



# TO THE point!

Connecting our Bodypoint community to strengthen your position

October 2014

## BP News

As the cool autumn air arrives, we want to welcome you to the first edition of "To the point!", a resource to help you sell and market Bodypoint products. This newsletter is an easy way to make sure you have the most current information at your fingertips. In it, we will announce new products, webinars, product discontinuations, new twists on old favorites as well as the latest and greatest in BP products and marketing.

The end of summer has been busy. We enjoyed spending time with many of you at RehaCare and our annual dinner in the Altstadt of Düsseldorf. We also spent quality time with Josh Dueck, Paralympic Silver and Gold Medalist, at the Abilities Expo in Boston the first week of September. Not only did he draw in an enthusiastic crowd of young wheelchair users, he successfully translated the unity between him and his ski to his everyday chair. Learn more about the Stayflex™ and Evoflex® from his point of view.

Let us know what's on your mind. What are your success stories? How can we better serve our customers? We look forward to the dialogue.

Until next month,

Nicole Muehlenhaus, Marketing and U.S. Sales Director

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## Product News

### **BODYPOINT® BELT MOUNTING HARDWARE SELECTION GUIDE**

## Why Positioning Matters



### [Bodypoint | Josh Dueck Inspires Wheelchair Users to Transcend Disability Thru Proper Positioning](#)

Josh Dueck gets personal. Learn about his intimate connection with his body, sit ski and his wheelchair.

This is his story about Bodypoint products and how they have helped transcend his disability using proper positioning. [Watch video.](#)

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## Check it out!

### Partner Center

New to Bodypoint? Or just haven't created your Bodypoint web account yet? The Bodypoint Partner Center gives you access to training videos, webinars, resource and design



How do you know that the BP belts you sell are 100% ISO tested and the highest quality in the industry? How do you ensure that your customers are able to easily mount BP products to virtually any wheelchair on the market? How can you save your customers time and money? The new BODYPOINT® BELT MOUNTING HARDWARE selection guide is a unique tool that will answer these questions. Check it out on under Application User Guides on our [website](#).

To download the native files, please go to the Bodypoint Partner Center. This file can be found under Literature > User Guides OR also under the Campaigns > ISO/RESNA Standards. Sign in to the Partner Center [here](#).

## Tips & Tricks

### [BP Hardware Videos: Now on YouTube](#)



Looking for an easy way to explain how the Band Clamp is used? Or want to show a customer how to mount the seat tube mounting bracket? Now, you can watch and share these videos through YouTube.

files, images, and more. Create an account [here](#).

## Did you know?

Bodypoint customers receive a 2% discount for invoices paid in full by check within 15 days of the invoice date!

## Bodypoint gone social

Connecting to users, therapists and our partners has never been easier. Check out all of the ways you can [connect to Bodypoint here](#).

## Out & About

### Meet us here

NuFair, Portland, OR | Nov 18

NuFair, Seattle, WA | Nov 20

[Get more details here.](#)

## Connect with Us



## We want to hear from you

Do you have feedback or ideas for a future issue? Send a note to the editor [jillalm@bodypoint.com](mailto:jillalm@bodypoint.com).

[Subscribe](#) to the Bodypoint YouTube Channel for instant access to new videos.



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