

# Build a Better Landscape Business.



We help landscape business grow.

## Day 1

## Day 2

### 8:30am - Introduction

- Introduce instructor & peers
- Overview of course objectives
- Why most companies can't grow
- Why the order of improvement systems matters

### 9:00am - Sales & Labor Budgets

- Setting the 'right' sales goals
- Division-specific sales goals
- Planning required labor & wages
- Benchmarking productivity vs. industry standards

### 11:00am - Equipment Budget

- Calculate true cost of vehicles
- Calculate true cost of equipment
- Establishing the right balance of labor vs. equipment for most efficient production

### 12:00pm - Lunch

- Enjoy lunch, provided for you
- Network with peers

### 1:00pm - Materials, Subs & Overhead

- Plan material expenses required for sales goal
- Plan subs required for sales goal
- Identify all company overhead costs
- Benchmark your company vs. industry standards

### 3:00pm - Profit/Loss Review

- Finalize your plan for profit
- Methods to improve your company & budget
- Calculating what your revenue should be
- Introduce overhead recovery systems
- Demonstrate pros & cons of each overhead system

### 8:30am - Budget Review (OPEN FORUM)

- Come early and review your budget 1:1 with one of our experts

### 9:00am - Cost & Pricing

- Calculate your right rate(s) for labor
- Calculate your right rate(s) for equip
- Pricing materials for maximum profit
- Recovering overhead & non-job cost

### 11:00am - Estimating & Sales

- Turnkey estimating systems
- Getting the right price on every job, every time
- Making estimating repeatable & trainable
- Maximizing revenue per man hour
- Estimating templates for rapid, accurate bidding
- Increasing sales & close rates

### 12:00pm - Lunch

- Enjoy lunch, provided for you
- Network with peers

### 1:00pm - Job Plans & Tracking

- Turning estimates into job plans
- Reducing waste hours due to bad planning
- Improving job execution
- Maximizing job productivity
- Tracking and hitting estimated vs. actual hours

### 3:00pm - Putting it All Together

- Simple, effective jobcosting
- Teaching employees to think/act like owners
- Incentive systems for crew
- Open Q&A

Peer Networking Day 1

Please join us from 4-6PM for plenty of great conversation. Drinks & food will be provided!