



BODY SOLUTIONS

**The professional
concept to lose weight**

**- Make the success of your customers
to the success of your company**

THE SITUATION

Shaping your figure, losing weight, becoming slimmer are central issues when deciding whether to go to a fitness studio or not. A study of the university in Gießen/Germany has shown that 95% of all women who start to work out only want to maintain or improve their figure. Concepts which focus on improving the figure will be the number one criteria for customer acquisition in the future.

TRISLIM has been developed to satisfy most people's wish for an effective method to improve the figure.

With TRISLIM you will make the success of your customers to the success of your company.

With TRISLIM to success

- You can satisfy your customers' needs and wishes.
- You offer an attractive additional offer.
- You are different from your competitors.
- You get a marketing instrument which attracts even people who usually are sceptical about workout.
- You increase sales significantly and lower fluctuation.
- You have satisfied customers who love to recommend you

Four main factors were the basis during the development of TRISLIM:

1. high efficiency
2. simple handling
3. economic pricing
4. problem-free installation in every studio

We can look back on an experience of 12 years during which we have sold the most different devices for improving the figure. During the years it has turned out that many devices:

- are too expensive
- require too much personnel
- are technically inferior
- have too little success
- are too difficult to handle

TRISLIM can be simply integrated in the area of running devices. The customer only has to read in the chip card, connect the hose to the cuff and press "Start".



THE PROBLEM

TRISLIM is a newly developed product with the goal to improve your outer appearance by pointing at the main problem areas:

belly - legs – arms – buttocks.

Our goal was to develop a system which:

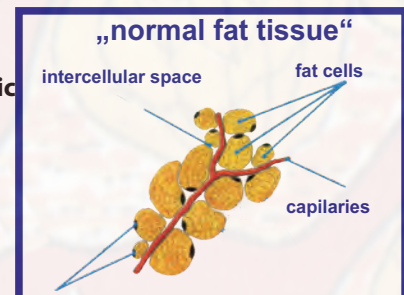
- achieves maximum results
- can be integrated in every studio
- requires little personnel
- causes few costs
- is easy to handle



The problem

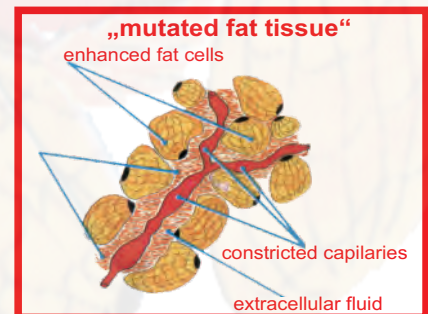
Today it is assumed that so-called problem areas develop due to metabolic disorders caused by a change of life style, illnesses or lack of exercise. All problem areas have three main factors in common:

1. a bad blood flow connected to a metabolic disorder
2. an increased accumulation of liquids in the connective tissue
3. fat cells with increased fat quantity



Therefore, an effective therapy must:

- improve the blood flow
- decrease the amount of liquids in the connective and fat tissue
- encourage the metabolism
- accelerate fat reduction



