



# TO THE POINT

## Q3 Highlights: Progress, Connections, and Fun

This quarter, we've made great strides as a team—celebrating individual achievements, diving into exciting product promotions, and connecting at industry events. From engaging webinars to lively in-person gatherings, Q3 has been a season of growth and fun, setting us up for a great quarter ahead!

Now lets get [To The Point!](#)

### Celebrating Our Team

#### ★ *Christie's Legislative Fly-In*

Christie, our amazing US Sales Manager, traveled to Washington, D.C., to participate in a legislative fly-in advocating for the CRT industry! She met with key decision-makers to push for:

- Increased funding for non-covered aspects of providing CRT, such as delivery, adjustments, and assembly.
- Support for Bill H.R. 5371, which aims to secure insurance reimbursements for upgraded wheelchairs.



## Awards

We were honored to recently present our 2023 Distributor Awards, recognizing incredible growth, hard work, and outstanding success. We couldn't be more grateful for our partner's dedication to rehab, their belief in our products, and their partnership. Thank you for being an essential part of Bodypoint's success!



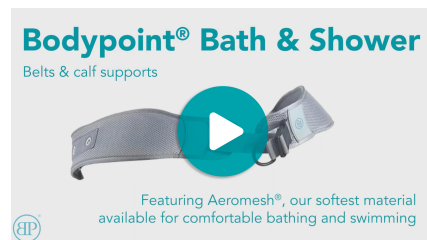
### ★ Distributor of the Year ★

- Tempersimetri

### 🏆 Circle of Excellence 🏆

- Tempersimetria
- BES Ireland
- Wolturnus AS
- Rehatech
- Rehagirona
- Allied Medical

## Featured Product



### Aeromesh® Bath & Shower Line 💧

Our soft, quick-drying, mildew-resistant line of belts and calf supports ensure safe and comfortable bathing. Learn more about our bath products below!

[Learn More](#)

## Highlights From The Summer

[Summer Party](#)
[Numotion CGS](#)
[Rehacare 2024](#)

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We spent this year's summer party picnicking and playing games in our Seattle neighborhood—One of our yearly traditions to have fun and strengthen team connections!



Numotion's CGS was one of the busiest shows we've attended since the pandemic! We had great success promoting our bath line for the first time and engaging with community members.



Our biggest event of the year! We enjoyed getting to meet with industry leaders, see the latest innovations, and connect with the over 950 companies that attended this year.

## What's New

### *New On Demand Webinar*

Unlock expert insights with Filipe Correia as he discusses the fundamental criteria for evaluating wheelchair seating to ensure effective pelvic positioning, stability, and support. This program has been approved for 0.15 CEUs (1.5 contact hours) by the University of Pittsburgh.

### Belt Mounting Angles to Maximize Pelvic Positioning

Presented by Filipe Correia


[Register Here](#)



## Embracing Growth with Bodypoint's Lead Technical and Quality Training Associate

***Q1: Tell us about your role, as well as your favorite favorite part of it.***

A: I am the Lead Quality Technical Trainer. I oversee the quality of our products for our company and train individuals to meet these standards. My favorite part of my role is that I can communicate and learn from different individuals and aspects within the company. I help with upholding the company's expectations and quality standards.

***Q2: In your 30+ years at Bodypoint, what has been the best change or growth you have seen with our company?***

A: In my 30 years at Bodypoint, I have seen a lot of changes within the company, particularly with standards and expectations. The changes we have made have been updated alongside the evolving world of wheelchair development. Every year, I've seen the company be very strategic and direct with the path we are going, in order to be aligned with what wheelchair companies need from us. We are truly industry leaders, and I am proud to be a part of the growth seen in the past three decades. I am also very proud to be a part of the team that Matthew leads, as he is a strong leader and mentor, and truly sets the foundation for this organization.

***Q3: What improvement have you made at Bodypoint that you are most proud of?***

A: I don't have any specific examples of improvements that I can think of; however, as part of the quality team, I feel that I've reported suggestions and observations that helped to streamline or better our production lines. For example, I've suggested new equipment needs, such as a PLK machine, to make sewing through plastic easier and reduce labor time.

***Q4: Which of our products requires the most skill to sew and create, and why?***

A: In all honesty, they are all easy to sew, in my opinion. You just have to ensure that the quality and standard of the product is there. However, before the use of a computerized system, the Evoflex belt required the most skill when sewn by hand. It was difficult mainly because of the material. Even with the computer system now, I still think this is the toughest one to sew while fully meeting quality standards. It's very tricky and takes a lot of patience.



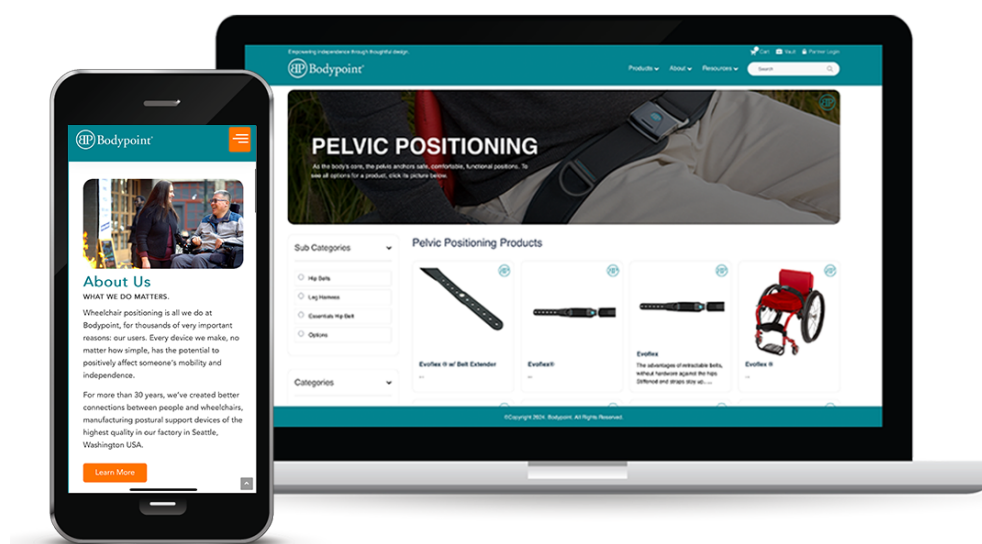
## Looking Forward: Q4

### ★ Q4 Photoshoot

We're gearing up for an exciting studio photoshoot featuring some of our users and capturing beautiful, updated images of much of our product line. These sleek new visuals will refresh our assets and elevate our brand for the year ahead!

### ★ New Website

Stay tuned for our redesigned, mobile-friendly site and partner center—created to enhance and simplify your user experience. We'll also be sharing 'how-to' videos soon to help you easily navigate and get the most out of the new features!



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