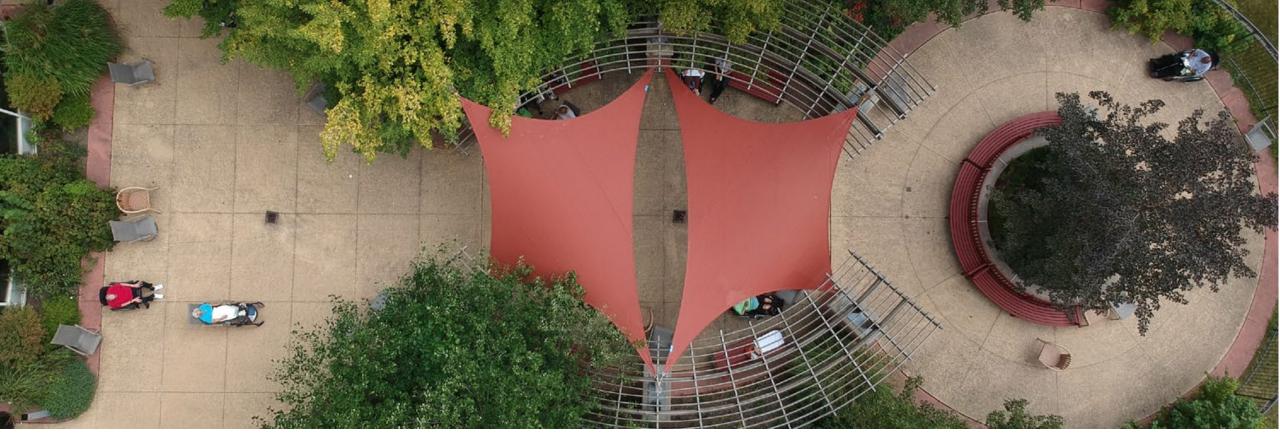
Welcome to Advanced Textiles ORGANIZED BY (ATA



Selling Shade Sails

A great business opportunity, but don't start a manufacturing facility, it's a nightmare!





Attendees will leave with the knowledge of

1. Better understanding of the support channels to help you stay out of manufacturing yet still be in the Shade Sail Business.

- 2. Education is the key to your Success in Shade Sails
- 3. Persistence, visualizations and customer service keys to success



Shade Sails have been somewhat unknown in North America however this is changing...



Q&A

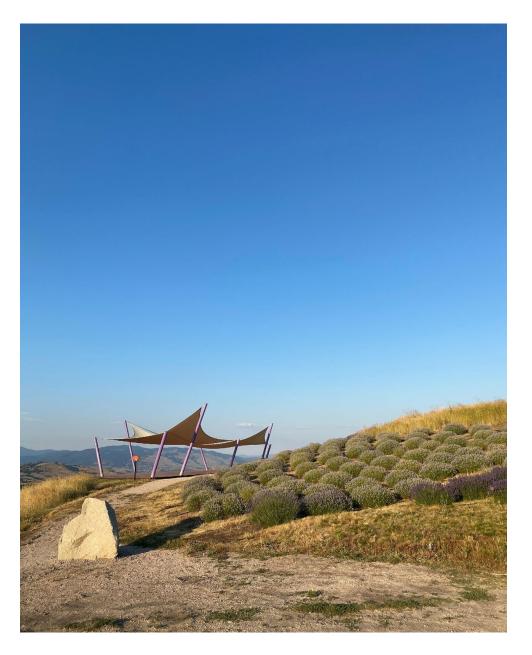
How many Shade Sails do you see you in your neighborhoods?

There are opportunities regionally for Shade Sails as a stand alone business or as a compliment to your existing business.

Do you have the ability to install?

-> If so, this is another avenue to make the business **Opportunity** more viable.





Awning companies and Landscape architects are great partners in connecting you with projects.

How do you reach them?

How can you present them what they need to get you specified as the desginer installer?

Explain keys to success

Who are your partners?

Who is your team?

How to find them?



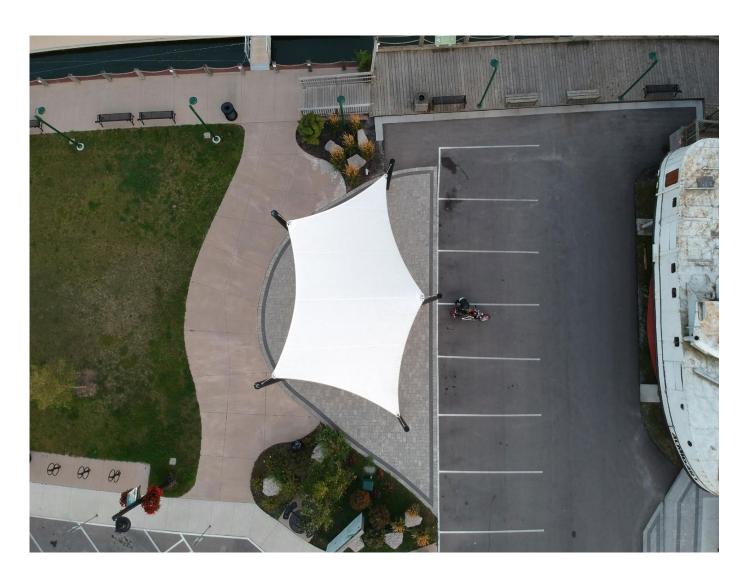
Outsource Outsource!

- Focus on selling, and your strengths, not things you are not skilled at, or you can't afford.
- If you don't have desgin capabilities, Outsource them.
- If you don't have abililty/space to stock rolls of fabrics, outsource it.
- You don't need to open a manufacturing facility to be in shade the Shade Sail business- *Outsource it.*









Next steps for getting started and/or growing your business:

What are your challenges/bottlenecks to growth or starting?

Q & A to finish



Thank you!

Do you have more questions? Contact us!

www.shadesailscanada.com info@shadesailscanada.com







See you next year! Advanced Textiles

ORGANIZED BY (ATA

Sept. 24–26, 2024 | Anaheim, CA USA