Article published on December 5th 2011 | Business

When youâ€™re setting up at a convention or a sales event or a trade show with tent rental Kansas City, MO, itâ€™s important to set up a good sales tent, one that really draws people in. Here are a few things to keep in mind when setting your sales tent up.

Offer a Refuge

When setting up a sales tent, the most important thing is getting people to come inside. That might not mean being flashy, it might not mean having the most impressive showcase. It could be something as simple as having free water in little Dixie cups. It could mean offering shade from the harsh sun or a roomier layout than the often cramped setups you see at most of these shows. Just bringing people in is the first step. Let them in, let them take a break, and maybe theyâ€™ll see something they want to buy while theyâ€™re there.

Keep it Simple

When you set up a table with all of your samples or products on it, you generally get a lot more people looking at your stuff if you donâ€™t crowd the table. A few samples, a few products, a neat stack of items is always going to stand out more than a cluttered mess of junk just kind of thrown out there. Streamline your selection when trying to attract prospective customers and business contacts and youâ€™ll likely see a lot more business.

Make it Comfortable

Youâ€™re going to be sitting in this tent for eight hours or even longer, so make it comfortable. An open air tent that provides shelter from the heat and the sun is a good start, but make sure that you stay hydrated with plenty of water, pack a lunch and snacks and bring a comfortable chair to sit in between sales. And most importantly: Hand sanitizer. Youâ€™re going to be shaking a lot of hands, so keeping your hands clean with sanitizer is a good way to make sure that neither you nor any of your new business contacts catch anything from anybody.

Setting up a tent to attract prospective customers is really more of an art than a science. Of course, the first and most important step is perhaps selecting the right tent in the first place. If you come to Big T Tents and tell the staff exactly what youâ€™re after, they should have no trouble hooking you up with the perfect tent for your needs. Let them know where youâ€™re headed and what you need the tent for, and they should be able to do the rest.

Whatever your business, conducting it in a comfortable, shady tent can be an immediate possibility if you trust that Big T Tents know their own business: Tents. A family owned company with more than two decades of experience, you can be sure that Big T Tents know their tents. Rely on us not only as your tent supplier, but as your tent advisor, and youâ€™ll be sitting pretty in the shade at your next sales event, swap meet or trade show.

Article Source:
http://www.articleside.com/business-articles/setting-up-your-sales-tent.htm - Article Side

Glennhenry - About Author:

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Article Keywords:
party rentals Kansas City, MO, tent rental Kansas City, MO

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