Sales Training Manual

Displaying Teeter Hang Ups®
Inversion Tables

Sales Tips

Benefits of Inversion

Why Teeter Hang Ups?

Quality Testing

F5000™ Inversion Table

F9000™ Inversion Table

Frequently Asked Questions

Testimonials
IMPORTANT!

Proper display and demonstration of Teeter Hang Ups Inversion Tables will help increase consumer interest, help to maintain product appearance, and ensure user well-being.

Please thoroughly and carefully read this Sales Training Manual. If you have any questions about its contents or would like more information, please contact us:

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DISPLAYING THE TEETER HANG UPS® INVERSION TABLE:
Presentation and Safety

Properly displaying Teeter Hang Ups Inversion Tables will help increase consumer interest, ensure user well-being and help to maintain the appearance of the table.

POP - Window Posters
Attract the attention of shoppers with one of our window posters, available for either the Teeter Hang Ups F5000™ Inversion Table or EZ-Up™ Inversion System. Brilliant 4-color images are printed onto a quality, transparent material that gives the illusion of someone inverting in your window.

POP - Table Covers
The POP cover has a dual purpose: while protecting the table mat from wear-and-tear, the printed acrylic surface provides important information for your customers. The table cover instructs customers to request help from a sales associate before trying the unit. The cover is also designed with pockets for displaying important sales information or product brochures.

Owner’s Manual
All of our F-series inversion tables arrive with the Owner’s Manual attached to the A-frame. The Owner’s Manual provides important safety instructions as well as information on how to properly adjust the user settings. Please DO NOT remove the Owner’s Manual from the display model, and you should also advise customers who purchase their own inversion table to leave the Owner’s Manual attached.

Display Model User Setting
The standard roller hinge setting for any floor model should be Setting C. The roller hinge setting controls the responsiveness or rate of rotation. With the roller hinge in Setting C, the rate of rotation will be slow and the table will be unable to lock into the fully inverted position. Making sure the floor model is set on C will help to ensure a pleasant demonstration experience for your customers.

Cable Lock
Although the POP table cover will warn customers to refrain from using the inversion table without the help of a trained staff member, it is important to secure the table so that bed movement is limited. As an added precaution, we will provide you with a cable lock to wrap around the chrome main-shaft and crossbar.
DEMONSTRATING & SELLING THE TEETER HANG UPS® INVERSION TABLE: Sales Tips

An effective product demonstration is key to selling the Teeter Hang Ups Inversion Tables. During your presentation, you should:

- Present a brief overview of the benefits of inversion;
- Share highlights from Why Buy Teeter Hang Ups -- what sets our products apart from the competition;
- Review the Owner’s Manual, including important safety information, contraindications and product features;
- Demonstrate partial inversion yourself;
- Assist the customer through their own adjustment and use of the table;
- Demonstrate full inversion yourself (optional).

STEP ONE
How will your customer benefit from inversion?

Inversion meets the needs of many types of customers: from the back pain sufferer to the body builder, from the athlete to the couch potato. 51% of people who use our inversion table do so to relieve back pain. However, the other 49% of customers invert for other health benefits (like improved circulation, recovering from a workout, etc).

Teeter Hang Ups products can be sold as stand alone items or as add-ons to your sales presentation. For example, a customer may enter your store to purchase a back cushion—you should also show them your inversion products to help alleviate the pain and make their back healthier. Another customer may be taking a proactive approach to fitness, purchasing products for a home gym. Introduce them to inversion also as an ideal way to recover from any workout, especially from highly compressive activities like aerobics or weight lifting.

Please review our summary of inversion benefits, included in this manual.

STEP TWO
What sets Teeter Hang Ups apart?

Our company’s number one priority is product quality. We believe this is the most important criteria when a customer is deciding which inversion table to buy. We often use the saying: “If your treadmill breaks down, it’s annoying. If your inversion table breaks, it could seriously injure you.” Our customers agree with us—over two-thirds of our customers cited quality as their top reason to purchase Teeter Hang Ups products. Quality far outweighed price as a consideration.

Please review the section titled “Why Teeter Hang Ups” as well as the highly important section “Quality Testing” to learn more about the company and its products. This is vital information to help the customer learn about the brand and how Teeter Hang Ups distinguishes itself from the competition.

STEP THREE
Review important safety information and product features

All of our F-series inversion tables arrive with the Owner’s Manual attached to the A-frame. The Owner’s Manual provides important safety instructions as well as information
STEP FOUR
Demonstrate partial inversion yourself

The likelihood of a sale is directly related to how much the customer is able to relax while inverted. Before demonstrating how to use the table yourself, be sure to point out a few of the important features on the inversion table - this is key to helping calm your customer’s fears of inverting.

1. Tether strap: Set the strap to stop at approximately 30°- 45° degrees so that the first time user can invert without the fear of completely rotating upside down.

2. Locking hinge plate: Point out that Teeter Hang Ups offers the only inversion table with a patented locking hinge that secures the roller hinges in place, ensuring proper assembly.

3. Hand grips: These provide a sense of security for the first time user. They can use the grips as a hand-hold to return to the upright position, but shouldn’t need the grips if the table is balanced properly.

4. 3-hole hinge: This setting controls the rate of rotation of the inversion table. While on display, it should remain in Setting C (allowing the most gradual rotation), however, the hinge setting may need to be adjusted depending on the user’s body type and preference. Refer to the Owner’s Manual for a detailed explanation.

Now it is your turn to use the table:

• Make sure that the hinge setting and main shaft setting are adjusted to your ideal balance point.
• As you secure your ankles, be sure to emphasize the importance of fully engaging the ankle clamp locking pin.
• As you lean your head back with your arms at your sides, the table will lift gently from the cross-bar. This indicates that the table is correctly balanced.
• Explain that the inversion table rotates on a pivot system controlled by weight displacement generated by gentle arm movement. Demonstrate how controlled you can be on the equipment by slowly moving your arms back and forth over your head.
• Demonstrate partial inversion and oscillation. Explain that you only need to go to partial inversion in order to gain all the benefits of inversion.
• At this point, do not demonstrate full inversion -- this may increase the customer’s anxiety or make them feel like they need to fully invert as well, neither of which is conducive to a relaxing inversion experience and feeling the most benefits.