The solution TRISLIM

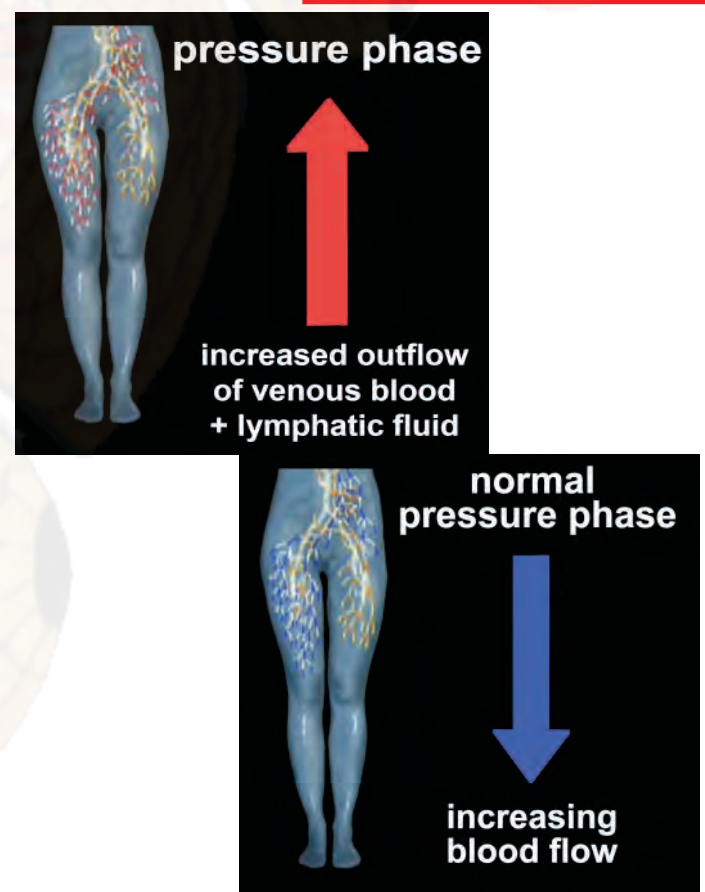
Working with air-controlled cuffs the system can massage a specific, large zone of problem areas.

The TRISLIM one-chamber system is directional, i.e. the compressed air and consequently also the massage are performed in defined directions which guarantee not only an optimization of the blood flow but also the best activation of the lymphatic system.

The working method is simple:

Taking the leg cuff as an example, venous blood and lymphatic fluid is transported to the body centre during the pressure phase. The reduction of fat is increased in this region due to an increased blood flow.

During the normal pressure phase arterial blood is increasingly transported to the capillaries.



THE SOLUTION

Practice

TRISLIM is perfect in connection with normal cardio training.
The increased blood flow, the "muscle-pumping effect" and the massage of TRISLIM complete each other during local size reduction.
One training unit with TRISLIM is 30 minutes.
Basically every cardio device is suitable for a training with TRISLIM.
The system can be handled easily and the cuffs can be put on by your customers.
The chip card contains the credit of training units.

What are the results ?

Many physiological values must be considered in order to make exact prognoses about a customer. However, these values may be available in rare cases only.
A size reduction of 3-7 cm in 4 weeks is realistic given a certain disposition and 3 training units a week. Simultaneous nutrition counselling together with light weight training increase the training effect.
Before/ after 6 weeks = 18 units

Result - 6,0 / -5,7 cm | r / l

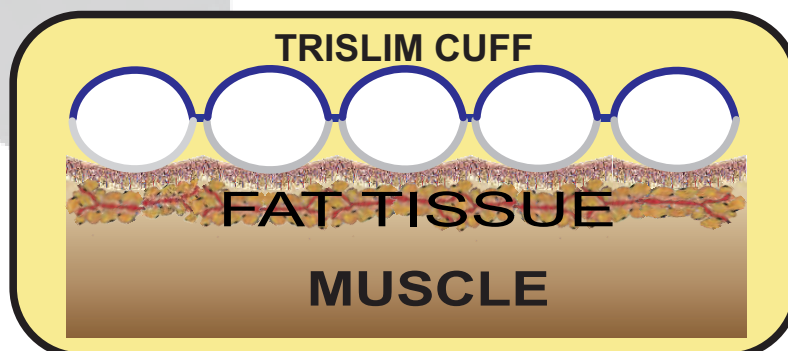


Effect

The effect of TRISLIM is similar to the one of manual lymph drainage only that this one is performed on a bigger area and for a longer time. TRISLIM works with fast changing overpressure. The cuffs are inflated in a controlled way thus applying pressure on the connective/ fat tissue. During the pressure phase venous blood and lymphatic liquid is transported away. During the next phase with normal pressure arterial blood can flow. Contrary to similar simple devices, using TRISLIM you can set the time and pressure intervals. Thus, you can individually adjust the system to the tissue structure of each customer.

