



HME CASH SALES DISPLAYS



Pain Management Facts



Pain as a Public Health Challenge Findings

Affects at Least
100 MILLION
American Adults*

*Does not include pain in children or people in long-term care facilities, the military, or prison

Costs Society
\$560 - \$635
BILLION
Annually

Federal & State
Costs Almost
\$100 BILLION
Annually

REDUCES
Quality of Life

Source: Institute of Medicine of the National Academies: https://iprcc.nih.gov/sites/default/files/IOM_Pain_Report_508C.pdf

Why You Need Options!

*An Epidemic
That's Spiraling
Out of Control*

130+

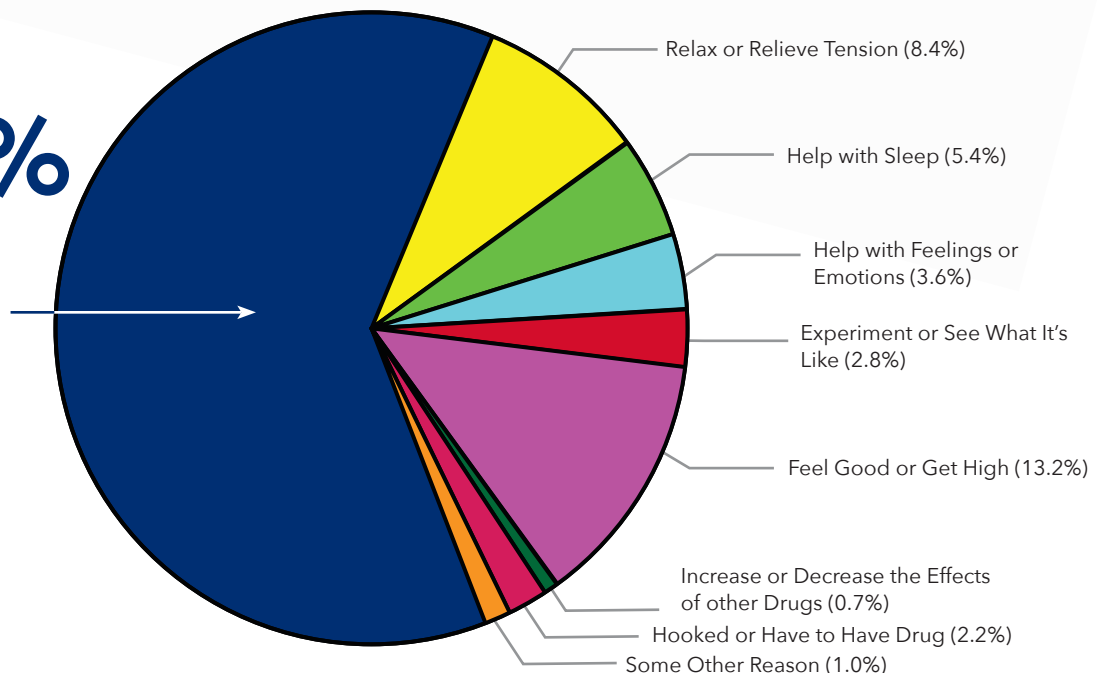
People died every day
from opioid-related drug
overdoses³ (estimated)

**11.4
MILLION**

People misused
prescription
opioids¹

Main Reason for the Most Recent Prescription Pain Reliever Misuse among People Aged 12 or Older who Misused Prescription Pain Relievers in the Past Year: Percentages, 2017

62.6%
Did so to
Relieve
Physical
Pain!



Source: Key Substance Use and Mental Health Indicators in the United States:
Results from the 2017 National Survey on Drug Use and Health,
2017 National Survey on Drug Use and Health, Mortality in the United States, 2016
NCHS Data Brief No. 293, December 2017
NCHS, National Vital Statistics System. Estimates for 2017 and 2018 are based on provisional data.

