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STAIRLIFTS

BUYERS GUIDE



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BUYING A STAIRLIFT

How to look for a stairlift

A stairlift can give a person back their independence, enabling an individual with mobility problems to get up and down the stairs without difficulty or at risk of falling

While stairlifts offer numerous benefits, choosing a suitable one can often be difficult. Buying a stairlift is an expensive purchase, most people want to get the best value device from a quality company.

Talking to someone who already has a stairlift is often a good idea as they have first-hand experience of the benefits of the mobility aid. Visiting a showroom can also provide consumers with a better idea of what stairlift they should consider buying, while flicking through brochures can help people learn more about products.

Although there are numerous companies which sell stairlifts, contacting each of them for information can be time consuming, especially if you just want to weigh up your options. By using Mobility Compare, consumers are given the opportunity to highlight their exact needs, which are then matched with suitable items, enabling you to compare prices, the functions and the advantages of different stairlifts.

What sort of stairlift would suit you?

Deciding what stairlift will suit you will depend on your needs and the style of stairs you have. Firstly, you should consider your current wants and how these might change over the coming



years. Think about what features would be most beneficial for you. Do you need a wheelchair stairlift or one operated with a joystick for example? Safety is a key consideration so make sure the stairlift comes with security features and is made by a reputable company.

The two main types of stairlifts are straight stairlifts and curved stairlifts, with various models available for all types of stairs. As the name suggests, straight stairlifts only work on a straight staircase or series of steps, while a curved stairlift is able to travel around bends and along landings and half landings. It is important to ensure that you purchase the right mobility device for your stairs to ensure that it works well. When deciding what stairlift suits you, it is also important to consider

the chair. There are various chairs available and these should be comfortable and easy to get in and out of.

What to expect from a sales visit?

After weighing up options, the next step is arranging a visit from stairlift company representatives. Make a list of any questions you might have beforehand so that you are fully prepared when the representative visits. Consider asking about warranties, additional benefits, maintenance and how long it will take to install. Having a family member or friend on hand when the sales person comes around can also be a good idea as they might think of a question which you forgot to ask.

As it's a big decision, it can also be beneficial to have a chat with the family member or friend about the product after the visit as they can offer their opinion on the device. While the visit is taking place, the sales person should make a thorough assessment of staircase dimensions and the needs of the user.

This should factor in any quirks, such as a halflanding, and how easy it will be for you to get on and off the stairlift or if you will need assistance. The sales person should provide you with a written quotation for the entire cost of the stairlift, including installation. Take time to think about the offer and don't be pressurised into a sale before talking to other companies.

Buying tips?

01 As stairlifts are not a common purchase, it can be difficult to know if you are making the right decision. However, there are a number of things you should consider when buying a stairlift which can help make your purchase a success.

02 Firstly make sure the stairlift is made to measure. Stairs come in different shapes and sizes, meaning a stairlift needs to be made to measure in order to fit perfectly.

03 Similarly, make sure the stairlift company is considering your personal shape, size and needs.

04 As the stairlift will play a key role in helping you get around your home, it is important that you know someone who can fix it quickly if something happens to it. A 24 hour call out service can offer peace of mind and can ensure that your stairlift is up and running as fast as possible if something does go wrong. Also weight up the warranty options - a two year warranty is usually best.

To find stairlifts that suit your needs, use the MobilityCompare site to compare stairlifts
www.mobilitycompare.co.uk