Harvest your potential

Bill Arman, cofounder of The Harvest Group consultancy, teaches Green Industry executives strategies to reach their full potential during the Professional Landcare Network's Executive Forum last month in Orlando.

WEB EXCLUSIVE

Garden Shows: A chance for landscape companies to shine

Winter-weary consumers in almost every major city in the United States eagerly anticipate garden and flower shows, which blossom weeks before the official start of spring. Most generally also include juried contests and educational exhibits.

ONLINE OPPORTUNITY

Explore recession-busting ideas with Landscape Management's seven inaugural LM Consulting Clubs — a brain trust of business coaches proven to help Green Industry contractors, and industry suppliers and associations, bolster everything from customer and employee relationships to revenues and margins to strategic planning and overall business valuations.

Visit the LM Bookstore and peruse our experts' offerings. Jeffrey Scott will teach you to increase your business with “The Referral Advantage,” Harvey Goldglantz explains why “Marketing Matters” and Jim Paluch's trio of tales including “Five Important Things,” “Leaving a Legacy,” and “Growing Dreams” also are available.

READERS RESPOND

When do you foresee the U.S. economy emerging from this recession?

36% Maybe in 2010 if we’re lucky

43% It's going to be a while.

21% The second half of 2009

0% We're already flying high.

Next month's question: What is the single-biggest factor that would improve your workers' productivity?

Want to weigh in? Visit www.landscapemanagement.net/survey to voice your opinion.