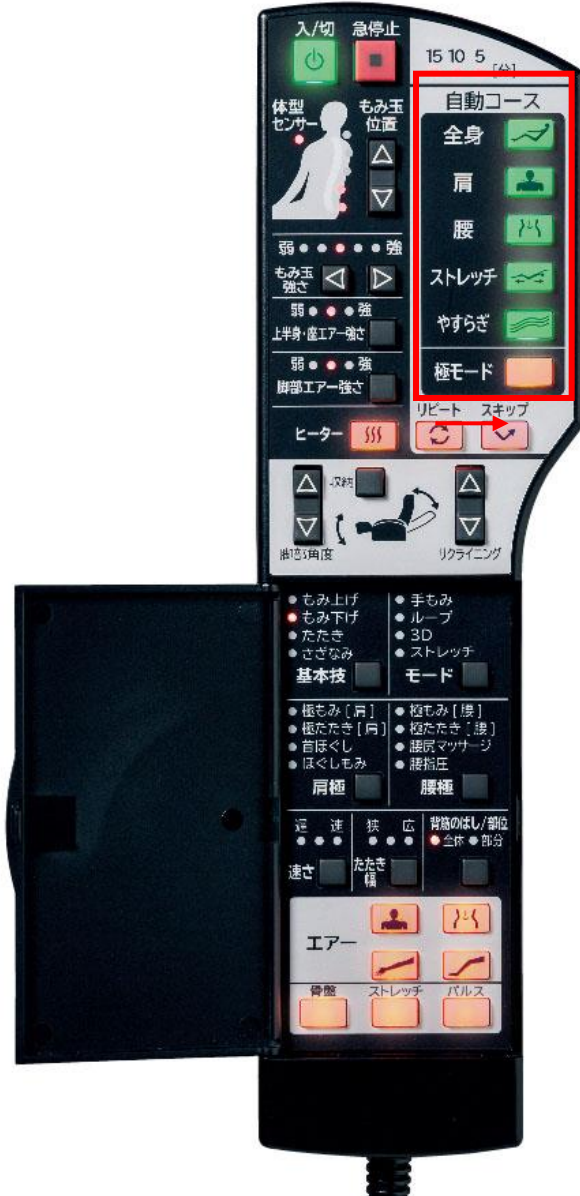
Foot air massage

Repeat of press/release massage holding whole calf

Sole massage

Stimulate sole of the feet by shiatsu ball with holding whole calf

- 5 step of strength adjustment
- strength adjustment 3 step of Upper body / 3 steps of leg part



