



## Rental Program (R&B)- Outline

Rent a WaterRower rowing machine (the "Equipment") for as little as \$43.24 per month. Minimum rental period is 3 months.

The Rental program allows you to train with WaterRower Equipment in your own home under very reasonable conditions.

The **advantages** of a rental program include:

1. A minimal initial investment.
2. Rental flexibility with no long term obligation (a minimum 3 month rental requirement).
3. An opportunity to purchase the Equipment (after the 3 month minimum rental period).
4. A broad selection of WaterRower models including the Natural, Club, Oxbridge, Classic and M1.
5. Access to multiple programs, such as HowToRow.com, to motivate and guide you to your training goals.
6. A full product warranty for all parts throughout the life of your rental commitment.
7. Any used Equipment is refurbished and available ONLY through the rental program.

### The Rental Program

Rental applicants are required to fully read and understand the Rental Contract and General Terms and Conditions, and upon application complete and sign the Rental Contract and the General Terms and Conditions, and return both documents to us by fax, mail, or email (rent@waterrower.com)

The rental fee is \$43.24 per month (\$51.92 for Premium Equipment and \$64.91 for the M1 HiRise). The rental fee will be deducted from your bank account and/or credit card automatically once per month, until either the return of the Equipment and conclusion of the Rental Contract, or the final purchase of the Equipment as outlined below.

The start-up costs are very minimal: A deposit of \$200.00, a full months rental fee and the remaining prorated month's rental fee will be charged at the beginning of the rental period (Alaska and Hawaii will be subjected to a \$500.00 deposit plus a \$250.00 shipping fee). The rental period begins from date of dispatch of Equipment. Once the rental Equipment is returned in accordance with the provisions of the Rental Contract and is determined to be in proper working condition, the deposit will be credited automatically to your bank account and/or credit card, less the administration fee.

Prior to dispatch all Equipment is overhauled, cleaned and, if required, fitted with new parts.

With the WaterRower rental program, you are completely flexible and not committed to any long-term contracts. The minimum rental term is only three (3) months. Unless you desire to extend the rental period, the Equipment must be returned to WaterRower on or before the expiration of the three (3) month rental period. If you do not terminate your Rental Contract and return the Equipment in accordance with the terms of the Rental Contract and/or you desire to extend the term of your rental period, then your rental of the Equipment will continue on a month-to-month basis on the same terms and conditions. Any extension of the rental period may be terminated by you upon written notice to WaterRower sent not less than fifteen (15) days prior to the expiration of the applicable rental period. Provided the Equipment is returned

to WaterRower on or before the expiration of the applicable rental period, then the Rental Contract will terminate on the last day of the applicable rental period.

At the end of the rental period you will be charged a \$99.95 pick-up fee (Alaska and Hawaii will incur a \$399.95 pick-up fee) to be deducted from the deposit.

**The Buy Program**

If you wish to purchase your WaterRower Equipment, you may receive a discount of as much as 70% or more. The exact discount will depend on how old the Equipment was at the start of rental and how long you have been renting it from us.

It's very simple. Once the minimum rental period of three (3) months has expired, you can purchase the Equipment at any time. And the longer you rent the Equipment from us, the greater the discount when you decide to purchase, as follows:

Total Rental Period	3 mth	6 mth	9 mth	12 mth	18 mth	24 mth	30 mth	36 mth	42 mth	48 mth	54 mth
Discount offered	0%	5%	10%	20%	25%	30%	40%	50%	60%	70%	80%

Of course not every rental machine is brand new at the start of the rental period and hence machines are further discounted depending on their age, as follows;

Age of Equipment	Basic Model	Premium Model - Cherry	Premium Model - Classic	M1 Model
<b>Brand New Price</b>	\$1,095.00	\$1,295.00	\$1,495.00	\$1,795.00
<b>Less than 1 Year Old</b>	\$1,062.00	\$1,255.95	\$1,449.95	\$1,740.90
<b>1 to 2 Years old</b>	\$908.85	\$1,074.85	\$1,240.85	\$1,489.85
<b>2 to 3 Years old</b>	\$766.50	\$906.50	\$1,046.50	\$1,256.50
<b>3 to 4 Years old</b>	\$624.15	\$738.15	\$852.15	\$1,023.15
<b>4 to 5 Years old</b>	\$470.85	\$556.85	\$642.85	\$771.85
<b>More than 5 Yrs Old</b>	\$328.50	\$388.50	\$448.50	\$538.50

If you buy the Equipment, your deposit will be applied towards the purchase price and an administration fee of \$19.95 will be charged.

**An example of the R&B plan:**

If you rent a Basic WaterRower Equipment for 12 months and the Equipment was between 2 and 3 years old when it is delivered, you can purchase it for \$766.50 minus the 20% discount, plus \$19.95 for the administrative fee, less your deposit which comes to a total of \$433.10. That equals a saving of over 45% compared to the new equipment list price (plus shipping).

In addition, if you have rented the Equipment for a period of sixty six (66) months or longer and have made all rental payments required under the Rental Contract, then, by written notice to WaterRower, you can request and WaterRower will transfer title of the Equipment to you for no additional charge.

## **Warning**

Use of the Equipment is a strenuous physical activity that involves an inherent risk of physical injury. Before using the Equipment, WaterRower strongly recommends that you follow these suggestions:

- a) You should consult with your doctor to determine whether you are healthy enough to use the Equipment or whether any pre-existing condition would prevent or limit your use of the Equipment;
- b) You should read and abide by the safety information and operating instructions provided with your Equipment and your use of the Equipment shall, at all times, be in compliance with such safety information and operating instructions;
- c) You should maintain the Equipment in accordance with the maintenance instructions;
- e) You should, prior to using the Equipment, watch the instruction video which video can be found on the website ([HowToRow.com](http://HowToRow.com)); and
- f) Always use common sense when exercising and using the Equipment,