

**Seconde partie de l'épreuve**

General information	Services
<p><b>Description:</b> Cardboard Tent – KarTent: The KarTent; fully recyclable cardboard €70,00 REDUCED PRICE €65,00 tent for use on festivals or in the backyard. Suitable for 2 people. 2 other sizes: Junior for € 40 and mini for € 12</p> <p><b>Pros &amp; cons:</b>            + Foldable, Fully recyclable / waterproof (heavy rain for 3 days)            + Light weight and easy to move            + Cool and dark during the day            + can be decorated            — XL item</p> <p><b>General features:</b>            Product Size 235 x 150 x 109 cm            Package Size 240 x 80 x 10 cm            Weight 13 kg            EAN (European Article Number)/            SKU (Stock keeping unit) 8438476012616            Setup : <a href="https://kartent.com/instructions/">https://kartent.com/instructions/</a></p>	<p><b>Services</b>            Order today, enjoy tomorrow            Order before 15:00, sent the same day</p> <p>Money-back guarantee: 30 days to change your mind</p> <p>Free delivery over €60 except XL items</p>

**Situation**

Imagine you work for KarTent, a tent supplier, and your supervisor has asked you to contact various French Festival organizations to add potential customers to your database. Imagine you contacted the organiser of a green music festival called The CABARET VERT, prepare your arguments to present your new products.

Use the following hints:

- Description of product they may need
- Feature(s) which could definitely convince this client
- Possibility of having a KarTent stand at the festival.