CONSUMERS ARE SEEKING ALTERNATIVE PAIN RELIEF

Increasing interest in **NON-PHARMACEUTICAL** pain relief solutions

Awareness of the current **OPIOID CRISIS** starting with addictive prescription pain killers

Non-Prescription Internal Pain Relievers (NSAIDS) bring their own **SIDE EFFECTS** including ulcers, kidney and liver failure

Topical pain relievers can be **STICKY, SMELLY** and **UNPLEASANT** to use with limited effectiveness

Internal pain killers can only be used, at most, **EVERY FEW HOURS**



A NATURAL PAIN RELIEF product that can be used indefinitely without the problems associated with prolonged use of some pain medications

COUNTER-IRRITANTS

A product that provides a different sensation, so the brain does not sense pain. It's the easiest way to understand the gate control theory and why the products we will discuss today are common solutions in the market place.



Common Pain Facts

In recent survey of TENS users, we found the following responses related to common pain your customers may feel.



Ailments	Body Areas	Pain Relief Habits
Sore Muscles	Lower Back	Cold Pack
Common Headache	Head	Internal Analgesic
Bruise/Abrasion	Shoulders	Electrical Heating Pad
Chronic Pain	Neck	Topical Creams
Due To Past Injury	Knee	Moist Heat Pad
		Tens Device

AccuRelief TENS Devices

COMPASSHEALTH

AccuRelief™

SAFER, DRUG-FREE PAIN RELIEF SOLUTIONS



Meet **AccuRelief™**, a complete family of FDA approved over-the-counter pain relieving devices that specifically target pain.

TENS therapy has been prescribed by doctors, chiropractors and physical therapists for over 30 years and has been clinically proven to be safe and effective for pain relief. TENS therapy is non-addictive, non-sedative, and can be used indefinitely without the problems associated with prolonged use of some medications.

Start offering our full line-up of drug-free TENS pain relief today!

EARN
\$3,300/YR.*
GROSS MARGIN
DOLLARS

That's Over
50%
Retail Gross
Margin!

OR

EARN UP TO
\$761*
ANNUAL REVENUE
PER SQUARE FOOT



ACRL-2001



ACRL-3001



ACRL-9001



ACRL-9100



ACRL-5500

ITEM #	DESCRIPTION	Retail Value	Your Price**
ACRL-2001	Single Channel Tens Unit	\$39.99	\$32.30
ACRL-3001	Dual Channel Tens Unit	\$49.99	\$30.73
ACRL-9001	Remote Control Wireless Tens Unit	\$89.99	\$53.73
ACRL-9100	Wireless Tens with Phone App	\$69.99	\$49.12
ACRL-5500	Ultimate Foot Circulator	\$249.99	\$168.32
ACRL-0021	Refill packs of electrodes 4 sets of 2 reusable electrode pads and one lead wire	\$12.99	\$6.55
ACRL-0031	Refill packs of electrodes 8 sets of 2 reusable electrode pads and 2 lead wires	\$19.99	\$10.90

*Turning just one of each of the devices per month plus each of the resupply products at 1 per 2 months at 51% retail gross margin MSRP will provide you with \$3,361.20 of gross margin dollars per year. Individual results may vary.

** Individual pricing may vary.

TO ORDER: PHONE 800.376.7263 | FAX 440.572.4261 | COMPASSHEALTHBRANDS.COM

How Much You Could Be Making!