One of the most effective selling tools at your disposal is your personal testimony. By inverting on a regular basis, you will be able to testify to the benefits of inversion and look more comfortable and confident showing the product. Customers can sense your comfort level—so we encourage you to invert regularly yourself.
STEP FIVE
Assist the customer with adjustment and use of the table

Chances are, this is your customer’s first time around an inversion table, so you will need to make sure their first experience is a comfortable one. You can do that by ensuring that the table is adjusted properly for their body type:

- Refer to the Owner’s Manual for detailed instructions on how to adjust the hinge setting. As a general rule, the table works best in the “A” setting for people less than 120 lbs., the “B” setting for those between 120 lbs and 220 lbs, and the “C” setting for people over 220 lbs.
- Ask for their height, and then set the table 1” taller (it’s better to err on the taller side). If a customer carries more weight on top, you may need to adjust the height taller to make sure the rotation won’t be too aggressive. If a customer is very light, you may need to adjust the height shorter to make the table easier to rotate.
- Make sure the tether strap is adjusted to stop the table at 30°-45°. Show your customer where the table will stop to ease their apprehension.
- Ask your customer to step over the main shaft and sit on the base of the table mat. Slide their feet from each side into the ankle clamps and stand on the foot platform.
- Close and lock the ankle clamps (jiggle to make sure they are locked securely). Emphasize this to the customer—it is vital that the ankle locking pin is fully engaged.
- You’ve now reached the most important part of your demonstration. You must make sure that your customer is balanced properly on the table. Don’t be afraid to ask your customer to dismount the table so that you can change their setting if needed. Follow these next few steps to help make that determination:
  - Keeping their arms at their side, ask your customer to rest their head back on the table mat and relax.
  - If the customer’s feet are more than 1-2 feet off the cross bar (or the table rotates too quickly), ask them to dismount the table, and extend the height by one or more inches.
  - If the customer’s feet don’t move off the cross bar (or the table rotates too slowly), ask them to dismount the table, and shorten the height by one inch.
  - If the customer’s feet are 1-2 feet off the cross bar, the table is balanced correctly!

Inverting your customer.

- Stand nearby and place your hand at the top of the table bed. Ask your customer to slowly lift one arm at a time over their head. Even though you will emphasize to your customer that they must move slowly, it is inevitable that they will lift their arms over their heads quickly and the bed will rotate faster than they anticipate. To ensure a pleasant experience, make sure you are able to control the rate of rotation.
- Sometimes it is helpful if you gently guide their arms so they get a feeling of how fast they should move. You can move their arms slowly back and forth so they get an idea of how sensitively balanced the table is and how much control they have over their rotation.
The success of the demonstration, and the likelihood of a sale, is directly related to how much the customer can relax during their first inversion session. They are probably not accustomed to being upside down, and it is normal for their back muscles to tense up during the first inversion session. Body movement is the key to relaxation.

Tips:

• Ask your customer to roll from left to right while inverted on the table. This eliminates some of the friction between their body and the mat, allowing their spine to stretch freely.

• Ask them to take a deep breath, exhaling all the air out of their lungs. This encourages the release of muscle tension in their back.

• DO NOT FULLY INVERT the customer if this is their first time inverting. We suggest that people gradually work up to full inversion.

• Explain the feeling of increased pressure in their head. This is normal and is actually good for them, indicating increased blood flow to the brain, eyes, skin and hair. The feeling of pressure usually lessens over time, the more their body becomes accustomed to inversion.

IMPORTANT! Allow the customer to stay inverted for a few minutes only. You don’t want them to overdo it their first time—always leave them wanting more!

• Have your customer gradually bring one arm back to their waist, and HOLD the customer parallel to the ground for about 30 seconds before returning to the fully upright position. This will reduce the chance of dizziness.

• Bring their arms all the way to their sides to return upright. If their body has stretched, there’s a chance they will not return fully upright -- instruct them NOT to lift their head, but to instead slightly bend their knees to shift weight to the foot side of the table.

• Release the front ankle clamps and help them stand upright. There is a possibility that they may be disoriented, so stand nearby until you are certain they are on their feet and stable.

STEP SIX
Demonstrate full inversion yourself (optional)

Explain to your customer that not everyone fully inverts and that it is not necessary to do so to receive the full benefits of inversion. However, full inversion is a great way to exercise and mobilize the joints. If you are comfortable demonstrating full inversion, make sure to adjust the hinge setting to either the “A” or “B” setting (depending on your own body type - refer to the Owner’s Manual for more information) and disconnect the tether strap.

From the fully inverted position, you can demonstrate rotational stretching, back extensions and even muscle-strengthening exercises like sit-ups and squats.
Inversion therapy may be best known as a method to relieve back pain, however it is also a successful method to reverse other negative effects that gravity has on the body. Over time, gravity can contribute to problems with circulation, height loss, prolapsed organs and general body functions. Inversion can also be used as a proactive approach to help maintain overall health. Hanging upside down can help to stretch and relax muscles, reduce stress and tension, and provide healthy movement for ligaments.

Whatever your reason for inverting, Teeter Hang Ups® is quality, time-tested equipment to help you on your journey to a better back, better body™.

Inversion Helps to Relieve Back Pain

Inversion is actually a natural form of traction that uses your body weight in combination with gravity to decompress weight-bearing joints. While the body is rotated and suspended, gravity’s force applies traction, resulting in a customized stretch that elongates the spine, increasing the space between the vertebrae¹, which relieves the pressure on discs and nerve roots. Less pressure means less back pain.

Since every nerve root leaves the spine through a space between the vertebrae, discs that are plump and contained in their ligament “wrappers” are necessary to keep the nerve roots free of pressure and your body free from pain. Inversion offers a system of stretching and exercise that helps to slow or reverse the harmful compression of the body by gravity.

