



TILT[®] Toilet Incline Lift Rental Program



Why should I be an EZ-ACCESS TILT rental dealer?

The most profitable dealers are ones that offer rental programs in addition to product sales. Those dealers who participate in rental programs have a unique revenue niche and offer a service to providers and end users that many other dealers in the market cannot. In addition, because many dealers perform installation services for their customers on a rental basis, it makes great sense to add Toilet Incline Lifts to the list of equipment available for rent.

Who is your rental market?

- Providers of medical equipment for short-term disabilities
- Insurance companies that deal with workers compensation clients and automobile accident injuries
- PT/OT Rehabilitation facilities
- Hospice
- Case Management companies
- Nursing and assisted living homes
- Hospitals
- Homeowners with a disabled friend or relative coming to stay
- Individuals with age-related function losses
- Individuals with ALS, Stroke, Parkinson's, and similar ailments

Do I need to stock TILTs in order to be a rental dealer?

It is not a requirement to stock TILTs to begin the entry level EZ-ACCESS rental program. However, to be prepared as a Rental Dealer in your market, you should stock at least two (2) rental units, which will allow you to promptly respond to your client's needs.

Because the lead-time for product rentals is time sensitive, dealers that have units in stock are best suited to provide the service. Even though EZ-ACCESS maintains ample inventory for standard and elongated TILT units and orders leave the factory within 24 hours of receipt of PO, you stand a better chance of gaining the rental if you have product on hand.

When a rental period is completed, the TILT is simply disassembled, cleaned, and stored. We also recommend keeping replacement kits in stock so that the seat and shield can quickly and easily be replaced for the next renter.

What are the suggested rates for TILT rental?

Although all bathroom safety product rental situations are unique, a few “rules of thumb” can be used to help determine pricing for TILT rentals:

- ☑ **RECOMMENDED MONTHLY RENTAL CHARGE**
To determine the monthly rental charges, divide the product’s MSRP by 12. This will give you a suggested monthly rental fee.
- ☑ **MINIMUM 3-MONTH RENTAL REQUIREMENT**
To ensure that you spend minimal time installing and removing units, a minimum rental period can be added into the rental agreement. Depending on the payer and the amount of business that they do with you, this rule may be waived or modified. Please note that some situations require exceptionally short-term rental periods and you may choose to make those available at a premium rate.
- ☑ **INSTALLATION AND REMOVAL FEE**
It is recommended that the fee be charged at the beginning of the rental contract; however, this may vary by region or even by dealer. Some dealers may include the fee in the rental price while others may charge a fee based on the travel required to perform the installation and/or removal.
- ☑ **CLEANING FEE**
The TILT is a hygiene product in which a cleaning fee may be applied. The fee may include a replacement seat and shield as well as the sanitization of the TILT frame in a wheelchair cleaner.
- ☑ **SECURITY DEPOSIT**
This should be part of the rental agreement. Although many dealers waive this fee, it is good to have should the TILT become damaged during the rental agreement period.
- ☑ **RENTAL CAP**
Many payers may require a rental cap as part of the rental agreement. In some cases when a TILT is rented for a short-term disability, the prognosis for the patient may worsen and the length of the disability may become longer than originally anticipated. A capped rent offers the payer a rent-to-own option, thus avoiding having to rent the system indefinitely. We recommend a period of 13 months for the rent-to-own option.
- ☑ **BUY BACK OPTION AT PRE-NEGOTIATED PRICE**
Some dealers may allow for a portion of the rental payment to be applied to the purchase price of the TILT. Industry accepted terms of 50% of the monthly rent may be applied toward the purchase of the TILT, up to a maximum of 50% of the retail TILT cost. **EXAMPLE:** Joe Smith rents a TILT with an elongated seat for 6 months at \$85/month for a total amount of \$510. 50% of \$510 = \$255 which may go toward the retail cost of the TILT of \$995.95, leaving a balance owing of \$740.95. Total cost of installation does not apply toward purchase price; however, you may consider waiving the removal fee from the remaining balance.
- ☑ **INSURANCE COVERAGE**
It is always a good idea to ensure that the homeowner or renter has insurance that will cover any possible theft or damage to the TILT (other than standard wear and tear from daily use). Most homeowner and rental policies should cover the TILT, but it is better to be safe now than sorry later. It is suggested to have your customer double check their policy.

