

Special Report

# THE HOW TO BUY A MATTRESS CHECKLIST

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Questions to ask—and know the  
answers to—*before* buying a mattress



Brought to you by  
Sleep Passport  
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**About Sleep Passport:** We are all about finding you the best **Natural Sleep Aids** and natural solutions that can help you get the deep sleep you have always dreamed of.

From herbal supplements to tea and tinctures for insomnia...to yoga for stress and light therapy boxes for depression...to mattresses and memory foam toppers...and snoring solutions and sleep apnea treatments...we cover it all at Sleep Passport.

Feel free to give this report to anyone you think would benefit from it.

# THE HOW TO BUY A MATTRESS CHECKLIST

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*Replace your mattress anywhere from five to ten years depending on how worn it is. Quality mattresses should last on average eight to ten years.*

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## Introduction

Before you ever set foot in a mattress store or start searching around the Internet for a new mattress, you must know the answers to all of these questions.

Armed with the answers to these questions, there will be fewer surprises and hassles for you in your shopping experience.

One very important thing you need to know before you begin your journey of mattress buying is that it is impossible to comparison shop.

Manufacturers intentionally make it difficult because they do not want you to compare brand X to brand Y.

That's why the questions in this report are critical for you to know before you make a decision.

Also, just because a mattress is expensive does not mean it is the best mattress for *you*. However, more expensive mattresses do tend to be higher quality. A super cheap mattress will almost always wear out within a few years at best and may cause discomfort even sooner than that.

Just because 80% of buyers loved mattress brand X does not mean *you* will like mattress brand X.

Think about it.

If 800 people out of a thousand love jumping off a cliff with a bungee cord attached to their ankles, does that mean you're going to love jumping off a cliff with a bungee cord attached to YOUR ankles?

That is, again, why you must take the time to answer each question in this report, and fill in the blanks I have provided for you.

One big question you may be having is this:

## **Is it a bad idea to buy a mattress over the Internet?**

The standard line you often hear about buying a mattress is this: To get the right mattress for you, you have to lie down on it and test it.

Let me ask you something. Do you really think that lying down on a half dozen mattresses for 30 minutes in a store does you any good?

I say the benefit of doing this is limited. That's because it can often take a week or two to get the feel for a new mattress.

**Here are some of the advantages of buying over the Internet:**

- **You can take your time** without any pressure from a salesperson.
- **You can save a lot of money.** That's because Internet sellers do not have to pay the huge overhead for maintaining a big store. Understand that a lot of the price you pay for a mattress in a store goes to the mattress building and store staff.
- **You don't have to traipse around to five different stores** and waste your valuable time...and gas money.

Because of the Internet, you are a more informed mattress shopper when you order online.

After all, people have been successfully buying mattresses through TV infomercials and over the phone without ever setting foot in a store.

The Internet is far better and easier than that.

## A couple more pointers

Certain issues are big red flags and I have noted them with a red caution. These are issues that are often either hidden in the fine print or not mentioned at all, either in the store or on the Internet websites.

**One final point.** Never feel intimidated by the salesperson for asking as many questions you need to ask to get *all* the answers you want.

## Financial questions to ask yourself:

- Wish list: If price was no object and I could buy whatever I wanted, what would it be?
- In reality, how much money do I have to spend? The absolute most I can spend, no matter what, is \$\_\_\_\_\_. The least I will spend is \$\_\_\_\_\_ because I can comfortably afford that. The amount I want to spend is \$\_\_\_\_\_.

### Better Business Bureau's Mattress Winner

The company that is a master of helping people select a luxury mattress online is **Saatva** (*meaning truth*). They won the **Better Business Bureau's award for Marketing Excellence**.

Saatva's motto is: *Mattress Buying Made Easy*. You will be amazed what you discover about mattress buying when you visit Saatva. [Click this link: Buying online has so many advantages.](#)

- Based on my wish list and financial reality, what features of the mattress must I absolutely have? *Example:* No toxins and organic. Or it must be memory foam, such as Tempur-pedic, even the lowest priced one.
- If I'm paying with a credit card, do I have the money to pay the mattress off in full when the first bill comes? If not, what interest will I have to pay on this credit card?
- Does the store have a finance plan? What is it? How many months or years do I have to pay and what is the interest rate?
- Is there a prepayment penalty for paying off their loan early?
- Do they offer a free home trial? In other words, if I test it out at home for X number of days, can I return it for a 100% refund. See below for more on refunds.
- CAUTION...Ask the seller the following question:** Is this a brand new mattress and not one that someone returned and you are now selling at a discount?