5 × 2

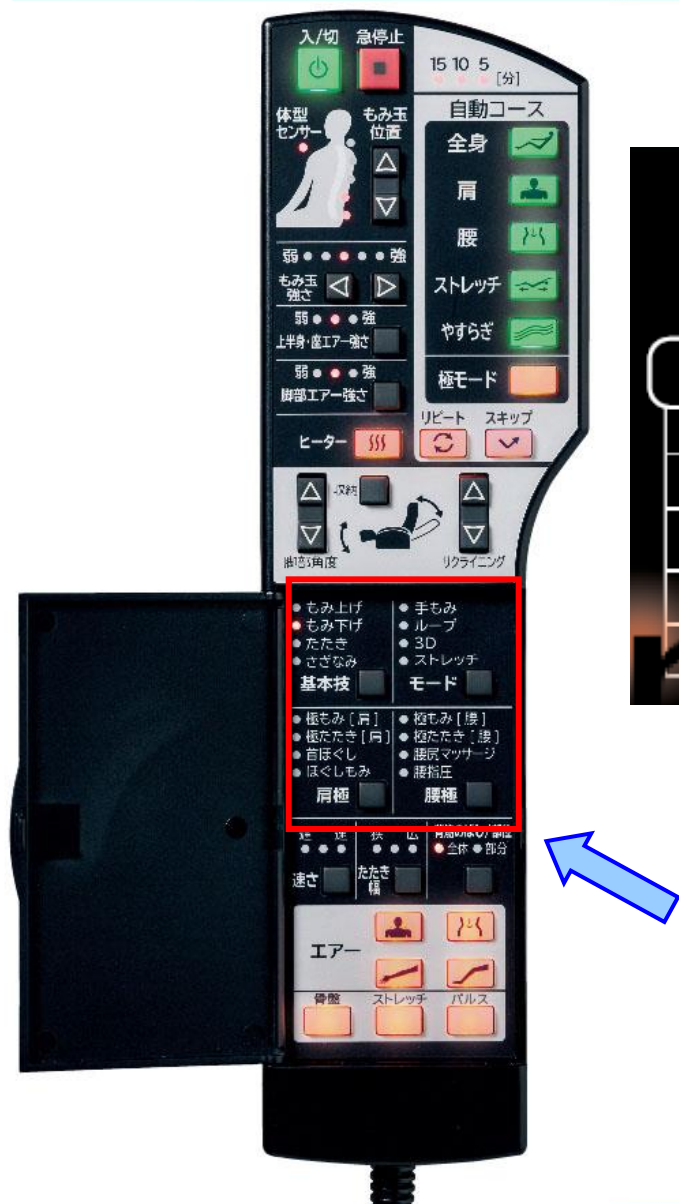
Basic course

1. Whole body rejuvenate
2. Shoulder rejuvenate
3. Waist rejuvenate
4. Whole body stretch
5. Whole body relax

KIWAMI MECHA course

6. Whole body KIWAMI rejuvenate
7. Shoulder KIWAMI rejuvenate
8. Waist KIWAMI rejuvenate
9. Whole body KIWAMI stretch
10. Whole body KIWAMI relax

Load 5 KIWAMI Mecha massage course harder than basic course
Push KIWAMI mode button, each course become KIWAMI Mecha course





Procedure

① Sit deeply with waist attached to the back part of Massage Chair

★Point

Be careful not to separate your waist from Massage Chair

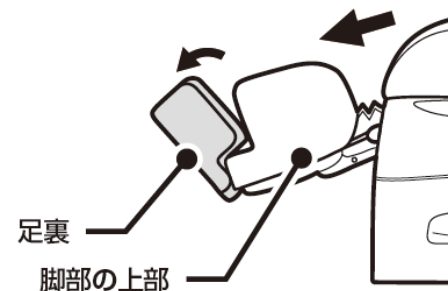
At that time, even if the feet do not touch the ground, you can adjust the setting later.

② Press the button 「ON／OFF」

③ Stretch the upper part and the bottom part of leg part and adjust length of leg part.

★Point

Extend by Spring.
Push with the bottom of the foot.



④ Adjust Reclining for the upper body in a comfortable position.

Procedure

- ① Choose favorite Auto course
- ② Point navigation of body shape sensor start automatically.

★Point
③ While point navigation, do not separate your head from the back side of the chair.

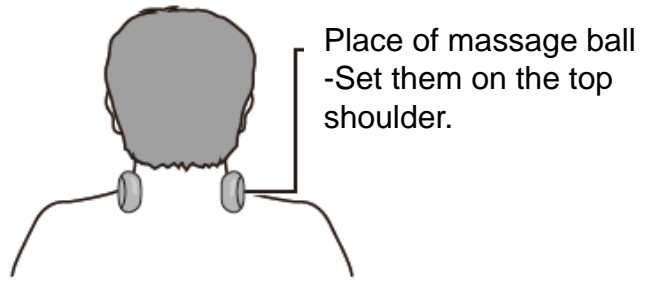
While point navigation, the lamp of body shape sensor of remote controller blinks on and off and when completion, the lamp light up.

- ③ After completion of point navigation, adjust shoulder position with the button of 「knead ball position」

★Point

- In case of fixing immediately, push “SKIP “ button.
- If there is no change the shoulder position in 7 seconds, shoulder position is fixed as it is..
- 18 step adjustment is possible
- After starting Auto course, shoulder position cannot be adjusted.

- ④ Massage starts.



Open lid

From the various massage function
we will guide recommended way of use
fit the symptom you suffer from.