How does it work? The Nachemson study² provides some insight: A number of volunteers permitted a pressure sensor to be surgically implanted inside the 3rd lumbar disc. The pressure inside the disc in the standing position was set at a baseline of 100% and all other body positions compared to it. Sitting proved to be much harder on the back than standing, but the real surprise occurred while lying down. The pressure inside the disc only lost 75% of standing body weight - it never went below 25%! This residual compression seems to be due to the hundreds of ligaments and muscles that encase the spine, holding it in compression like a mass of rubber bands. This study further indicated that the amount of traction force required to overcome all the rubber bands was a large number, approximately 60% of your body weight. Inversion to an angle of about 60° is the only practical way to offset that much gravity force while remaining relaxed.

Inversion Helps Provide Care for the Discs

Your discs have three jobs: to separate the vertebrae, provide flexibility to the spine and to act as shock absorbers. Disc separation is especially important since all communication between the brain and the body is via nerves that pass between each vertebrae. Insufficient distance between the vertebrae can result in nerve root pressure and pain.
The inner core of your discs is made of a jellylike material that provides the cushioning in your back. You can temporarily lose up to 0.5" - 0.75" (1.3-1.9 cm) in height daily during your waking hours from the compressive effects of gravity. Loss of height is largely due to loss of moisture from the discs, which results in loss of flexibility and cushioning effect. While inverted, you are able to reverse the downward pressure on your discs, helping the discs to recover faster, regaining lost moisture and lost height.

**Inversion Helps to Relieve Stress and Muscle Tension**

Stress and tension can cause muscle spasms in the back, neck and shoulders, as well as headaches and other problems. Tense muscles produce spasms and pain by restricting blood flow, which reduces the supply of oxygen to the muscles, and reducing lymph flow, allowing for an accumulation of waste chemicals. Inverting yourself to even as little as 25° for a few minutes can help relax tense muscles and speed the flow of lymphatic fluids which flush out the body’s wastes and carry them to the bloodstream. The faster this waste is cleared, and fresh supplies of oxygen are introduced, the faster stiffness and pain in the muscles can disappear. A study conducted by physiotherapist L.J. Nosse³ found that EMG (electromyographic) activity, an indicator of muscle pain, declined over 35% within ten seconds of inverting.

**Inversion Helps Improve Circulation and Accelerates the Cleansing of Blood and Lymph Fluids**

The cardiovascular system is your body’s transportation system, carrying food and oxygen to your body’s cells. Oxygen-rich blood from the lungs travels out through the arteries and waste-filled blood comes back through the veins to be cleansed and recharged with oxygen. Because your body must work against gravity to retrieve blood from your legs and lower torso, inversion can help to ease the circulation process by placing your body in a position that utilizes gravity’s force in your favor.

Unlike the cardiovascular system, the lymphatic system has no pump. Only the alternate contraction and relaxation of muscles moves lymphatic fluid through capillaries and one-way valves to the upper chest for cleansing. Inverting the body so that gravity works with, not against, these one-way valves helps to push the lactic fluid up to the chest. The faster the lymphatic system is cleared the faster the ache and pain of stiff muscles disappears.

In her book Beyond Cellulite⁴, Nicole Ronsard discusses the role of the lymph system in creating cellulite, and ways in which people can help stimulate lymph flow to reduce cellulite. She explains that when the flow of lymph is slowed down, a stagnation of fluid occurs in the

**Benefits of Inversion**

- Reduce back pain
- Relieve stress
- Stimulate circulation and lymph flow
- Improve posture
- Reduce muscle tension
- Strengthen ligaments
- Increase flexibility and range of movement
- Reduce the effects of aging caused by gravity
tissues. In areas where circulation tends to be poor and relies almost entirely on gravity to move it back up, as in the hip and thigh area, this stagnation encourages the formation of cellulite. By reversing gravity’s force on the flow of blood and lymph fluids in the body, you can increase the nourishment of cells and accelerate the removal of wastes.

Inversion Helps Reduce the Effects of Aging Caused by Gravity

Achieve Functional Fitness: This term is defined as a state of flexibility, strength and balance that supports youthful movement and activity. Inversion is a way to keep joints healthy and flexible as the body ages, which translates to an active way of living throughout a lifetime.

Maintain Height: Most people will lose from 0.5” - 2” (1.3-5.1 cm) in height during their lifetime due to thinning discs. As a baby, your discs are 90% water. However, the water content in the discs decreases to 70% by age 70. An active inversion program can help maintain more of your original height.

Decongest Internal Organs: As the body ages, internal organs (kidneys, stomach, intestines) begin to prolapse. Middle age spread, apart from weight gain, is due to the relocation of internal organs. Digestion and waste elimination problems are also common symptoms. Inversion helps these organs resume their normal shape and place in the body.

Increase Oxygen to the Brain: Your heart must work against gravity to pump blood up to your brain, which is the body’s largest consumer of oxygen. Although it is only 3% of the body’s total weight, the brain consumes 25% of the body’s oxygen intake. Peter Russell notes in The Brain Book that the deterioration of the brain is not directly linked to age alone. Rather, this deterioration is caused by hardening arteries and high blood pressure, both of which decrease the supply of oxygen to the brain. Thus a major step in reducing mental deterioration over time may simply be increasing the oxygen supply to the brain. (NOTE: If you have high blood pressure, consult your physician before starting an inversion program.)

Relieve Varicose Veins: When inverting, you are helping your heart to clear the blood from your feet, legs, and lower body. This allows the blood in your limbs to circulate more easily, which may help to drain blood from varicose veins.