GOOD

AccuRelief™ Single Channel			
ACRL-2001	<ul style="list-style-type: none">• 6 therapy programs to target pain in specific body areas• 25 levels of adjustable intensity• 30-minute treatment session• Not made with natural rubber latex• Replenish with ACRL-0021 or ACRL-0031	UPC 023601220011	
		Product Dims 4.52" x 1.89"	
		Retail Specs 7.09"h x 3.78"w x 1.81"d	
AccuRelief™ Dual Channel			
ACRL-3001	<ul style="list-style-type: none">• Surround your pain with 2 electrodes and 1 lead wire or 4 electrodes and 2 lead wires• 12 programs – 6 pre-set programs that correspond to selected body parts and 6 additional therapy programs for tailored treatment• 25 levels of adjustable intensity• 30-minute treatment session• Replenish with ACRL-0021 or ACRL-0031	UPC 023601230010	
		Product Dims 4.61" x 2.36"	
		Retail Specs 7.09"h x 3.78"w x 1.81"d	
AccuRelief™ Wireless TENS			
ACRL-9001	<ul style="list-style-type: none">• One pre-set program with three therapeutic phases• 30-minute treatment sessions• 25 levels of adjustable intensity• Includes storage pouch	UPC 023601290014	
		Retail Carton Dims 8.00" x 5.00 x 1.75"	
		Product Dims 4.1" x 2.2" x .7"	
AccuRelief™ Wireless 3-in-1			
ACRL-9100	<ul style="list-style-type: none">• 14 Pre-set programs• 60 levels of adjustable intensity• 12 treatment zones including back, knee, neck and shoulders• Bluetooth connectivity• USB charging cable for wireless unit	UPC 023601291004	
		Product Dims 4.53" x 2.09"	
		Retail Specs 7.50"h x 3.78"w x 2.50"d	
AccuRelief™ Ultimate Foot Circulator			
ACRL-5500	<ul style="list-style-type: none">• Three channel stimulator (One channel for foot and two channels for body stimulation)• Includes power supply but can also be used with batteries (not included).• Functions controlled by device panel or remote control• Three LCD screens to display:<ul style="list-style-type: none">- Treatment time- Body Stimulation Intensity- Foot Stimulation Intensity	UPC 023601255006	
		Product Dims 15.75" h x 15" w x 4" d	
		Retail Specs 17.5" h x 16.50" w x 5" d	

BETTER

BEST

COMPASSHEALTH
Improving Lives

TO ORDER: PHONE 800.376.7263 | FAX 440.572.4261 | COMPASSHEALTHBRANDS.COM



**Snap
Electrodes
Means Repeat
Business
For You!**

Bottom Replacement

Electrode Differences



ACRL-0021 & ACRL-0031

- Use for ACRL- 2001 and 3001 replenishment
- Snap electrodes make it easier to attach and detach from the lead wire connection
- Each pad reusable up to 30 times
- Electrode placement guide
- ACRL-0021 Includes: 4 sets of 2 reusable electrode pads and one lead wire
- ACRL-0031 Includes: 8 sets of 2 reusable electrode pads and 2 lead wires

Easily Educate Your Customers



What is TENS

Transcutaneous Electrical Nerve Stimulation (also known as TENS or electrotherapy) is a form of electrical stimulation with surface electrodes to help reduce pain perception.

Benefits of TENS

TENS is noninvasive, non-addictive, drug free treatment alternative (no messy creams, no odor, no pills, no shots).

TENS devices also increase the production of endorphins.

What does TENS do?

TENS devices work to block the nerve pathway from transmitting pain signals from the pain site to the brain. TENS helps send comfortable pulses through the skin to stimulate the nerve, greatly reducing or eliminating the sensation of pain.

Why use TENS?

- Helps to treat the pain impairment and can interrupt the pain cycle and allow rehabilitation efforts to progress faster.
- Helps to boost endorphins levels, producing our body's own natural pain killer.
- Assists to restore normal activity levels by decreasing pain perception.
- Increased circulation and healing.
- Help to increase range of motion and function.
- Can be used indefinitely without the problems associated with prolonged use of some pain medications.
- Decrease use of addicting pain relievers or other analgesic drugs.
- Easy-to-use units with three simple steps: place on pain area, turn on, adjust intensity.

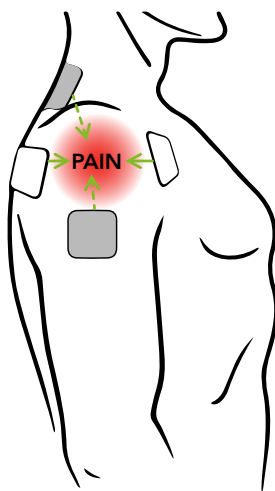


Utilize our free customizable sell sheets that will educate your customer on why they would want a TENS unit as well as provide brief product offering and your contact information.

