



Second Annual “Spring Training” One Day Workshop

Join MATRA for our popular **Tent Renters' Spring Training Seminar** on **March 27, 2012**, from 8:30am to 4:00pm, at Party Line Tent Renters, in Elmsford, New York. This one-day educational program will focus on ***your sales staff***.

Topics includes:

- > Basic and Advanced techniques associated with Party CAD 12, instructed by the author himself, Hank Hiufnagle.
- > An introduction to selling custom fabric structures with Dirk Coz from Lightweight Manufacturing.
- > An interactive group session to assist in dealing with some of the most challenging situations encountered with customers.
- > A session on "Weighted Tents - A Profit Center". How to sell it and still be profitable.
- > Afternoon Table Top Exhibits and a tour of Party Line Tent Renters facilities.



Registration is OPEN including complete schedule and fees at **www.TheTentShow.com**.

Early Registration: MATRA members, \$59.00; Non-members, \$79.00; Lunch is included.

Early Registration deadline is March 2nd. (additional fee after March 2nd)

For more information, including hotel suggestions, call the MATRA Office at 302-765-3945 x2.