BENEFITS FOR ACTIVE PEOPLE:

Inversion Enables the Body to Stretch and Align Itself

Nearly every physical activity involves some form of compression of the spine. The compressive effect of gravity is compounded by activities such as running, weightlifting and aerobics, which can exact an incredible toll on your back. One-sided activities like golf and tennis can be particularly troublesome because the strong-side muscle groups that develop while performing such activities pull the spine out of alignment, and these one-sided activities usually involve rotation of the spine, often under incredible loads. Still other physical activities, like bicycling and rowing, tend to create tension in the muscles due to a contraction of the major
muscle groups for long periods of time. Even simple daily activities, if performed in the wrong way, can create skeletal misalignments. Most often these misalignments are nominal and will readily correct themselves given the opportunity. Inversion with movement (such as side-to-side bends and back arches) provides that opportunity.

**Inversion Can Help with Workout Recovery**

The process of building muscle occurs when muscle fibers are torn down and replaced with more and better cells. After a workout, thousands of destroyed cells need to be trucked away to make room for new growth. Inversion helps to increase lymph flow, which gets rid of the wastes more rapidly and allows the body to focus on building new muscle tissue.

Athletes prone to stiffness or muscle spasms after a workout can benefit from the lymphatic wash provided by inversion. Intense muscle activities cause a build up of large amounts of lactic acid and carbon dioxide, which results in sore muscles. The faster this waste is cleared, the faster the pain and stiffness disappear.

During a high-impact workout, your joints and especially discs will lose fluid, resulting in a temporary height loss of up to 0.5" - 0.75"! Inversion has been proven to increase intervertebral separation, which reduces the pressure on the discs and helps them to re-hydrate. Decompressed joints are able to recover faster for better shock absorption and reduced pain.

**Inversion Helps Strengthen Ligaments**

Ligaments are fibrous, collagen-filled strips of tissue that hold your bones together. Ligaments are flexible but not very elastic, and can tear when they endure sudden strain or are stretched too far. Mobilization and gentle loading of ligaments can help to increase the collagen content of the tissue, which results in increased ligament strength7. Inverted stretching and exercise provides gentle reverse loading and mobilization of the spine and weight-bearing joints, helping to strengthen the fibrous structure encasing these joints. Strong ligaments and muscles are vital for proper joint support, helping to protect the athlete from injury.

**A Final Thought**

The constant pull of gravity has the single most harmful effect on the joints and spinal discs. Used sensibly, inversion is extremely beneficial, and no more dangerous than many other popular and widely practiced fitness activities. Sometimes there’s an explanation for why inversion works and sometimes there isn’t.

The experience of thousands of people who invert regularly is that it gives them the relief from back pain they’ve been looking for. Just as important, they gain the rejuvenating effects of inversion on the entire body, providing health benefits far beyond the relief of back pain.

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(Footnotes)
WHY TEETER HANG UPS?

You (or your customers) may find yourself asking, “What sets Teeter Hang Ups® apart from the rest of the competition?” Now you have the answers...

- **Market Leader.** Teeter Hang Ups tables have more comfort, quality, and security features than any other inversion tables on the market; from heavy duty triple chrome plated parts to 360 degree welds and stability locks on the pivot and rotational features – there is no other inversion table that can compare.

- **UL Tested.** Every Teeter Hang Ups table has been listed or classified by Underwriters Laboratories, an independent testing facility. We are proud to say that the F-series Inversion Tables are Classified as UL 2601-1, which is intended for Medical Electrical Equipment, part I; General Requirements for Safety in accordance with Underwriters Laboratories, Inc. UL 2601-1 is a very rigorous specification that tests a unit in its extreme use positions. At the maximum height settings, the 300 lbs (136 kgs) rated load is tested at the fully inverted position with a 400% safety factor. Additionally, the Power II Inversion Table is UL Listed 1647, the standard for motor-operated exercise machines.

- **Unsurpassed Quality.** Although we are proud of our testing with UL, they offer no test that adequately evaluates inversion tables. UL-2601 is a spec for medical equipment, and the most rigorous available, but it does not test for the unique loads placed on inversion tables. We took the testing one step further and hired an independent, state-licensed Professional Engineering group to evaluate our table along with six leading competitive tables. Across all levels of evaluation, Teeter Hang Ups met or exceeded the competitors in durability, quality and function. Refer to the section titled “Quality Testing” to learn more about the eye-opening results.

- **Commitment to Excellence.** We have an ongoing contract with a quality assurance-engineering firm that inspects every Teeter Hang Ups shipment for top quality. This firm helps to uphold our strict production standards and can identify potential issues before our products reach the consumer.

- **Continuous Improvement.** We never stop improving upon our products’ design and function. The F-series Inversion Tables, for example, have benefited from over 75 upgrades to increase quality, ease of assembly and user friendliness.

- **20+ Years Experience.** We’ve manufactured Teeter Hang Ups inversion products since 1981, making us the longest continuous supplier of inversion products in the world, and our experience has helped us to make inversion fun, easy and secure.

- **Belief in what we do.** Inversion is the core of our business. The president started this company because inversion offered him relief from extreme and reoccurring back pain. The company knows and believes in inversion. Every member of the staff is qualified and eager to answer any questions about inversion products.

- **5-Year Warranty.** Our commitment to product quality is unparalleled; that’s why we offer a full 5-year product warranty on every component*.

* All Teeter Hang Ups products carry a five-year warranty, with the exception of the Power II™, which carries a two-year warranty, and the accessory products (Gym-Ball, FLEX Clubs™, and Over EZ™ Training Handles), which carry a 90-day warranty. Commercial use voids all warranties.
QUALITY TESTING: Teeter Hang Ups Outperforms Competition in Product Quality Tests

There are no government regulations to effectively control the structural integrity or reliable function of inversion tables. The market is therefore subject to inconsistent or inferior product quality. With no way to quantify claims of safety, this term is commonly used without support; so the question remains, what is safe? In an effort to answer this dilemma, Inversion International, Ltd., manufacturer of the Teeter Hang Ups brand, hired an independent and non-biased engineering firm to compare and test the seven most widely distributed inversion tables.

