

**MISE EN SITUATION**

**ELEMAX: ergonomic massage chair for home and work**



**£.249**

**Cooling, Heat & Massage Chair**

- Body temperature regulation and massage for enhanced comfort and health
  - Dual fans providing active cooling air flow
  - 4 Combinations of Massage
  - Therapeutic Heating Technology
  - Dynamic Variable Lumbar (DVL) <sup>TM</sup> support
  - 10 Ergonomic Features
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**Battery Power**

Use the X-HMT® Massage Chair while on Battery Power or Charging

**Charge from your laptop or computer**

The X-HMT® comes with a USB charging cord making this the most versatile massage chair out there. Easily charge your X-HMT® massage chair through your computer or device and let it work for you during your day.

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**Situation:**

You work as a sales advisor for Argos. You meet a potential customer who is interested in buying an ergonomic chair. He/ she tells you he spends a good deal of time working from home, sitting at his/her desk, and choosing the right office chair is essential for him/her.

Try to satisfy his/her needs. You can focus on:

- the price
- the assets of the product
- the benefits for his/her health