Does TENS really Work?

TENS has been prescribed by doctors, chiropractors and physical therapists for over 30 years and is clinically proven to be safe and effective.

TENS is a simple drug-free pain relief solution for arthritic, muscular, joint back and much more.



INTERRUPT THE
PAIN SIGNAL AT
ITS SOURCE WITH
ACCURELIEF™

AccuRelief offers a family of devices that are FDA approved and available over-the-counter for pain relief associated with neck, back, shoulder, elbow, hand, waist, hip/thigh, knee, calf, ankle, and foot.

AccuRelief is from the makers of professional and prescription grade TENS units drawing on over 25 years of years of experience.

Below are some of the best selling AccuRelief products. Contact us at:

Customize with
Your Logo

Your Contact Info

Your Contact Info



Universal
Supply Kit



Dual Channel
TENS



Wireless Pain Relief Device
w/Remote & Mobile App



Wireless TENS

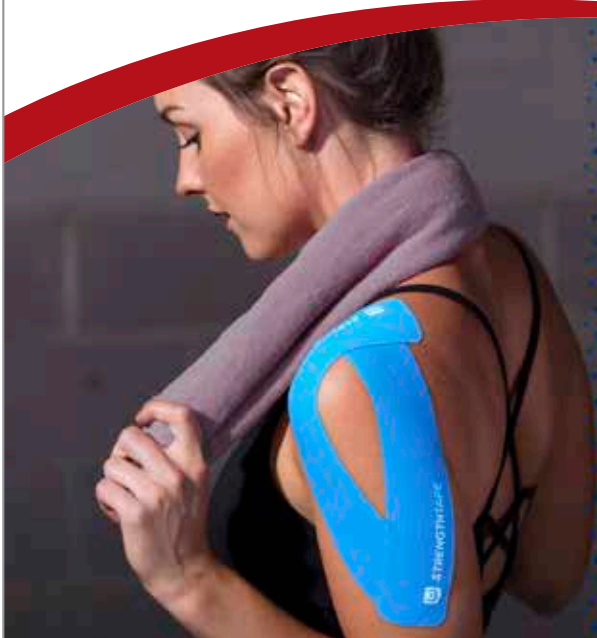


Pain Management

Our Pain Management Display options give you the ability to increase and improve that cash flow!

COMPASSHEALTH

PAIN MANAGEMENT SOLUTIONS



Provide Pain Management Relief to any customer with our simple, turn-key, cash sales displays and increase your cash sales business today!

EARN
\$4,000/YR.*
GROSS MARGIN
DOLLARS

That's Over
50%
Retail Gross
Margin!

OR

EARN UP TO
\$743*
ANNUAL REVENUE
PER SQUARE FOOT

- Stress is a leading source of pain for 4/10 adults.
- Wraps and pads have the strongest perception of being easy to use with long-lasting relief.
- Consumers are looking for natural solutions to relax and relieve pain due to the uprising trend of overall health and wellness.



HOT/COLD MIXED DISPLAY

Includes Hot and Cold product technologies to suit any need.

Product #: BBF9900-18

Retail Value: \$218.82



KINESIOLOGY TAPE DISPLAY

Featuring the most popular placement kits.

Product #: POP-ST-KITS-5

Retail Value: \$208.50



CAREX HOME SEASONAL DISPLAY

Fragranced with essential oils, ideal for relaxation.

Product #: BBF9820-09

Retail Value: \$117.90

*Turning just one of each of these displays per month at 60% retail gross margin MSRP will provide you with \$3,921.12 of gross margin dollars per year. Individual results may vary.

TO ORDER: PHONE 800.376.7263 | FAX 440.572.4261 | COMPASSHEALTHBRANDS.COM

Display Solutions

We offer a variety of low risk options at various price points in pain management solutions.



The Hot/Cold Mixed display includes a variety of Bed Buddy and TheraMed hot and cold product technologies to suit any individual's needs. This includes clay, gel beads, gel packs and moist heat.