～ Recommended way of course /manual mode～

【stiff neck & shoulder】 page 19

【Stress of shoulder blade】 page 20-21

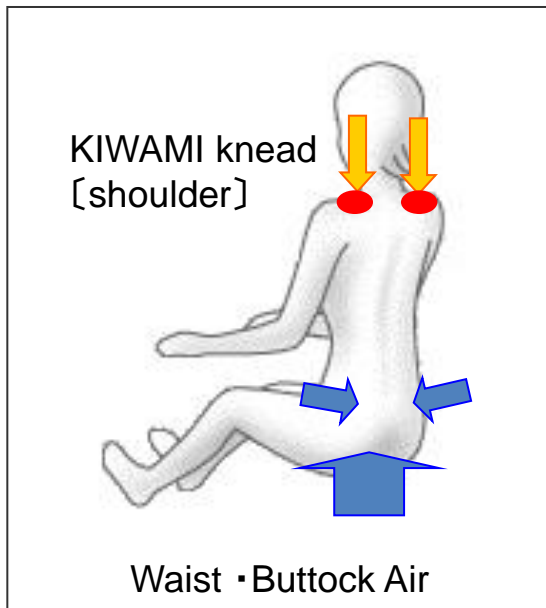
【Whole body stretch】 page 22-23

【Bony pelvis 】 page 24

Purpose

Give massage firmly
Shoulder stress you care about

Main Massage part



Main procedure

① Choose 「KIWAMI knead [shoulder]」 from 「Shoulder KIWAMI」 with Manual choice Mecha

② Switch ON of (WAIST・Buttock) with Manual choice Air

③ Set Strength to 「STRONG」 for 「The strength of upper body・Buttock AIR」.

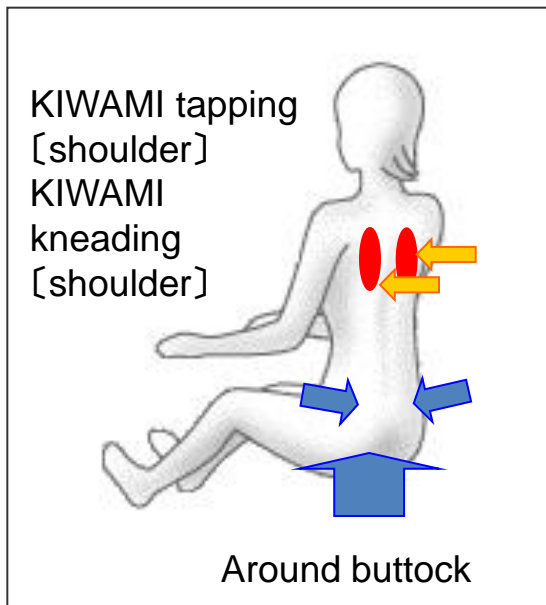
※The setting of strength is in one instance.
In case of feeling too strong, set weak without enduring it.

※Switch ON of 「Buttock」 for Manual choice Air, and you can get care of buttock focus.

Purpose

Give massage stress firmly of tense inner muscle of shoulder blade. It is effective when you try to get massage to the point of stress concentrately.

Main massage part



Main process

- ① Choose 「KIWAMI tapping [shoulder]」 or 「KIWAMI knead [shoulder]」 from 「Shoulder KIWAMI」 of Manual choice MECHA
- ② Knead ball automatically moves according to the shoulder position.

Set knead ball position near to shoulder blade by pressing the button of 「knead ball position」

- ③ Switch ON from (Waist・buttock) of Manual choice Air

- ④ Switch ON of 「buttock」
※Focus care is possible.

