



# Questions to Ask Before Buying Fitness Equipment

## Strength Equipment

- How is the resistance adjusted by the user?
- What is the starting weight for each piece and can that be lowered in our order if our population needs that?
- Are the seat heights, leg positions, seat backs, etc. adjustable per user? If so, how are they adjusted?
- Is there any other equipment I need to purchase to make your equipment fully functional for us? (Some equipment requires a computer, other equipment requires a compressor, etc.).
- What is the warranty on the equipment?
- (When the equipment comes with a software component...) Do you provide training to our onsite staff to learn how to make the best use of your software? Do you offer technical support?

## Cardiovascular Equipment

- What's the warranty?
- Who is the warranty-certified repair company in our area?
- What are the power needs for this piece?
- Can I see the detailed screen of the computer console? (You'll want to see how user-friendly it is for your audience.)
- Does it connect with any wearable technology, or can we opt for an interactive console?
- If we don't elect an interactive console now, can we change them out later?

## Treadmills

- What's the step height on your treadmills?
- What's the starting speed?
- Does the unit decline or only incline?

## Ellipticals

- Is the piece rear- or side-entry?
- What is the clearance threshold or step height to access the piece?
- Does it come with stationary arms?
- Does the elliptical require external power? If not, (1) ask what the starting wattage requirement is, and (2) ask if there is an optional AC adapter. If no adapter is available, note that we've found anything requiring a starting wattage higher than about 15W is too difficult for many residents to power.

## Bikes

- Do you have an upright bike with a pass-through design?
- Does the bike require external power? If not, (1) ask what the starting wattage requirement is, and (2) ask if there is an optional AC adapter. If no adapter is available, note that we've found anything requiring a starting wattage higher than about 15W is too difficult for many residents to power.

## General Questions

- What's the primary market your company serves? (Ask for clarity in sales volume.)
- Can I talk to a practitioner who has used your equipment with an 85+-year-old population?
- Can I customize colors on frame and upholstery (for strength equipment) to match our brand?
- Are you able/willing to customize your equipment with our logo?

**For more information on design essentials for your fitness center, visit our website or contact Emily Davenport by email or phone (317-274-3432 x208).**

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