BBF1998-12
(3) Bed Buddy
Hot/Cold Pack



TMF60007
(7) Thera-Med IcyCold
Gel Bead Sports Pack



TMF60000
(4) Thera-Med Ice Gel
Cryo (Med)



TPF5201LP
(4) 6" x 12" Hot/Cold Wrap

Product #	BBF9900-18
Retail Value	\$218.82
Your Price*	\$116.22
UPC	632615099003
Retail Carton Dims	12"h x 26.5"w x 12.75"d
Product Weight	31 lbs.

*Individual pricing may vary.



StrengthTape™ is perfect for everyone from hard charging athletes to weekend warriors. Featuring our exclusive AllSport™ adhesive, StrengthTape™ can be worn for up to 5 days in nearly any condition, including water. Each body part kit comes with 6 pre-cut strips of StrengthTape™.



6300-AF
Ankle/Foot
Kit



6300-BN
Back/Neck Kit



6300-KN
Knee Kit



6300-MUS
Calf Kit



6300-SHLDR
Shoulder Kit

Product #	POP-ST-KITS-5
Retail Value	\$208.50
Your Price*	\$67.50
UPC	749836860012
Retail Carton Dims	27"h x 6"w x 14"d
Product Weight	7 lbs.

*Individual pricing may vary.



Carex Home products are fragranced with essential oils and natural herbs to help you relax sore joints, restore tired muscles and revitalize your senses with the scent of natural lavender. Simply microwave for soothing moist heat or chill for a cooling compress.



(3) Lavender Relaxation
Comfort Masks



(3) Lavender Rose
Comfort Wraps



(3) Lavender
Comfort Wraps

(wraps are not sold individually, only in the kit)

Product #	BBF9820-09
Retail Value	\$117.90
Your Price*	\$45.89
UPC	632615098204
Retail Carton Dims	9.5"h x 13.5"w x 7.5"d
Product Weight	18 lbs.

*Individual pricing may vary.

Easily Educate Your Customers



STRENGTHTAPE®



HOW IT WORKS

When a muscle is inflamed, swollen, or stiff, the space between the muscle and skin is compressed creating pain and reducing blood flow.

Kinesiology tape lifts the skin creating additional space between the muscle and skin which reduces pain, increases blood flow and allows for lymphatic fluid movement.

IT STICKS! All Sport Adhesive - 20% more adhesive than competitors even in the toughest conditions like rain, sweat or mud

Mimics human skin (thickness & elasticity)

10% more elasticity means better function

Up to 5 days use, even in water

100% heat-activated acrylic (rubbing during application)

Hypoallergenic

Get Application Instructions at www.strengthtape.com

SEE IT IN ACTION!

Check out our YouTube channel with over 60 videos ranging from instruction to use in the field!

<https://www.youtube.com> • Use Keyword Search "strengthtape"



Utilize our free, customizable sell sheet that will educate your customer on how kinesiology tape work and the different types of Hot/Cold items work best for certain ailments.



Bed Buddy products are ideal for Chronic Pain as Moist Heat provides deep-penetrating, soothing relief and promotes relaxation.

Bed Buddy® products are filled with 100% natural grain sand. Include Moist Heat Thermatherapy items as well as Moist Heat Aromatherapy items under Bed Buddy At Home and Bed Buddy Herbal Naturals sub-brands in your offering today!

Hot•Cold

MOIST HEAT



Use **HOT**
or **COLD**

Arthritis*
Chronic Pain

100%
Natural Fill

Reusable

ThermiPAQ Muscle Spasms ▪ Sports Injuries ▪ Cramps

ThermiPaq® is the only product that capitalizes on the efficiency of **radiant energy** via clay beads to create deep penetrating, therapeutic pain relief. It is safe, easy to use, and highly efficient in the treatment of a wide variety of pain discomforts such as arthritis, sports injuries, muscle pain, joint stiffness, menstrual cramps and headaches.



