

[Pdf free] MATTRESS BUYING 101: How To Save Time, Money, and Reduce the Stress of Mattress Shopping

MATTRESS BUYING 101: How To Save Time, Money, and Reduce the Stress of Mattress Shopping

Donnie Masters

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Donnie Masters : MATTRESS BUYING 101: How To Save Time, Money, and Reduce the Stress of Mattress Shopping before purchasing it in order to gauge whether or not it would be worth my time, and all praised MATTRESS BUYING 101: How To Save Time, Money, and Reduce the Stress of Mattress Shopping:

3 of 3 people found the following review helpful. Sleep well knowing you are prepared for that stressful mattress

purchasing experience? By Phil (not) in Magnolia As it happens, I'm expecting to be purchasing a new mattress sometime within the next year or so. I look forward to that process about as much as I look forward to driving into a car dealership and finding myself immediately swarmed by salesmen, anxious to make a sale despite the fact that they turn out to know less about the cars they are trying to sell than I do (most of the time, anyway). The author brings his experience from several years working as a salesman and then manager of one of the large mattress chain stores, and I believe that his intention is sincere to provide some guidance to people who are planning to go out and purchase a new mattress for their own use. One thing I learned from the book is that it seems that the industry is moving away from the traditional separate mattress and box spring design, to one with a 'foundation' support for the mattress. I was not aware of that, which shows that in the nearly 20 years since I purchased my last mattress, a few things have changed. (And it seems like my 20 year interval is far beyond what is typically recommended. He mentions replacing mattresses every 10 years, and mattress websites that I've looked at recommend even more frequent replacements, as you might expect). The book begins with an explanation of the four types of mattresses currently being sold - traditional coil, all foam, hybrid and air mattresses. He doesn't cover water beds or futons, which is fine since I wouldn't be considering either of those myself. For the coil type mattresses, he also briefly explains the differences between coils - Bonnell coil, Marshall coil, offset coil, and continuous coil. That was useful although I'm wondering, once I go into a mattress store, is the salesman even going to know whether the mattress being shown to me is built using a Bonnell coil or a Marshall, or an offset or continuous? I guess I'll find out. One recommendation he makes is to spend some time in the store and lay down on the mattresses that you are considering, spending at least 5-7 minutes on each one. That makes sense but I have to admit that I've always felt uncomfortable in doing that in a store environment, and I also am uncertain whether or not I could clearly tell which mattresses feel best to me when experiencing them in a store. It's something I'll have to try, at least, when the time comes to buy a new mattress. There is one key thing that I did not find in this book, that I was particularly looking for. My experience in shopping for mattresses in the past is that they are given such a wide variety of names, descriptions, and specifications, that it is impossible to be confident when going from store to store that I could compare apples-to-apples. Are all of the variations really meaningful, do they make a difference in comfort or quality of rest? I'm still unclear on that point. And the author of this book doesn't necessarily discourage someone from spending a couple of thousand dollars on a mattress, or even more for the heavily promoted Tempurpedic which apparently is never discounted (and can sell for as much as, egad, six or seven thousand dollars!), even while Consumer Reports and others will advise that mattresses as inexpensive as \$500 or so are very recommendable. And the most expensive mattress sold by Ikea is \$1200, with the great majority of their choices well under a thousand dollars, which again reinforces my impression that these high priced choices are simply masterpieces of image and marketing and don't really offer anything more than their more plebeian cousins. Hotel chains are even offering their own mattress products - check out Marriott, for one example. The whole thing is frustrating and I'll give this book credit for making a sincere effort to provide some help in clearing the way through the fog. Still, the mattress industry seems to be heavily invested in making the decision as muddled as possible, enabling them to steer you towards the higher price and higher profit models. We spend years of our lives sleeping, after all, so don't we want to invest in making sure that those many many hours are spent in the greatest comfort possible? 0 of 0 people found the following review helpful. Everyone needs a mattress at some point. By FORMER Kindle Customer You might as well take a few minutes to read up on some of the important and helpful information provided in this book. It is easy to read and understand, but more importantly, it differentiates between construction methods and between personal comfort needs, while exposing sales and promotional gimmicks to recognize and avoid. It is worth reading even if not buying mattresses, as the techniques apply to most retail operations, including online sites. 1 of 1 people found the following review helpful. Mattress Buying 101 packed with information By Arthur D Matthews The Author takes his readers step by step through the mattress buying process. My 5 Star rating is because of attention to detail and subject knowledge. I did not realize there was so much to know about buying a bed. One can add this book to your library, when comes time to purchase your bed, this book has all your questions and answers.

Other than purchasing a car or house, your mattress is one of the biggest financial decisions you will make in your life. Go behind the scenes with a mattress insider and learn how to negotiate a mattress sale from beginning to end. The techniques taught in this book can save you hundreds of dollars on your next mattress purchase. Learn how to avoid exchange or re-stocking fees. Educate yourself on how to pick out the best mattress for your budget. Most importantly, remove all the smoke and mirrors of the sales floor and understand what is happening behind the scenes of your transaction.