### **Shipping, handling, and delivery**

- How much does it cost to ship the mattress to me if I buy over the Internet? \$\_\_\_\_\_.
- How much does it cost to deliver to me if I buy in the store? \$\_\_\_\_\_.
- Do the delivery people set the mattress up for me?
- Will they take my old mattress away and dispose of it for me? Is there a charge for that? Yes\_\_\_ No\_\_\_
- Does this company ship all over the United States? Does that include Hawaii and Alaska?
- Do they ship to the country I live in? If so, how much does it cost, including fees to get through customs?
- How long will it take to get my new mattress delivered to me? Is that guaranteed?

### **What is the Return Policy:**

- How long do I have to keep the mattress before I can return it? For example, what if I know within one week that I hate the mattress? Can I return it right away or do I need to hang on to it for 30 days, 60 days, or 90 days?
- Suppose I received two free pillows with my purchase or some other free item. If I return the mattress, do I need to return the pillows? Or do I need to pay for the pillows and will my credit card be charged? Yes, there is a pillow charge \$\_\_\_\_\_ .  
\_\_\_ No, I get to keep the free pillows at no cost to me.
- How much will I have to pay to have the mattress shipped back? \$\_\_\_\_\_.

- How do I ship it back? Do they send someone out to pick it up? Do I need to box it up? Do I need to be home when they pick it up? If so, what sort of scheduling can I expect because I may need to stay home from work.
- Is there a return fee? Yes, the return fee is \$\_\_\_\_\_. \_\_\_No, there is no return fee.
- Is there a restocking fee? Yes, the restocking fee is \$\_\_\_\_\_. \_\_\_No, there is no restocking fee.
- Are there any penalty fees I need to be concerned with?
- How many returns do I get? In other words, what if I don't like the second mattress any better than the first?
- If there is a defect or damage to the mattress when I first receive it, what is your return policy?
- CAUTION:** If I return the mattress, do I get a refund to my credit card of the purchase price minus whatever fees are charged for shipping it back and restocking? **OR**, am I only allowed to exchange it for another mattress at this store or website? \_\_\_Yes, refund. \_\_\_No, exchange only.
- Problem area for exchanges only:** What if I buy a \$4,000 mattress and find out I hate it and want to exchange it for a mattress that is only \$2,000? What happens to the \$2,000 I overpaid for the \$4,000 mattress? Do I get that back? \_\_\_Yes. Or \_\_\_No, I must buy another mattress for at least \$4,000.
- CAUTION:** What items can I **NOT** return under any circumstances because of health laws or store rules? Pillows? Sheets? Mattress pads? Other\_\_\_\_\_?
- How long is the warranty and what does it cover or not cover?

**Tip:** You will probably be asked if you want the extended warranty. Be sure to ask exactly what that covers. If you *do* get the extended warranty, make certain it won't be voided due to stains or tears you may have caused. To protect against that, buy a quality mattress cover.

### **Mattress sizes:**

**California King** is 72" wide x 84" long

**King** is 76" wide x 80" long

**Queen** is 60" wide x 80" long

**Full/Double** is 54" wide x 75" long

**Twin** is 38" wide x 75" long (some are 39" x 75")

- How big does the mattress have to be to fit the room I intend to put it in?
- What size mattress must I absolutely have?
- Will I need a box spring or foundation with this?

- How high is the mattress and box spring? Is it too high for me or a child to get in and out of?

## Types of mattresses:

- Do I want a mattress with coils and springs?
- Do I want a memory foam mattress?
- Do I want a latex mattress?
- Do I want an adjustable air mattress like the Sleep Number bed?
- Do I need an adjustable bed that raises up for sleeping or resting on an incline?
- Do I like pillow tops?
- Do I need a memory foam topper?
- What size memory foam do I need? 2", 3", or 4"?
- Do I need this for camping or my RV?
- Does this mattress have any certification such as **CertiPUR-US®** for checking the safety of the foam in the mattress? To see what the CertiPUR-US® seal of approval is all about, go to <http://certipur.us/pages/>. Please note, there is nothing for sale at this website.

