

Navigating the Mattress Maze

Stepping into a mattress store can be overwhelming, especially when you're faced with a multitude of options. As a Sleep Expert at Mattress Firm, I've had the opportunity to "test" and recommend numerous beds to clients. My goal is to ensure customers not only get the best mattress but also leave with the knowledge needed to make an informed choice. Here are some insider tips from my experience to guide you through the process:

1. Assess Your Needs:

Start by evaluating your specific requirements. Individuals with pressure-point sensitivity or those who sleep on their sides often find plush mattresses comfortable. Back sleepers and individuals with lower-back pain might prefer a medium-firm mattress. While stomach sleeping isn't recommended, a firm mattress provides the necessary support in such cases.

2. Research Thoroughly:

Dive into the world of mattresses by visiting manufacturer websites for a comprehensive overview. Explore the websites of online mattress retailers to gather detailed product information. Additionally, check the websites of brick-and-mortar stores you plan to visit and take note of their customer service policies.

3. Set Your Budget:

Determine your budget beforehand. Innerspring mattresses can start as low as \$800 for a queen size. If you're interested in specialty mattresses, be prepared to invest more, often ranging from \$1,500 and upwards for high-quality models. Keep in mind that many specialty beds come with extended warranties, some as long as 20 years compared to the standard 10-year warranty.

4. Shop with a Partner:

If you share your bed, shop together. Opt for a mattress that's comfortable for both you and your partner. For light sleepers, consider mattresses that isolate and minimize movement. In cases where partners have different firmness preferences, find a mattress that strikes a happy medium or explore adjustable air beds.

5. Take the 15-Minute Test:

When you visit a store, wear comfortable clothes and slip-off shoes. Spend at least 15 minutes testing various mattresses above, below, and within your price range. If you usually sleep on your side, replicate this position while testing mattresses in the store.

6. Ask for Detailed Information:

Don't hesitate to ask questions. Some stores have cutaways demonstrating the mattress's internal structure. If the salesperson isn't providing sufficient details, request to see the store's specification sheets. If you plan to compare prices, find a mattress you like and look for others with similar materials and comfort levels.

7. Secure the Best Price:

Prices for mattresses, both regular and during sales, can vary significantly, sometimes by over \$1,000. If a specific model isn't on sale, inquire if you can still obtain the sale price. Many stores are open to

negotiation. Clarify what's included in the price, such as the box spring, frame, delivery, setup, and mattress removal.

8. Invest in the Foundation:

Unless your box spring is relatively new or you sleep on a platform bed, consider replacing the box spring. For taller mattresses, contemplate using a low-profile box spring for appropriate height.

9. Understand the Return Policy:

Familiarize yourself with the store's return policy. Some retailers allow returns within a specific period, while others may not accept them at all and be prepared for the possibility of a restocking fee.

10. Anticipate the Break-In Period:

Understand that mattresses have a break-in period. In the initial weeks, the padding might compress. While flipping may not be necessary for most mattresses (since they usually have all the padding on top), rotating it is recommended to ensure even wear. Warranties typically cover defects and depressions of 1 1/2 inches or more, not regular settling.

I hope these insights have equipped you with the knowledge needed to confidently step into a mattress store and make an informed purchase. These tips come from my personal experience as a Sleep Expert at Mattress Firm, where guiding customers to their ideal mattresses is not just my job but my passion. Armed with this information, you can navigate the mattress maze with confidence, ensuring that you find the perfect bed tailored precisely to your needs and preferences. Here's to happy sleeping and restful nights ahead!