Two pertinent evaluations were the Static Load Test and the Cycle Test, which examined overall durability and function of the units, the main factors pertaining to safety. While the tables are built to appear aesthetically similar, the Static Test (Chart A) revealed weaknesses in key structural components. The standard for medical equipment is four-times the manufacturer’s maximum rated user weight. Teeter Hang Ups surpassed this requirement by 20%.

The Cycle Test (Chart B), which simulated actual use, revealed deficiencies on the part of many inversion manufactures, one table having catastrophic structural failure after only 288 cycles (approximately 5-months of use)*. The Teeter Hang Ups brand was the only table that continued to cycle without failure, outperforming the next best table by 38,851 cycles, the equivalent of over 50 years of use.

Across all levels of evaluation, Teeter Hang Ups met or exceeded the competitors in durability, quality, and function. Plus, with a five-year warranty and one-quarter the parts required for assembly, Teeter Hang Ups leads the market in providing product excellence and customer support.

* Based on twice-a-day use (once each by a family of two). Tables were cycled using the manufacturers’ maximum user-weight limit, which ranged from 250 lbs to 350 lbs. Considering that most people use their table twice or more a day, and the table is commonly used by multiple family members, the longevity of each table may be significantly reduced.

Report published by Dynamark Engineering in July 2004. For more detailed information on the complete report, contact Inversion International, Ltd.
**Static Load Test**

 Tested to failure at full inversion

- **1440 lbs.** Teeter Hang Ups®
- **756 lbs.** Brand A
- **360 lbs.** Brand B
- **270 lbs.** Brand C
- **1053 lbs.** Brand D
- **1134 lbs.** Brand E
- **1134 lbs.** Brand F

**Chart A**

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**Cycle Test**

Tested at maximum rated capacities

- Teeter Hang Ups® 68+ Years
- Brand A 5 Months
- Brand B 3 Years
- Brand C 3 Years
- Brand D 10 Years
- Brand E 8 Years
- Brand F 15 Years

1 Year = 730 Cycles
2 Person Household

**Chart B**

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**QUALITY TESTING**
**F5000™ Inversion Table**

*Denotes features unique or patented for Teeter Hang Ups equipment.*

**UL Classified 2601-1, medical equipment in a clinical setting***
The inversion table meets a 400% safety factor for a 300 lbs. weight capacity. We are the only company that offers this level of structural integrity for inversion equipment.

**Self-locking hinges***
Secure the table bed to the A-frame for improved security and portability

**Teflon® embedded epoxy-coated roller hinges***
Guarantee smooth rotation with no squeaks for the life of the table; patented cam locks ensure proper assembly

**Heat treated high quality carbon steel***
Used in key structural components for increased strength and durability

**De-rattler knob***
Reduces shaft movement to allow for quiet, shift-free rotation - the only design on the market to structurally engage the main shaft

**Triple-plated chrome main shaft***
Steel wall thickness at least 20% greater than any main shaft on the market. Features embossed height markers in both inches and centimeters for easy adjustment

**Removable nylon mat**
Washable mat with triple-stitched seams removes easily for cleaning

**Durable, injection-coated rubber hand grips***
Feature an embossed guide to the angles of inversion

**Adjustable tether strap**
Allows you to preset the tether strap for worry-free inversion to any angle

**Curved foam ankle clamps**
The unique design allows for greater comfort and security while inverted

**Gravity Boots option**
The only inversion table on the market that can be converted for use with Gravity Boots

**Easily folds for storage**
Can easily be stored in a corner or closet. Folds to 66" x 28" x 14"

**Specifications**

<table>
<thead>
<tr>
<th>Feature</th>
<th>Value</th>
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</thead>
<tbody>
<tr>
<td>Height capacity</td>
<td>4’8” - 6’6” (142 - 198 cm)</td>
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<tr>
<td>Weight capacity</td>
<td>300 lbs (136 kgs)</td>
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<tr>
<td>Assembled dimensions</td>
<td>45 x 28 x 58 (114 x 71 x 147 cm)</td>
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<td>Packaged dimensions</td>
<td>50” x 30” x 5.5” (127 x 70 x 14 cm)</td>
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<td>Packaged weight</td>
<td>65 lbs (29.5 kgs)</td>
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<td>Warranty</td>
<td>5-Year*</td>
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<tr>
<td>Value-added</td>
<td>Instructional Video, Owner’s Manual, 90-page Book*</td>
</tr>
</tbody>
</table>

*U.S. and foreign patents apply. Other foreign patents pending.

*Denotes features unique or patented for Teeter Hang Ups equipment.
**UL Classified 2601-1, medical equipment in a clinical setting**
The inversion table meets a 400% safety factor for a 300 lbs. weight capacity. We are the only company that offers this level of structural integrity for inversion equipment.

**Self-locking hinges**
Secure the table bed to the A-frame for improved security and portability.

**Teflon® embedded epoxy-coated roller hinges**
Guarantee smooth rotation with no squeaks for the life of the table; patented cam locks ensure proper assembly.

**Heat treated high quality carbon steel**
Used in key structural components for increased strength and durability.

**De-rattler knob**
Reduces shaft movement to allow for quiet, shift-free rotation - the only design on the market to structurally engage the main shaft.

**Triple-plated chrome main shaft**
Steel wall thickness at least 20% greater than any main shaft on the market. Features embossed height markers in both inches and centimeters for easy adjustment.

**Durable, injection-coated rubber hand grips**
Feature an embossed guide to the angles of inversion.

**Adjustable tether strap**
Allows you to preset the tether strap for worry-free inversion to any angle.

**Easy-reach handle**
Easy to reach ratchet opens and closes with the push of a button, eliminating the need to reach to the ankles to secure the foot clamps.

**Curved foam ankle clamps**
The unique design allows for greater comfort and security while inverted.

**Corner Feet**
Corner feet increase the A-frame base by 20%, reduce sliding on hard surfaces and protect floors.

**Easily folds for storage**
Can easily be stored in a corner or closet. Folds to 66" x 28" x 14"
FREQUENTLY ASKED QUESTIONS

What is inversion and why should I do it?
The process of inversion counteracts the continual force of gravity that compresses the spine when sitting, standing, or exercising. Inversion is gravity-assisted traction that allows your body weight to create a natural form of spinal traction to relieve back pain, decompress and realign your spine, stretch your back muscles, relieve stress, increase circulation, and achieve functional fitness.