Important for a good effect is:

1. the pressure set
2. the time interval set



TECHNOLOGY

Control Unit

It is the heart of TRISLIM.

The high-performance pump producing the compressed air and the entire electronic equipment is integrated in the control unit. The fast and exact change of pressure is performed by a specifically designed control and regulating unit. Digital pressure sensors monitor the entire process. The control unit is made of stainless steel and acrylic glass. It can be easily transported from one place to another thanks to its weight of ca. 8 kg.

The connection hose has a length of 3.00 m and can be placed on a support after use.

Power is supplied by a separate AC/DC adapter.

Control

We have used a microprocessor in order to guarantee a user-friendly but also a precise control of the entire system. This processor continuously monitors the pressure and the time interval during which the pressure is built up. Thus, a consistent training is guaranteed.

The display shows all respective functions:

- the desired pressure and length of time interval at the beginning
- the actual pressure and remaining time during operation.

Additionally, also the remaining training time is displayed. The maximum pressure and the effective time can be set to five levels according to the connective tissue type. A high-performance pump produces pressure in the system within a short period of time. All essential components are manufactured in Germany and mainly come from industrial and medical technology.

User control

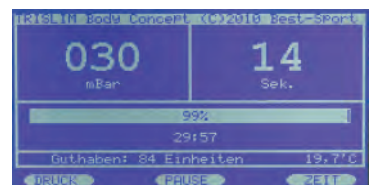
TRISLIM systems can only be used with a chip card. We have developed this system and used it in our swing- vibe vibration plates for 6 years now. The systems have stood the test because the training units made can be controlled easily.

Every customer has its individual chip card on which an amount of training units is saved. The card is programmed directly at the user terminal by the staff using a "master card".

Cuffs

TRISLIM cuffs are made of two different materials. The outer blue material is made of PU plastic which is extremely resistant against breaking and rubbing.

The inner part is made of pure PU: a very stretchy material that easily adapts to the body. Thanks to this material the different pressure levels can be perfectly transferred to the body. PU is skin-friendly, easily to disinfect and also often used in medical technology. We have chosen this material combination in order to guarantee not only a big lifetime but also a good adaption to the body. The cuffs are made in Germany in a factory certified according to DIN 9001 and ISO EN 13485.



There are only a few services for which your customers have to pay an extra fee. These are services which improve or even eliminate a huge problem. You will become the body specialist with TRIMSLIM. TRIMSLIM is an additional offer which you can excellently market as payable service.

Trislim is the optimum extension of your business to gain new customers

External advertisement

You market a concept which satisfies the wishes and needs of many people. In this way you eliminate the fear to go to a fitness studio of many potential customers. The possibility to improve one's shape successfully with almost little effort prevails. According to our experience you will reach from 30 to 90 interested persons via local advertisement.

79 € for 4 weeks or better 99 € for 6 weeks, as intensive course, are accepted by customers without problems.

Internal advertisement

We will provide you posters, roll-ups, flyers and customer information for internal advertisement. Get "passive" members going thanks to TRISLIM and offer them an intensive course at a cheaper price. Members of your studio should have an advantage with respect to non-members. A difference in price of 50% has stood the test and is well accepted. You will already be successful in the first weeks if you stick to the advertisement suggested by us.

Cost-benefit calculation

Costs

Advert package, poster, banner, flyer	300.- €
external advertisement ca. 20.00 flyer including distribution, newspaper advertisement	1.500.- €
internal advertisement, mailing,	300.- €
overall costs ca.	2.100.- €

Profits made due to intense course of 4 or 6 weeks	optimistic	pessimistic
External customers 4 weeks 25 / 10 participants á 79.- €	1.975.- €	790.- €
External customers 6 weeks 25 / 10 participants á 99.- €	2.475.- €	990.- €
Internal customers 4 weeks 25 / 10 participants á 39.- €	975.- €	390.- €
Internal customers 6 week 25 / 10 participants á 49.- €	1.225.- €	490.- €
total receipts within 6 weeks	6.650.- €	2.660.- €

You can repeat this offer three times a year without problems.

