



Connecting our Bodypoint community to strengthen your position

April 2015

BP News

Welcome to the 7th issue of *To the point!*

When you asked us, "How do we stay up to date with Bodypoint?" we responded with this newsletter as our partner-centered digital communication tool. To date, we are encouraged by the readership statistics and want to hear from you. To share your feedback, simply reply to this newsletter.

As we continue to roll out elements of our digital strategy, our goal is to give you the tools you need to support your Bodypoint business. Speaking of tools, two items have been added to the [Partner Asset and Image Library](#). Under Presentations, you'll find Power Point slides featuring the new products launched at ISS. Add these slides into your presentations and other digital media touch points. This issue also includes tips on how to extend the sale with useful add-on products.



And now, let's get to the point...

Nicole Muehlenhaus, Director of Marketing and U.S. Sales

Product News

Swivel Buckle Belts

Following the release of the Swivel Buckle Belts, a few questions came in about the force required to release the swivel buckle. The 1" Swivel Buckle requires 10 pounds of force to release and the 1.5" Swivel Buckle requires 12 pounds of force to release. This information is located on the

Why Positioning Matters



Josh Dueck - My Everyday

A year ago if you asked Paralympian gold medalist skier, Josh Dueck, if he used a 'lap belt' on his everyday wheelchair, he would probably look at you a little funny. As the first person to prototype the Swivel Buckle Evoflex Pelvic Stabilizer or 'lap belt' as he calls it, he admits, "I was skeptical. I thought I would get rid of it after a few days."

The results were quite the contrary. Josh first used it during pre-season ski training at Mt. Hood in Oregon. In this mountain environment, he realized how much more leverage he had when picking things up and how the added stability translated into a more efficient push stroke which relieved his shoulders. When he arrived back home using the Evoflex Pelvic Stabilizer, it sealed the deal. In a conversation with Jill Alm, at Bodypoint, he beamed, "I'm floored with how the Evoflex works for me in everyday life." He rattled off a list of things he can now do: how he effortlessly picks up his baby daughter, how he feels grounded to the

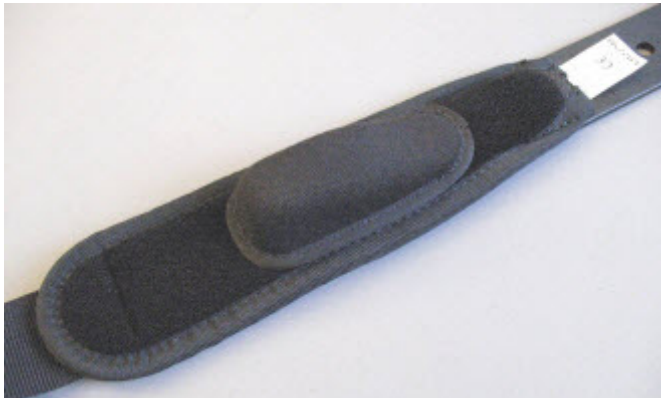
Technical Bulletin called [Hip Belt Buckles](#) at [Bodypoint.com](#).

To find more Technical bulletins, look under the "Instructions for Use" section on the product page.



Tips & Tricks

Evoflex® & Sub-ASIS Pads- The Perfect Combo



By design, the [Evoflex Pelvic Stabilizer](#) comes with the loop fabric on the inside surface making it perfect for adding the gel filled Sub-ASIS Pads. Benefits of the [Sub-ASIS Pads](#) include:

1. Provides contact at pelvic control points
2. Relieves pressure and does not compress soft tissue
3. Allows belt to be worn tighter without discomfort
4. Provides improved postural control

In the case of active wheelchair and sports users where the position of the belt is positioned at a 90 degree angle, the Sub-ASIS Pads can be used to fill the space at the sides of the thighs to snug in the fit and connection to the chair. Click [here](#) for a photo of this application.

chair, how it helps him get around. Even with traveling, before he would have to ask, "Say man, can you help me with that bag?" Now, he can do it on his own. He even had his occupational therapist do a pressure mapping on the belt to make sure it wasn't causing any pressure or hot spots and the results came back fine.

Recently, upon hearing the news that the Swivel Buckle Evoflex is now an official product in the BP line, what was his response? "I love it [the Evoflex]. It's something I use every single day; for lifting, playing, long distance pushing, etc. In fact I like it so much, I wonder if you could send me a couple more (one for my other day chair, one for my basketball chair)."

Josh, thank you. We're flattered. Learn more and see what Josh is up to at [Joshdueck.com](#).

Photo credit: Mason Mashon

Check it out!

Bodypoint - As Seen on TV

Can you spot the Bodypoint gear in this [interview](#) with James Levine, America's greatest living conductor?

Photo Fun!

BP Training in Israel with [Filipe Monforte Correia](#). Shared by I.Q.L.C - Israel Quality of Life Center Ltd. [Demo chair application](#) and [presentation](#).

New [graphic](#) and [product](#) displays created by HEA Medical for the upcoming Live & Function Exhibition.

Bodypoint [ISS 2015 booth](#)

Out & About

Trade Shows

Live & Function | Gothenburg, Sweden | April 14-16, 2015

National Complex Rehab Technology Leadership & Advocacy Conference | Arlington, Virginia | April 21-23

Canadian Seating & Mobility Conference |



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Toronto, Canada | May 6-7, 2015

Assistive Technology Suppliers Australia |
Sydney, Australia | May 13-14, 2015

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We want to hear from you

Do you have feedback or ideas for a future issue? Have an email address to add to receive this email publication?

Send a note to the editor jillalm@bodypoint.com.