

TIPS FOR BUYING A MATTRESS SET

Purchasing a new mattress can be a confusing and frustrating process. With so many brands, models, stores, and sizes to choose from, it is understandable that many consumers consider this a "grudge" purchase. Keep your search simple:



1. Why are you looking to replace your current mattress set? Lack of support and loss of comfort are the most common reasons. Comfort and support do not disappear overnight from a mattress set. Chances are, your body has forgotten what it's like to sleep on a comfortable and supportive sleep set. Identify the main reasons you are shopping

for a new mattress set and use this information during your initial conversation with a sales associate.

2. One size does not fit all.

Size is also a factor for those looking to purchase a new mattress set. If you are moving from a full to a queen size, make sure your current frame or headboard and footboard can accommodate the bigger size. If you struggled to get



your old full size up the stairs, seriously consider getting a split queen box spring. This option will cost more but it eliminates a ton of aggravation. If you've decided on moving up to a king size, make sure your entry way and stairway can accommodate it. No need to worry about special box springs for a king size - they always come in two pieces.

3. Chocolate or vanilla? Today's multi-layered mattress offerings are available in a variety of comfort choices: Extra Firm, Firm, Cushion Firm, Plush, Medium, Ultra Plush and more. The most important thing is to find the comfort that is best for you. The only way to do this is by lying down on a mattress set and spending more than a minute on it. Let your body feel the comfort of the new mattress you are trying. Remember, what is plush to you may feel firm to someone else. Note: Don't confuse the word "firm" with support. A mattress doesn't have to be hard to be supportive. Some mattress makers use the same internal support system for many of their mattresses, regardless of comfort foams they put on top of the support.

4. Set a realistic budget for your purchase. The average premium mattress set lasts an average of 8 - 12 years depending on usage and the body profile of the people sleeping on it. There are very few things in your home that you use every day and expect to last that long. Ironically, consumers don't think they should have to spend more than a few hundred dollars for a quality sleep set and are generally willing to spend more on electronics than a bed. How you sleep has a great deal to do with your general health and productivity. The bottom line is that a better quality mattress will equal longer support and longer wear.

Things to ask your sales associate before buying your new mattress set:

- Is there a delivery charge?
- What set-up is included during the delivery? Is there a charge?
- Will delivery personnel remove your old mattress set or move it to another room in your home (if desired)? If so, is there a charge?

- If your new mattress set needs to be ordered from the manufacturer, what is the wait time?
- Is the frame support system adequate to meet the requirements of the mattress warranty?
- Does the store have a trial period? If so, what are the related procedures and are there any charges? (Note: Unless otherwise stated by a manufacturer, comfort is not considered a warranty complaint. Most Comfort Trials offered are done from the retailer, not the manufacturer.)