I’m in great shape. Why do I need inversion therapy?
Nearly every physical activity involves some form of compression of the spine. The compressive effect of gravity is compounded by activities such as running, weight lifting, aerobics, and biking. Inversion helps to reduce pain in overworked muscles — the stretching and relaxing of your muscles helps clear the lactic acids and other wastes out of your muscles. The gentle reverse pull and stretch that occurs while you invert helps to strengthen ligaments.

How long should I invert?
This is probably the most commonly asked question about inversion. The answer really varies with different people. The number one rule is: listen to your body. Unlike other workouts, the rule “No Pain, No Gain” does not apply to inversion. For the most part, we recommend beginners to start slowly: invert for a few minutes during the first week or two until you become comfortable, and then work up to longer periods of time as you feel necessary. If you begin to feel at all uncomfortable while inverted, slowly return to the upright position.

Virtually all issues of discomfort that occur with new invertees is due to going too far, too fast. Your body designed to be upside down, but if you are like most people, you are detrained to be inverted. Just listen to your body, increasing the duration of inversion only as you feel comfortable.

To what angle should I invert?
Again, the answer varies with different people and you should listen to your body. Beginners should start at a mild angle (approximately 20-30 degrees beyond horizontal) for the first few weeks until you become comfortable with the operation of the table and are able to completely relax while inverted.

20 - 30 degrees: At this angle, your body begins to experience mild stretching to your muscles and joints, while benefiting from stimulated circulation, improved oxygen flow to the head, and repositioning of internal organs.

60 degrees (parallel with the rear legs of the table): This is the angle to which the average person experiences virtually all the benefits of inversion. Your spine receives the amount of traction it needs to completely decompress (once you are relaxed). Most people don’t really need to go beyond this angle.

90 degrees (full inversion): In full inversion, your body hangs freely to be able to perform inverted exercises and stretching. You never really need to go to full inversion if you are not comfortable with it.

Intermittent traction / Oscillation: Intermittent traction (alternating 20-30 seconds inversion with returning upright) or oscillation (rhythmic rocking back and forth) are
actually the “preferred” methods of inversion, recommended by many doctors, for stimulating circulation and waste removal in and around injured discs.

**What exercises do you recommend while inverted?**

*Partial inversion.* Gentle stretching can be performed while partially inverted by crossing one arm over your body, gripping the opposite side of the table frame, and rotating up on one shoulder for a stretch. You can also arch the torso from side to side to loosen muscles and to help the mid- and lower spine to stretch. Similarly, stress in the neck can be relieved by gently rotating the head to either side, plus lifting the head (do not sit up, only lift the head) or pushing back against the nylon cover while lifting the shoulders off the cover for a stretch in extension.

*Full inversion.* Only perform these exercises when you are comfortable with being fully inverted. Do not overdue it - as with any exercise to which your body is unaccustomed, you may experience sore muscles if you do too much too fast.

*Inverted crunches.* Place your hands on your chest or behind your head and curl your torso upward toward your knees.

*Full sit-ups.* This is the only way to perform a full sit-up that will not add loads to your back. Place your hands behind your head or on your chest. Sit up all the way to your knees. You may need to place your hands behind your knees to help pull yourself up to a full sit up. Some people claim that 1 full inverted sit-up is as difficult as 10 regular sit-ups (without the strain on your back!)

*Inverted squats.* You may want to steady yourself by placing each hand on the rear legs of the A-frame. Bending your knees, lift your entire body toward the sky. This action is similar to a standing squat, except that you are utilizing your leg muscles to pull your body weight up instead of resisting your body weight.

*Rotational stretching.* You can use the A-frame to aid with stretching. Reach with one arm to the opposite side of the structure and pull, rotating your torso to one side. Do the same with the opposite arm.

*Back extensions.* Reach your hands over each shoulder and grab onto the bed frame. Push your body out away from the bed, arching your back out. (Do not use the rear legs of the A-frame for extensions, as that may place your body weight outside the safe support area of the A-frame).

*Added traction.* Reach your hands forward and grab onto the crossbar of the A-frame. Pull gently to feel added traction to your lower back.

THE MOST IMPORTANT THING TO REMEMBER IS NOT TO OVERDO IT. INVERSION IS NOT A “NO PAIN, NO GAIN” SITUATION. AS SOON AS YOU FEEL LIKE YOU HAVE HAD ENOUGH, STOP!

**Does inversion cause stroke?**

In the 30+ years that inversion therapy has been used by the general population there has not been one single reported case of stroke or cardiovascular incident related to inversion. “The risk of stroke appears to be exaggerated. One may be at greater risk of a stroke during strenuous weight training or severe anxiety in the upright posture.” (Goldman, R. et al., The Physician and Sports Medicine. Mar 85). As always, however, individuals with high blood pressure should check with their physician.

**Is the inverting detrimental if you should have heart disease or high blood pressure?**

These conditions are contraindications for inversion and you should check with a licensed physician prior to inverting.
However, this does not mean that you will not be able to invert. Inversion can cause a state of relaxation that results in a drop in heart rate and BP (sometimes even lower than at a resting state). Some doctors have used inversion as a treatment for high BP.

**Why do I feel so much pressure in my head - is it normal to turn red?**
This is very normal and is actually good for you, indicating increased blood flow to the brain, eyes, skin and hair. One preliminary study showed that the brain runs 7% faster and 14% more accurate while inverted! The feeling of pressure usually lessens over time as you become accustomed to inverting.

If you are a beginner and are uncomfortable with this feeling, it is OK to come up and rest a while. This is referred to as “intermittent” traction (alternating inversion with being upright) and is a good way to help get used to the inverted world. You can also try “oscillation” which is a rhythmic rocking back and forth.

