

## MODULE 7 – ADDITIONAL HANDOUT

### Perfect Sleep

## Your Sleep Environment: Your Pillow might be the Problem

You have noted that I am telling you to make sure your bed is as comfortable as possible.

A lumpy old mattress will not "cut it." Scratchy sheets sure won't. Go for a high "thread count". And for most people, if given a stiff or lumpy, or too small, or not-supportive-at-all, or "spongy" pillow, THAT will interfere with your goal of perfect sleep more than you'd think!

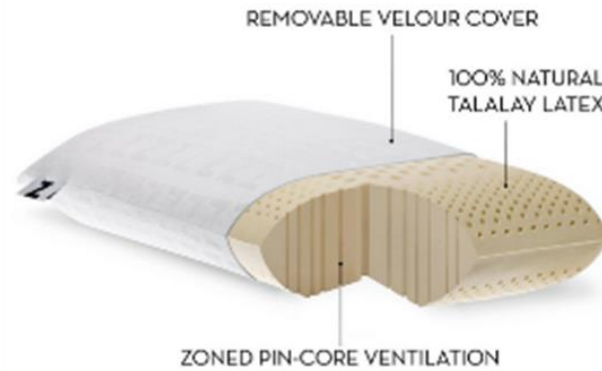
After years of trying about every type and materials of pillow available on the market, I finally found a pillow that is by far MY FAVORITE. My husband and I have been using it for years now.

Therefore I am offering you MY FAVORITE PILLOW at less of a cost than it can be obtained from the manufacturer.

It is a Malouf® Z™ Zoned Talalay Latex pillow which we are offering in either "high plush" or, for stomach sleepers, in "low firm." It is made with 100% natural Talalay latex with no synthetic additives, and comes in a washable luxuriously soft bamboo velour cover, excellent for sensitive skin and temperature regulation.

# MALOUF®

## Z™ ZONED TALALAY LATEX



Following is the manufacturer's own words about the product:

*"Talalay Latex is renowned for its soft, springy feel that offers superior pressure relief and eliminates sleeping pain. Latex instantly responds to your movements, molding to your individual sleeping comfort then bouncing back as you change positions. Latex and memory foam, although similar, differ in a few key ways. Latex is more breathable, helping to maintain a comfortable temperature. Sleeping on latex means you are sleeping on top of the foam, eliminating the enveloping sensation of memory foam. Latex is naturally mildew proof and dust mite resistant, making it one of the most hypoallergenic and comfortable pillow materials available."*

*"Latex can be manufactured in two styles - Talalay and Dunlop. We choose the Talalay style because it is the most resilient and consistent latex. Only five factories in the entire world manufacture Talalay style because the process is so complex. Our Z™ Zoned Talalay Latex pillows are created through an ecofriendly manufacturing process using latex derived from sustainable rubber trees. The milky sap from these tropical trees is whipped and then poured into a mold. We then wash the molded latex to remove any impurities, a step that many latex manufacturers leave out to cut costs. After washing, the foam is chilled and then finally heated in a vacuum chamber to set the foam. The resulting latex instantly conforms to your body movements, providing the most*

*consistent support. Due to its proprietary production process, Talalay is the most resilient and consistent latex. It maintains its original form and never needs fluffing."*

*"Our Zoned Technology provides specialized neck support by creating two comfort zones. The center of the pillow has large pin-core holes to allow your head to sink into the pillow for optimal comfort while the outside of the pillow uses smaller holes to support your neck and correctly align your spine. This zoned design has the added benefit of increased air circulation and breathability."*

O.K., that's all very nice, but the bottom-line is: it is COMFORTABLE. I hope you sleep like a baby on this great pillow!

*Dr. Kim* and the [drkimsagewellsolutions.com](http://drkimsagewellsolutions.com) team.

#### **KING HIGH LOFT PLUSH**

Dimensions	35" x 16"
Loft	7"
Weight	3 Lbs

#### **KING LOW LOFT FIRM**

Dimensions	35" x 16"
Loft	4.5"
Weight	3 Lbs

#### **QUEEN HIGH LOFT PLUSH**

Dimensions	29" x 16"
Loft	7"
Weight	2 Lbs

#### **QUEEN LOW LOFT FIRM**

Dimensions	29" x 16"
Loft	4.5"
Weight	2 Lbs



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### LATEX

Talay Latex is renowned for its soft, springy feel that offers superior pressure relief and eliminates sleeping pain. Latex instantly responds to your movements, molding to your individual sleeping comfort then bouncing back as you change positions. Latex and memory foam, although similar, differ in a few key ways. Latex is more breathable, helping to maintain a comfortable temperature. Sleeping on latex means you are sleeping on top of the foam, eliminating the enveloping sensation of memory foam. Latex is naturally mildew proof and dust mite resistant, making it one of the most hypoallergenic and comfortable pillow materials available.

Latex can be manufactured in two styles- Talalay and Dunlop. We choose the Talalay style because it is the most resilient and consistent latex. Only five factories in the entire world manufacture Talalay style because the process is so complex. Our pillows are created through an ecofriendly manufacturing process using latex derived from sustainable rubber trees. The milky sap from these tropical trees is whipped and then poured into a mold. We then wash the molded latex to remove any impurities, a step that many latex manufacturers leave out to cut costs. After washing, the foam is chilled and then finally heated in a vacuum chamber to set the foam. The resulting latex instantly conforms to your body movements, providing the most consistent support.