

# CREATING GREAT LANDSCAPING EXPERIENCES

OUR GUARANTEE IS A TRANSPARENT AND HONEST SALES PROCESS

- ✓ Started in 1980 as a campus ministry project in Muncie, Indiana
- ✓ Grew into one of the largest family owned landscape companies in the U.S.
- ✓ Corporate campuses, commercial properties, HOA/ CDD properties and military housing communities
- ✓ Landscape maintenance, water management, irrigation, agronomic programs, property detailing and snow removal



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or call 1.800.481.0096

## OUR PROCESS

*While our business is creating great landscape experiences, the most important things we grow, nurture and maintain are partnerships—with both customers and employees.*



### 1. VERIFY FIT WITH OPEN COMMUNICATION

- ✓ Get to know the client, you and your business
- ✓ Confirm powerful reasons to become partners



### 2. IDENTIFY PRESSURES AND CHALLENGES

- ✓ Understand/acknowledge expectations of each party
- ✓ Discuss the numerous benefits and tools to leverage a successful partnership



### 3. CO-AUTHOR A COMPREHENSIVE PLAN TOGETHER

- ✓ Identify possible solutions to solve challenges
- ✓ Collaborate to establish a plan congruent with business objectives



### 4. COMMUNICATE CANDIDLY AND OPENLY AT ALL TIMES

- ✓ Build trust and partnership through collaboration and transparency
- ✓ Finalize next steps



### 5. EXECUTE AGREED-UPON SCHEDULE

- ✓ Provide regular service reports and site quality inspections
- ✓ Implement solutions plan



### 6. CONTINUOUSLY IMPROVE THE PARTNERSHIP

- ✓ Create a great landscape experience through honest dialogue
- ✓ Be available and accountable for the duration of the partnership