TheraMED Icy Cold

Inflammation ▪ Sprains & Strains
Sports Injuries



Thera-Med® and Icy Cold products include a variety of Hot and Cold Clay therapy, Moist Heat Clay therapy, Ice and Gel Cryo therapy and Hot and Cold Gel Bead therapy.

These products utilize a variety of hot and cold technologies to target specific areas of pain that are both both acute and chronic.



Get Your

Hot•Cold or STRENGTHTAPE®

Customize with
Your Logo

Your Contact Info

Your Contact Info

TO ORDER: PHONE 800.376.7263 | FAX 440.572.4261 | COMPASSHEALTHBRANDS.COM

CPAP/Respiratory

Our CPAP/Respiratory Display options give you the ability to increase and improve that cash flow!

COMPASSHEALTH

CPAP/RESPIRATORY DISPLAY SOLUTIONS



Floorstand



Countertop

- Quickly capture sales for the best-selling assortment of CPAP and Respiratory consumable products in any store!
- Floor stand display is modular for your needs with removable top for height restricting areas as well as a removable floor stand so you can hang it directly on an end cap.
- Each display has educational content with the resupply suggestions to aid sales reps.
- Each display is pre-packed with inventory. Just unbox and you are ready to go!

EARN
\$6,000/YR.*
GROSS MARGIN
DOLLARS

That's Over
50%
Retail Gross
Margin!

OR

EARN UP TO
\$1,469*
ANNUAL REVENUE
PER SQUARE FOOT

*Turning just one display per month at 51% retail gross margin MSRP will provide you with \$5998.20 of gross margin dollars per year. Individual results may vary.

➔ TO ORDER: PHONE 800.376.7263 | FAX 440.572.4261 | COMPASSHEALTHBRANDS.COM

Display Solutions

Offering consumable CPAP and Respiratory products can be difficult to display. Our displays offer you an easy, turn-key way to increase and improve your cash flow.

CPAP/RESPIRATORY PDQ DISPLAY

- 7 CPAP and 5 Respiratory products
- Ships complete with product

Product #	FGD80300 0000
Retail Value	\$489.96
Shipper Carton Dims	19.25"h x 36.5"w x 14.5"d
Product Dims	18.5"h x 36"w x 14"d



CHB ITEM#	ITEM DESCRIPTION	RETAIL	QTY
FGC12000 0000	CRX FILTER PHILIPS SYS ONE	\$7.99	5
FGC12200 0000	CRX FILTER FOAM SYS 1 & M	\$7.99	5
FGC12300 0000	CRX FILTER RMD 10 AC10 S9	\$7.99	4
FGC12400 0000	CRX FILTER RMD10AC10S19 HYPO	\$7.99	5
FGC12700 0000	CRX EZ FLX CPAP TUBING 8'	\$16.99	4
FGC13200 0000	CRX PHIL PREM CHIN STRAP	\$22.99	3
FGC13700 0000	CRX CPAP MASK WIPES	\$14.99	4
FGR10200 0000	CRX OXY CANULA 25' TUBING	\$7.99	4
FGR10400 0000	CRX WMED OXY CAN 7' TUBING	\$5.99	7
FGR10500 0000	CRX OXY SUP GRN TUBING 25'	\$6.99	4
FGR10700 0000	CRX OXY SWIVEL CONNECT	\$3.49	5
FGR10900 0000	CRX CANNULA EARMATE	\$3.99	4

Easily Educate Your Customers

Mix & Match

Choose from our full line of CPAP & Respiratory items for all your comfort and cleaning needs.