Features

Easy Cleaning

Assembly is protected by a plastic shield, which can easily be removed for cleaning.

Compatible with Multiple Bowl Heights

Fits with bowl heights ranging from 14" to 21".



Non-Slip Hand Grips

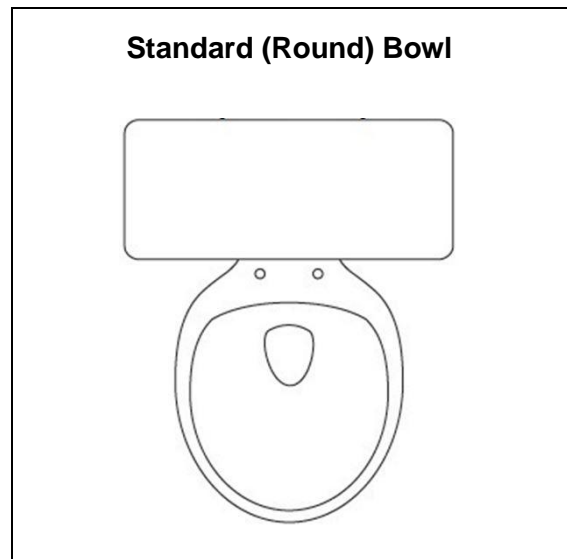
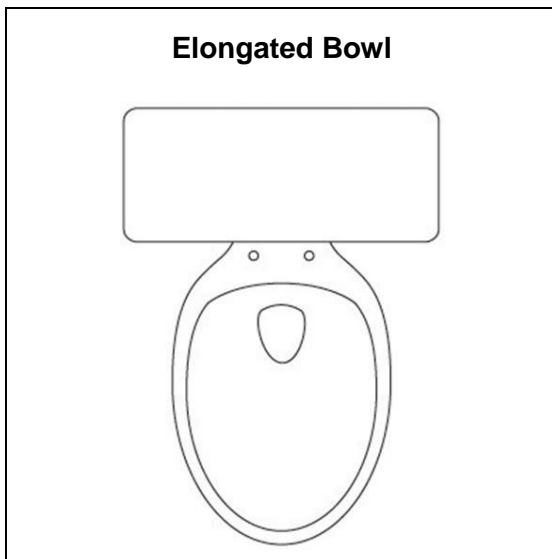
Allows users to gain a secure grip while the seat raises and lowers.

Companion Control

TILT is equipped with a push button control allowing you or your caregiver to easily operate with the push of a button.

How do I know if a standard or elongated toilet seat is needed?

Use the diagrams below as helpful guides for determining bowl shape.



What is important in acquiring a TILT?

Every patient need is different. Doing an upfront home assessment will help address any unique applications, as well as allow you to see the type of equipment required and the user's capabilities.

What is the suggested initial rental stock order?

For the initial stocking order, we recommend purchasing at least 2 units. Please keep in mind that this is only a suggestion and any stock order should take into account the following issues:

- Type of homes that are in your service area (older homes often have standard seats)
- The availability of funds to put toward rental stock inventory

QTY	PART NO.	DESCRIPTION	DEALER COST*
1	TILT SMSS	TILT SINGLE MOTOR STANDARD SEAT	\$579.95
1	TILT SMES	TILT SINGLE MOTOR ELONGATED SEAT	\$595.95

* Based on 2017 Dealer pricing. Additional discounts may apply. Freight not included.