**My back aches a little when I return upright from inverting. Is this normal?**
There could be several causes for this.

You did too much too soon: If you are new to inversion, your body is not used to being inverted. By inverting too much too soon, you are probably going to be a little sore. You can liken inversion to beginning any new exercise program. If you overdo it on the first day, you will probably pay for it later!

You returned upright too fast: When inverted, your vertebrae have a chance to separate and the discs can decompress. This action reduces pressure on the nerves that run through your spinal column. When you return upright, your spine “re-compresses” - the vertebrae return to their normal position and the pressure on the discs increases again. If you come up from inversion too fast, you might place sudden pressure on the nerves that run through the spine, which can cause some pain. Instead, you should invert to a mild angle (30-40 degrees) for a just few minutes. Come back up only to the horizontal position (lying flat). Remain horizontal for several minutes to allow your spine to slowly re-compress. Then slowly come up the rest of the way.

Always keep in mind that if you experience extreme pain, or if you always experience pain while inverting, you should discontinue inversion until you have had a chance to talk with your doctor.

**Will inversion help my lower back / upper back / neck region?**
Inversion is a natural form of gravity-assisted traction. This means that the amount of traction applied to various locations of the body is exactly the right amount! Every vertebra and related disc is just the right size to support the weight above it. The large discs in the lower back are the right size to support the 60% body weight that is above them. The small discs in the neck are just the right size to support the weight of the head. When inverted, the weight normally supported is just the right weight to apply traction. Gentle stretching and exercise is beneficial to help decompress and mobilize the spine:

**Lower back** - You may perform gentle stretching exercises to help move the muscles and connective tissues in the lower back area. In partial inversion, try rotating gently from side-to-side, or slowly rocking your pelvis forward and backward.
If you have worked up to full inversion, abdominal exercises (sit-ups, crunches) can be beneficial to the lower back, since strong abdominal muscles are key for proper posture. On the inversion tables, you can try a gentle back extension by placing your hands behind your head on the bed frame and pushing your body in an arch away from the table.

*Upper back* - Many people experience upper back pain as a result of stress and muscle tension. The key to relieving this pain is to totally relax while inverting. Try deep breathing exercises. Also, partner work can be beneficial—nothing is more relaxing than an inverted back and shoulder massage! Movement is also very beneficial. Try rounding your shoulders forward and pushing them back. Also, stretch one arm at a time across your torso to extend those upper back muscles.

*Neck* - Again, movement can be beneficial. Try rotating your head from one side to the other. Partner massages to the base of the head and back of the neck are very relaxing (do not apply pressure to the front of the neck). You can also add gentle inverted traction to your neck by resting your arms behind your head at the base of your skull (don’t pull, just add the weight of your arms).

**Will inversion therapy help with a bulged disc?**
When inverted, the natural pull of gravity allows a separation of your vertebrae, which lessens the pressure on the discs in between each vertebrae. The action of increasing the space margins between the vertebrae can actually create a mild suction in the disc, which may help to encourage the tissue to return to its proper place. The main benefits are realized by increased circulation and waste elimination to injured discs. In the opinion of many medical professionals, several sessions of intermittent traction are the best way to help the body dissolve a bulged disc.

The length of healing time will vary with different people. However, it has been our experience that you should hang three or more times every day for short sessions at an angle most comfortable for you. Do not overdo it—this is not a “no pain, no gain situation.” If you have a medical question, it is best that you speak to your physician prior to inverting.

**Will inversion help with headaches or migraines?**
Some people have found that inverting on a regular basis can actually help reduce the frequency of migraine occurrences. However, we do not have any medical studies to specifically back this claim. It is not advisable to invert if you are in the middle of experiencing a migraine, as it could potentially worsen your headache.

**Can inversion help children with scoliosis? Does age matter?**
Our medical advisor prefers to get patients involved with inversion as early as possible. Using inversion to help slow or reverse the effects of scoliosis is helpful at any age, but especially before the bones fully harden at ages 12-14. The size of the equipment may be an issue, so younger children will need an attendant.

There are many causes of scoliosis. Some causes may be problematic for inversion (bone infection, cancer, compression fracture). Most scoliosis in children is related to bone anomalies or calcification disorders, both of which do well with inversion. Of course, if you have any doubt, you should always consult with a licensed physician.
Are there any medical studies to support the claims about inversion?
Yes, we have medical studies researching a variety of topics such as: inversion helping patients with herniated discs, sciatica, and spondylolisthesis return back to work; inversion compared to mechanical traction; inversion helping to increase spinal range of motion and reduce EMG activity (an indicator of muscle pain); and many more topics. For a summary or the actual studies, please call 1.242.362.1001 or visit www.InversionInternational.com.

My ankles hurt when using the table - is this normal?
First of all, you should always wear lace-up shoes when using the inversion table. Try rotating the top of the rear ankle clamps in towards your calf (see owner’s manual) or adjusting the foot platform. You may want to consider the optional upgrade of the Conversion Kit and Gravity Boots. Gravity Boots take some of the pressure off the top of your foot and provide more support for your ankles.

Will my insurance company pay for an inversion table?
Some companies may cover the equipment if prescribed by your physician, others will not. You will need to contact your insurance provider to learn about the specifics of your coverage. If you need product or medical information to send to the insurance company, we will be happy to send it to you.

What is the warranty?
All Teeter Hang Ups® products carry a five-year warranty, with the exception of the Power II™, which carries a two-year warranty, and the accessory products (Gym-Ball, FLEX Clubs™, and Over EZ™ Training Handles), which carry a 90-day warranty. Commercial use voids all warranties.

