You know there is probably an unlimited number of banquet halls and other meeting accommodations your customers could select. So, when the tenting alternative is selected, it’s because the customer is looking for something unique, more private or special. As a tenting professional, you know the options have increased significantly in recent years and that an expert installation of the chosen tent must meet the customer’s highest expectations.

**Course Overview**

This discipline reviews the history of tenting, current tenting fabrics and technology, and will help you succeed in this exciting and much sought-after element of the rental business. You’ll learn how to:

- Apply risk-prevention strategies
- Manage the permit process
- Select the most appropriate products for the scheduled event
- Gain expertise in installing different tent, staking, accessory and anchoring types
- Manage the tent during the event and apply safe takedown techniques
- Apply criteria for inspection and documentation of the condition of materials prior to takedown and return

**Chapter Overviews**

As you work through each chapter, you’ll find exercises that are designed to help you get acquainted with your peers and their work, your supervisor and vendors. In addition, you will gain confidence in using the vocabulary of your workplace and begin to build your own reference library from materials supplied in each chapter.

**Chapter 1: Introduction to the Tent Rental Industry** provides a brief history of the tent rental industry, current and future trends in tenting, career paths for the tenting specialist and safety guidelines for tent installations.

**Chapter 2: Products and Services** illustrates and explains differences among the types of tents you may be required to install in your work and provides information about the important services a tent rental company offers to their clients.

**Chapter 3: Tent Rental Process** explains the steps in planning tent rental events and provides detailed, step-by-step guidelines for all aspects of tent installation, from preparing products to staking and tying knots, setting up the tent site, maintaining the tent during the event, taking down the tent and returning tent supplies to inventory.

**Chapter 4: Working Relationships** establishes guidelines to help you in your interactions with customers to ensure their rental needs are met, safety considerations and emergency contact methods are understood and appreciation for being the selected vendor is communicated.

**Also included:**

**Videotapes:**
Staking and Anchoring
How to Install a 30’ x 45’ Rope and Pole Tent

**Course Goals**

The goals of this discipline will help you:

- Realize your career potential in the tent rental industry
- Identify types of tents, including styles and materials
- Describe tools and equipment that are used to install, maintain and take down tents
- Identify and describe uses for tent accessories
- Describe services provided to tent rental clients
- Assist during sales surveys and make recommendations
- Identify obstacles and other variables at the event site
- Determine what is necessary to be done prior, during and after installation day