Replacement kits are available for both standard and elongated seats. Each kit contains a replacement seat and shield, or, if you prefer, you can purchase the shield only. We recommend replacing these kits after each rental period.

QTY	PART NO.	DESCRIPTION	DEALER COST**
1	TILT RKSS	REPLACEMENT KIT INCLUDES: STANDARD SEAT AND SHIELD	\$79.00
1	TILT RKES	REPLACEMENT KIT INCLUDES: ELONGATED SEAT AND SHIELD	\$79.00
1	TILT RPS	REPLACEMENT SHIELD	\$49.00

** Based on 2017 Dealer pricing. Freight not included.

SAMPLE RENTAL AGREEMENT

Rental Agreement for Temporary Toilet Lift

NOTE: This document is provided only as a guideline. Any use, in part or in whole, is at your own risk. We recommend that any agreement or contract be reviewed by your attorney before using.

INSTALLATION LOCATION			
LAST NAME	FIRST NAME	MIDDLE INITIAL	
ADDRESS			
CITY	STATE	ZIP	TELEPHONE
EFFECTIVE DATE		RENTAL PERIOD DATE(S)	

This agreement is entered into on the effective date listed above by and between YOUR COMPANY, with its headquarters located in YOUR CITY, YOUR STATE (hereinafter referred to as Owner) and client as listed above (hereinafter referred to as Renter).

Whereas, Owner desires to engage Renter and Renter desires to accept engagement by Owner as renter of an EZ-ACCESS® Modular Ramp System (hereinafter referred to as Rental Unit) under the terms and conditions of this Rental Agreement (hereinafter referred to as Agreement). The parties agree as follows:

1. The rental Agreement shall be on a month-to-month basis and will commence on the day of installation.
2. The Renter shall pay a monthly fee of \$ _____ which is due and payable on the first of each month.
3. The Renter shall pay in advance of installation a non-refundable installation and removal charge of \$ _____.
4. The Renter shall pay in advance of installation a security deposit of \$ _____. This security deposit will not earn interest and will be refunded after the rental agreement has been terminated and appropriate rental damage or repair fees have been paid in full and the Rental Unit has been returned. The Renter agrees to allow Owner to apply the security deposit against any unpaid rental, damage, or repair fees.
5. The Renter shall pay in advance of installation the following amounts:
 - a. Non-refundable installation and removal charges
 - b. Refundable security deposit
 - c. First month's rent
6. The Renter will maintain the Rental Unit in good condition. In the event the Rental Unit requires repairs during the rental period, the Owner will repair the Rental Unit 100% free of parts charged during the first 12 months of the rental period unless the repairs required are due to misuse, vandalism, casualty, or act of God. After the first 12 month period, the Renter will be responsible for all repairs during the subsequent rental period. The Owner agrees to provide complete and adequate repair, labor, and parts at reasonable prices.
7. The Renter has the option to purchase the Rental Unit for \$ _____, at any time after payment of _____ months' rent. If the option to purchase is exercised by the Renter, the security deposit will be applied against the option purchase price.
8. The Rental Unit will not be removed, transferred, or disposed of in part or in whole. The Renter will notify the Owner if the Rental Unit should be repaired, removed, or transferred from the original installation site.
9. The Agreement shall not be effective for any purpose until it has been signed by the Renter and the Owner. The Renter acknowledges that he/she has read and understands this Agreement and has received a copy of the same.
10. If the Renter is a tenant, the owner of the property on which the ramp is to be installed should approve and sign below. The Renter must also sign this Agreement.

APPROVAL (RENTER/OWNER)	
CUSTOMER NAME (PLEASE PRINT)	OWNER NAME (IF DIFFERENT THAN RENTER)
CUSTOMER APPROVAL SIGNATURE	OWNER APPROVAL SIGNATURE
RELATIONSHIP TO CUSTOMER	RELATIONSHIP TO OWNER
DATED	DATED