



is not the height of the person that is the key measurement in sizing that chair to the customer - it is the upper leg length. I have had great success in fitting women who are 5'8" tall but have very long upper legs into a J2509 (of course, it helped that the chair had a seat slider as well). Conversely, I've had men who were 6'4" tall weighing 280 pounds who hated the S3504, but loved the J3502 – not because of the mechanism, but because of the seat.

Don't pigeon-hole yourself into thinking that one particular chair will be the absolute best for someone and nothing else – that thinking could lose you an opportunity to sell a chair. This is the reason we have demos, so that people can try the chairs out prior to purchasing and have a greater satisfaction in both the purchase and the chair. Happy customers will lead to word of mouth recommendations, with often multiple chair sales branching off from a single referral.

Broaden your scope of thinking, and meet the needs of your customers. What fits a person may come as a surprise, but remember – you're there to help them be more comfortable and productive in the workplace, and BodyBilt does just that.