RECOMMENDED REPLACEMENT SCHEDULE & ADDITIONAL PRODUCT INFORMATION

Nasal Cannula	Replace every 2 weeks
Oxygen Tubing	Replace every 60 days
CPAP Filters	Replace every 2 weeks (disposable) or 6 months (reusable)
CPAP Tubing	Replace every 90 days
CPAP Mask Wipes	Effectively removes dirt, grease, oils, and other organic residue from your mask without the use of harmful chemicals
Chin Strap	Helps keep the mouth closed during sleep, preventing dry mouth, and leaks from CPAP masks

In a Recent Survey of CPAP & Oxygen Users

50%

of respondents get their accessories automatically replenished****

32%

of respondents are not satisfied with the replenishment schedules****

**Make your own schedule!
Purchase your accessories today!**

Contact us at:

Customize with
Your Logo

Your Contact Info

Your Contact Info

Compass Health Brands Corp.
Middleburg Heights, OH 44130
www.compasshealthbrands.com
Phone 800.376.7263



Have You
or a Loved One
Been Prescribed

CPAP
or
**OXYGEN
THERAPY?**

You've Got Questions,
We've Got Answers.

COMPASSHEALTH
Improving Lives

Providing re-supply education and tip/tricks on how to keep CPAP and Respiratory products sanitized is easy with our customizable tri-fold. Letting your customers know they have options is key to selling more CPAP and Respiratory consumable products.

CPAP THERAPY



What disease or ailments does CPAP Therapy treat?*

Used to help a person with obstructive sleep apnea (OSA) breathe more easily during sleep.



Most common treatment?*

Continuous Positive Airway Pressure (CPAP) machines.



How does it work?*

A CPAP machine increases air pressure in your airway so that your airway doesn't collapse when you breathe during sleep.

Who's Affected?*



RESPIRATORY THERAPY

What disease or ailments does Respiratory Therapy treat?*

Used to help a person with conditions such as chronic obstructed pulmonary disease (COPD), emphysema, chronic bronchitis.



Most common non-pharmaceutical treatment?*

Supplemental oxygen therapy.

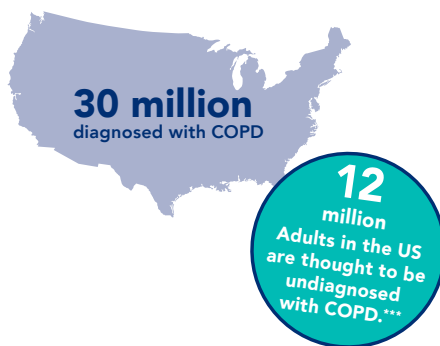


How does it work?*

Oxygen therapy is a treatment that delivers oxygen gas for you to breathe, increasing the amount of oxygen your lungs receive and delivers to your blood.



Who's Affected?*



Did You Know...

regular replacement of your CPAP and Oxygen supplies help to optimize the performance of your machine and promote clean breathing?

Filters Catch Dirt, Dust, Pet Dander, Smoke; Things That Surround Us Everyday!

Tips & Tricks for Your Accessories

TIPS FOR YOUR MASK & TUBE

- Use CPAP wipes to clean your mask. It can help you prolong the life of your mask up to 1 year!
- Hand wash your mask and tube every morning with a mild soap after use. Hang your mask and tube to dry.
- Avoid harsh cleaning products, which may damage the mask, or leave harmful residue.
- If the cushion on your mask does not provide a proper seal, it may be time to replace it.
- If your headgear becomes stretched out or worn/torn, it may be time to replace it.

TIPS FOR YOUR THERAPY DEVICE

- Regularly check the air filter on your unit. Look for holes and dust build-up as both can impact the pressure delivered during your treatment.
- Foam filters (dark gray) can be cleaned with warm water and mild soap. Be sure to thoroughly air dry the filter before placing back into the unit.
- Change your filter as needed for optimal performance.

Sources:

* 2014 Annual Report on Form 10-K, ResMed, Inc., June 30, 2014

** <http://www.sleepdisordersguide.com/article/sleep-disorders/sleep-apnea-statistics-the-statistics-of-sleep-apnea>

Sources:

* Global Industry Analysts, Frost & Sullivan; estimates

** Respiratory Care Devices Market, Markets and Markets

*** <https://report.nih.gov/nihfactsheets/ViewFactSheet.aspx?csid=77>

**** CPAP Oxygen Survey, 4.20.2018, Survey Monkey, Sample Size 528



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