Profits made due to new memberships:

- of 50 new customers an average of 10 - 15 persons can be won as new members.
- ca. 10- 15 % of you customers will order TRIMSLIM as an additional service to the normal member fee.
An additional fee of 9.90 € is realistic and accepted by everybody.
- You should plant 3 campaigns per year. The success quota is almost the same.

Profits made due to long-term customers over 12 months:

30 new members à 40.- Euro, per month	1.200.- €
75 members with TRISLIM subscription at 9.90 € each	742,50 €

Additional profit per month ca. 1.942,50 €

You have to face leasing costs

e.g. for 4 complete stations:

470 € net, given a period of 36 months and 10% remaining value

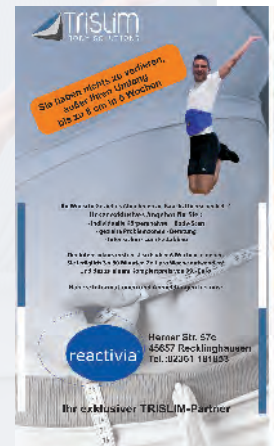
The calculation examples mentioned before only refer to campaigns regarding the belly system. According to our experience you can add another 60% of this profit for applications to the legs and 15% for application to the arms.

MARKETING SUPPORT



TRISLIM is an excellent marketing tool which allows you to make effective external advertisement. Losing weight specifically and improving one's figure has become a central need for many people. Local advertisement speaks to all persons who want to do something against their problem areas actively. We address in particular people who have never worked out in a fitness studio or in other words those who are difficult to win as new customers. We support you on your way to becoming the new body specialist. We show you proven marketing strategies for TRISLIM which will boast within a short period of time because a concept is only as good as its realization. We support you with striking marketing tools:

- roll-ups and banners
- posters in different dimensions
- flyers
- success certificates
- templates for newspaper advertisement
- reminder, deadline cards
- mailing templates
- vouchers
- image and text materials for your website
- PR texts



Flyer 2-pages 150 x 265 mm



Flyer 4 - pages



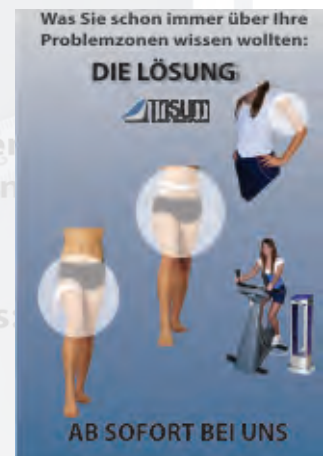
appointment cards



PR texts



banners up to 4,00x2,40 m und posters A1/A0



success certificates A4



vouchers

4 problem areas 1 solution



Technische Daten:

Control Unit :

stainless steel, acrylic glass housing
LCD -Display 240 x 128 Px
3- key control
I2C Bus, chip card control unit, integrated
microprocessor control

pressure:
time interval:
dimensions (w x h x d) :
weight :
power connection
with separate AC adapter:
connection hose :

adjustable to 5 levels, 100-150-200-350-500 mbar
adjustable to 3 levels, 15 - 20 - 25 sek.
220 x 950 x 210 mm
8,00 Kg
100 - 240 V, ~ 1,5 A, 50-60HZ
2,50 m, silicone, connection over fast coupling

Cuffs

material:

outside: resistant nylon textile covered with PU
inside - PU

quick release fastener with plug fastener, belt PE 30 mm

Belly cuff :

size 1 for 55 - 95 cm (girth)
size 2 for 85 - 145 cm (girth)

Leg cuff:
Delivery in pairs

for 55 - 85 cm (girth)
(measured at the biggest point)

Arm cuff :
Delivery in pairs

one size 20 - 40 cm

Buttocks cuff:

one size 90 - 140 cm

TRISLIM is made in Germany

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