- ⑤ Set 「STRONG」 from 「Upper body・Buttock Air Strength」

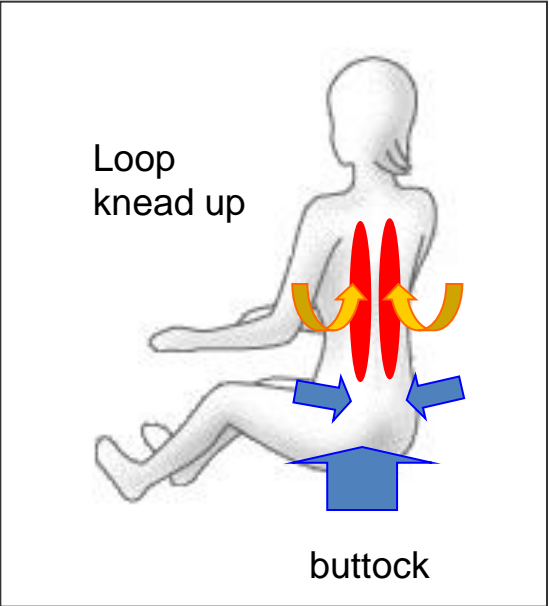
※Setting of strength is one instance.
In case of feeling too strong, set weak without enduring it.

To person whose shoulder blade to back is stiff so much. FUJIIRYOKI


Purpose

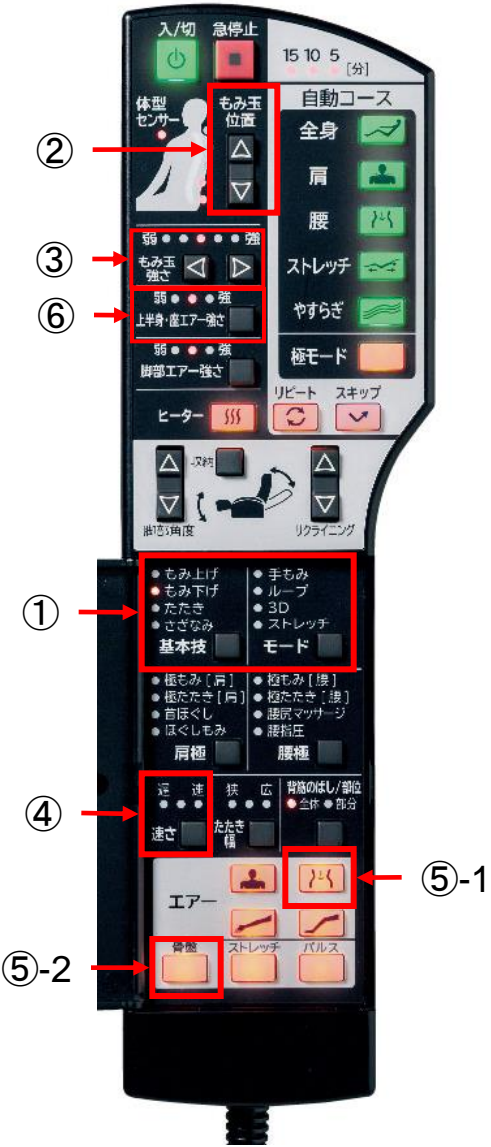
To give a firm massage of stress of the range from shoulder blade to back to who usually use personal computer, or keep same posture for a long time. It is effective when you would like to get focus massage to the point of stress.

Main part of Massage



Main procedure

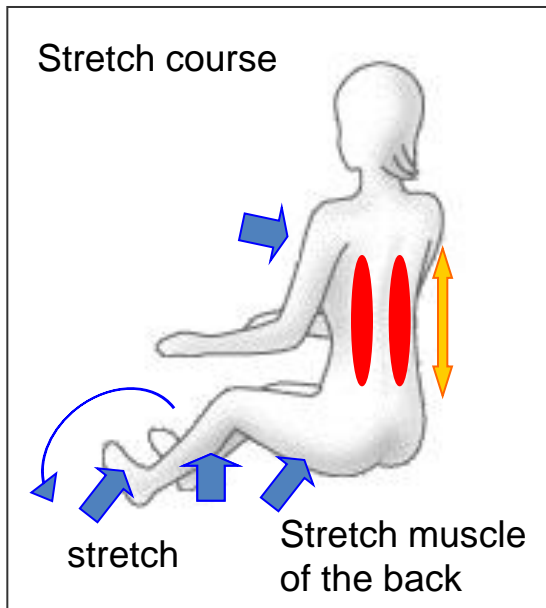
- ① Choose basic massage of 「knead up」 and Mode 「loop」 with manual choice MECHA
- ② Move kneed ball to the point you feel stress from shoulder blade to back by pressing kneed ball status.
- ③ Set 「kneed ball strength」 to the favorite strength from 5 step of strength.
- ④ Set 「speed」 to the favorite speed.
- ⑤ Switch ON of 「buttock」 and ON of (waist・buttock) by r  choice air.
- ※ Focus care is possible.
- ⑥ Set strength to 「STRONG」 by 「upper body・buttock air strength
- ※※ Setting of strength is one instance. In case of feeling too strong, set weak without enduring it.