## Health and Environment issues

- Do I need to find a mattress that is the best mattress for back, neck, and shoulder pain?
- Do I have sleep apnea and need to be concerned about breathing in chemicals from the pillow or mattress?
- What about other breathing difficulties such as COPD (Chronic Obstructive Pulmonary Disease) I need to be concerned with when it comes to mattress chemicals?
- Do I have a baby or young children I'm concerned about breathing in any fumes?
- Am I allergic to latex and will this mattress aggravate my latex allergy?
- CAUTION:** Is the mattress considered hypoallergenic? Do I have any allergies I need to be concerned about? Is there wool fabric on the mattress? Am I allergic to wool, i.e., wool makes me itch or sneeze? (*NOTE from editor Rich Silver: I'm allergic to even the slightest wool blend and itch like crazy if I come in contact with any wool. That's why this is so important for you to know. Many mattresses are eco-friendly or organic and they use wool covering as their fire retardant.*)

- Does the memory foam sleep hot?
  - What about odors and off gassing from the chemicals and petroleum in the mattress? (Many memory foam mattresses are notorious for putting off fumes that can take weeks to go away.)
  - If the mattress contains chemicals and puts off a chemical smell, do I care? If I know going in that this mattress will stink up my bedroom and house for a week or two weeks or a month, do I care? Or if I know the stink will eventually go away and I will get a great night's sleep on this deluxe mattress, can I live with that?
  - Must the fabric covering the mattress be organic?
  - Is this mattress 100% biodegradable?
  - Is the environment harmed during the processing of this mattress?
  - How heavy is this mattress? Can I lug it around the house or bedroom by myself?
  - Do I need to flip the mattress over occasionally or is that a thing of the past?
- Tip:** Mattresses that need to be flipped should be turned every three months.
- Do I weigh a lot and need a firmer mattress or topper for support?

### **Miscellaneous questions you may want to ask:**

- How good is the company customer service? Am I satisfied with how this company has treated me and answered my questions?
- How many years would I like this mattress to last?
- How many years can I expect this mattress to last?
- How soon must you have this mattress? Do you have company coming and need it for a spare bedroom? Or can you wait until the mattress goes on sale?

## Recommended Mattress Companies (click on blue links below)

### [Saatva home page:](#)

Saatva (*meaning truth*) makes mattress buying easy. They sell America's best priced luxury mattresses at a steep discount because they have mastered the art of selling mattresses over the Internet. For example, you can save over \$1,000 on their Ultra-Premium eco-friendly mattresses.

Saatva was awarded the Better Business Bureau's award for Marketing Excellence because of the clarity and honesty displayed on their website. Visit Saatva's website and find out what mattress companies don't want you to know. You'll also discover the most intelligent and affordable way to buy a luxury mattress.

**Saatva ships mattresses worldwide.** Simply pick the mattress and other items you want, place them in your shopping cart, and select International Checkout for shipping. It's just that easy!

### [Zen Haven Home Page:](#)

If you're looking for something new that you haven't experienced in a mattress, you may want to give latex a try. It's a different feel than memory foam or the traditional spring mattress.

Latex is also more expensive. However, the extra cost may be worth the extra comfort to you. With latex, you don't sink into the mattress, yet you still have excellent pressure relieving properties. Click the Zen Haven link above and take a look.

### [Nature's Sleep home page:](#)

Nature's Sleep designs products for comfortable, healthy, harmonious sleep.

Their memory foam products are designed to cradle your body in perfect balance, providing gentle support and relief throughout the night. They offer products that use organic and hygienic materials that nourish your well-being, so you wake rejuvenated. If you're looking for quality memory foam toppers, they carry those too. (They even have memory foam slippers!)

Nature's Sleep only ships to the lower 48 states in the United States. (No international shipping or to Alaska and Hawaii.)

### [Loom & Leaf: Luxury Memory Foam at a Fraction of the Cost](#)

Now you can finally sleep on a luxury memory foam mattress, get a great night's sleep, and do it at less than one-half the cost you'd pay for Tempur-Pedic.

Imagine if you could:

- Try this mattress out for 75 days in your home...and never pay return fees if you need to send it back.
- Get handcrafted, American-made memory foam made by American workers in 12 American factories.
- Sleep cool on medical-grade gel memory foam that supports your back.
- Buy from a company that Forbes puts #68 on America's Most Promising Companies...out of thousands of companies.
- Sleep soundly on CertiPUR-US® certified, non-toxic memory foam with no off-gassing smell.