



## Webinar: Rental & Staging Business Survival Kit

In many companies the audiovisual Rental & Staging model has developed from a transactional rental business into a complex consultative sales process. Along the way we forgot to replace some rental practices with a true service model and this has proven to be an ongoing strain on profits. Making the rental model work in today's low-margin, high-competition business environment requires some new ways of thinking.

***In this two-hour webinar we will explore real challenges and fresh solutions to the rental and live events business model.***

The Rental & Staging Business Survival kit is a handbook of best practices gleaned from years of analysis and application by industry veteran Tom Stimson. We will start with financial metric analysis, weigh the pros and cons of organizational structures, show how key processes affect profit, and debunk some long held assumptions about inventory management, capitalization, and business development. Whether you are looking for a few new ideas or need total organizational restructuring, this seminar should be your first step.

### **Fee Structure:**

The base fee for this event is \$2500.00 for the first ten attendees, plus \$150.00 for each additional attendee. For more information or to learn about in-person options, contact Tom Stimson: [tom@trstimson.com](mailto:tom@trstimson.com) 214-553-7077

### Utilization Report