Purpose

To stretch your body for cool-down after exercise, Massage, after bath.

Main part of Massage



Main procedure

- ① Keep full reclining status for your body to lie down by reclining.
- ② Chose 「stretch」 of Auto course

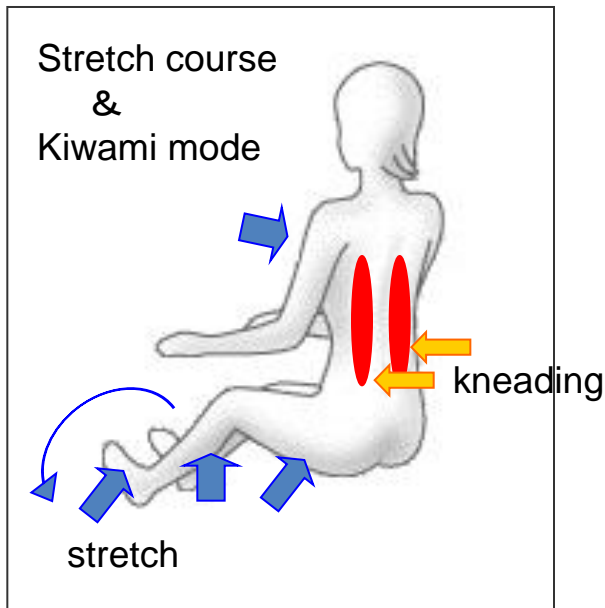
☆Secret trick point

Raise both hands over the top of your head and get shoulder air massage to sides of body. And your body is caught firmly, you can feel your body stretch well.

Purpose

Giving you stronger stretch and provide you keading massage at the same time.

Main part of Massage



Main procedure

- ① Keep full reclining status for your body to lie down by reclining.
- ② Chose 「stretch」 of Auto course
- ③ Put the “Kiwami mode” on.

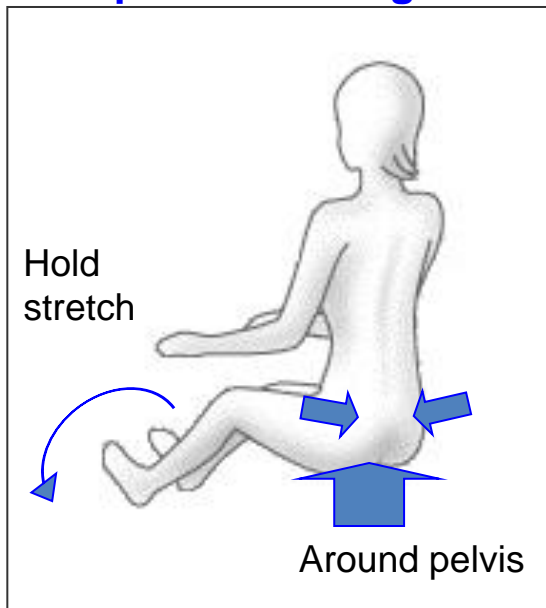
☆Secret trick point

You can raise both arms to the head and feel the body stretched more firmly by sholder air massage against both sides.

Purpose

By Intensive pelvis care and hold stretch, Adjust the muscles around the pelvis and remove the leg's fatigue .

Main part of Massage



Main procedure

①Put the Air course(Hip/pelvis) on by manual mode.



②Put the manual air course on “pelvis” and “stretch”. Gives you intensive course.

③ Change the power stronger on upper/lower air.

If you feel the power too strong, please weaken.

★Secret trick point

If you change the body position, massage experience changes. Please try your favorite position.