Who should I call if I have a question?
Please feel free to call Teeter Ltd. at +44.20.8667.0060 or email at mail@TeeterLtd.com for additional information.
TESTIMONIALS

It is such an honor and a pleasure to let others know that your product can change lives. I have bought a treadmill since I last communicated with you, and I am “walking” a half-mile on it everyday. I never would have had been able to make such a decision if I hadn’t first bought your inversion table. When I first started out on the treadmill, I walked for only 10 minutes, then worked up to 15, then 20, etc. My next goal is to walk 3/4 of a mile, then go for a mile! I have been too much the “couch potato” during the years that I was fighting breast cancer, so I knew that I needed to start out slow and work up to whatever goals I set. Besides being able to walk a 1/2 mile on my treadmill, I am now able to take my precious German Shepherd Dog for her walks, which she dearly loves. I am now on the way to losing the extra weight that I gained, from not being able to be on my feet for no longer than 10 or 15 minutes, due to horrific pain. The inversion table helps to control the low back pain that had robbed me of my life. I meant it when I said that the first time on the inversion table, felt like heaven! Tears came to my eyes, as I felt the muscles, ligaments, etc. just kind of “give up” and relax. It felt so wonderful. I invert 2-3 times a day. I don’t ever want to have the pain that I was experiencing before I got the table. Thank you so much for bringing such a hope-giving product to folks like me!!!!
- M.E. Richter, Tuscola, TX

I looked around at all the various brands and talked to several people who owned them. After selecting what I thought were the top three tables, I went to look at the quality of each one to determine the best. It has always been my experience that purchasing the best quality will ensure long and happy use of a product, so I wanted to make sure I was buying the best. You may spend a bit more, but it is well worth it in the long run. When I compared the three tables, there was absolutely no doubt in my mind as to which I was going to buy; the Hang Ups. The other brands were not only of lesser quality, but at 6’1” and 210 pounds, I did not feel comfortable with their durability or sturdiness. The Hang Ups is a very solid and well-constructed piece of equipment that is easy to use. It also withstands the abuse my 25-year-old athletic son gives it when doing exercises. With the daily dose of glucosamine and using my inversion table, I have gone totally pain-free for the last three years. I could not be happier with my Hang Ups table and give it my highest recommendation over everything else on the market.
- C. Peterson, Ashburn, VA

The idea of elevating aching feet is not a novel one to me, but with the inversion table it takes on a whole new meaning; I can LITERALLY feel the pains and aches melting away. The inverted position relieves stress from my “compressed” joints and back and improves circulation in my feet (they used to be cold all the time - a classic sign of poor circulation). The first time I used it was the first time in a LONG time that I had a full night sleep, after stretching myself for just a half an hour on the inversion table. I woke up rested and I had NO stiff muscles or joints. Heck, I didn’t even need coffee and aspirin that morning!!! In closing, I think the inversion table is a health savior. I strongly urge everyone to buy one.

For even more testimonials about Teeter Hang Ups products, refer to http://www.teeterhangups.com/testimonials/index.html
Check back regularly for updates and the Testimonial of the Month!
Just to let you know that I am a proud owner of the Inversion Table since Aug. 1998. I must say it is a great machine, very professionally built. I truly believe that it has helped me with not only stretching my spine but also helps me maintain its alignment. I make the time to use it on a regular basis, in my busy work schedule even if it is only for a few minutes. I feel especially great after the inversion when the blood circulates much more easily throughout the body, including the head. My wife has also learned to appreciate this machine. We both will hang on to this machine for as long as we can. It makes a great conversation piece, when our friends and neighbors see it. Congratulations!
- Tony, Ottawa, Ont.

I have been “pain free” since the F5000 arrived...my wife says I’m easier to get along with and I have noticed a more laid back and “stress less” daily routine. I’ve even resumed work outs at the gym 3 days a week...something I’d given up in the face of the back pain...
- R. Foster, Elgin, SC

I’m 47 and have had MS for 25 years. Since I was 30 my back has given me pain intermittently, which was put down to age and having MS. At 40 my hips began “twanging” painfully whilst walking... I had X-rays taken which revealed curvature of the spine; osteoarthritis in hips and spine; and displaced discs.

Quite by chance I was watching the [television] when you demonstrated the table. As I knew stretching the spine is beneficial, I thought I would give it a try, and thank goodness I did. The first few sessions I didn’t fully invert but there was a vast improvement in the pain, and next time I took my dogs for a walk, I was upright for the first time in ages. After the full inversion, daily for a few weeks, my back was totally cured (my view). I would estimate that most joints, shoulder, neck, knees and spine have improved 100% and my hips 70%. I tell everyone about the table. The INVERSION TABLE is the best purchase I ever made, and such an improvement to my life cannot be measured in financial terms, it is priceless. I am so enamored of your product I would like you to use all or part of this letter to promote the wonderful inversion table. Thanks for giving me my life back.
Joanne Hall, Theddlethorpe, UK

I have been suffering with back pain for about 30 years. I have 2 herniated disc in my lower back. It took me about 2 weeks to get used to inversion. I noticed after about a month, not only a far greater range of motion but also a loosening of my back which had become very rigid. I am very pleased with the quality of the table. I wish I got this years ago, it might have saved me from a lot of pain. I did some research and I could have a less expensive Table. I am really glad I did not. The quality and the design make the table a real value. When I am hanging upside down, I know I am safe... I was also impressed with the intelligence behind this product. It is really well thought out. All the instructions have very good reasons behind them. I think this your experience and dedication that comes out. Thank you for a wonderful product.
K. Casey, Jackson Heights, NY

First I am highly impressed by the excellent mechanical engineering that is evident in the design of the F5000. Next, I LOVE using this product: it’s fun, it feels GREAT, and I can tell my body is benefiting from using it each time. I am a 44 year old male, 150 lbs, very active and fit (high altitude marathon runner, bicyclist, mountain climber and weight-lifter). I had lower back surgery in 1985 and generally live a normal life without back pain (providing I lift properly). Each day I can feel the stresses of life on my back. The F5000 makes me feel SO MUCH BETTER, whether I hang/exercise fully inverted or just relax at 45 degrees. Thank you for delivering such a wonderful, super-well engineered product. We LOVE it.
T. Edwards, Woodland Park, CO