

Piano



...STEP BY STEP DEALER INSTRUCTIONS

Piano is now available.

This is a different shoe and will feel different to the skater. The skater needs to complete the sizing process to fully understand the benefits. Here are some tips to help you with your customers.



The Piano comes in premium packaging.

From opening the **gold box** to trying on the boot is part of the journey to help you to sell the Piano.

What the customer gets?

- Presentation box and **shoe bags**.
- **Instruction** to maximize performance.
- **Extra kit** including **lace puller**, **lace straps**, **laces** and the **Impact innersole** to add value.



Getting the right size

- The landing foot is the one that should be sized first as it is the foot that is the most stressed.
- To get the right size the foot should be no more than 5mm from the end of the innersole.
- If their orthotics have a space of more than 5 mm use the Impact sole to size. The customer will need to get corrected orthotics.



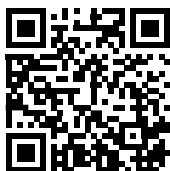
- Before placing the innersole in, fold down the internal shock absorber. (this can be folded back later to allow you to drill and mount the blade more easily)



- THE BOOT WILL FEEL SNUG, IT IS PART OF THE DESIGN. IT IS THERE TO HOLD THE HEEL IN PLACE AND GIVE SUPPORT TO THE FOOT. BE AWARE THAT THE CUSTOMER MAY COMPLAIN THE BOOT IS TOO TIGHT. AS THEY WEAR THE BOOT LONGER THE PADDING WILL HEAT AND MOULD TO THEIR FOOT.



- The correct lacing is **VITAL** to maximize performance and give better support and better movement. Show the video and demonstrate the correct lacing technique.



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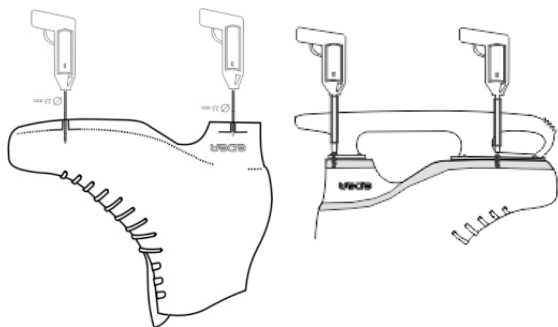
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- Recommend to the skater to release the tension on the laces every time after skating. The tongue should be place upright released from tension to remain aligned.
- If the previous Edea boot have been custom fitted it may be necessary to custom fit the new Piano.



Mounting the blade

- Once the customer is happy with the size remove the insole, fold back the internal shock absorber to allow better access.
- Drill and mount blade as usual.



- Clean inside the boot to remove any waste from mounting and fold down the internal shock absorber.
- Insert the Impact insole or the customer orthotics.



GOOD LUCK!

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