THE LM DAILY
DID YOU CATCH THE LATEST FROM THE BLOG?

In his latest blog post, titled “Big clients can kill you,” LM blogger and Green Industry consultant Jeffrey Scott shared these insights:

» The clients you say “no” to can be your best clients!
» Big clients upset your sales cycle. You run out of time to develop new business because you are so busy with the “big” job.
» Big clients are fun to brag about, but they can kill your morale and your wallet.

HERE’S HOW READERS RESPONDED:

BLOG COMMENTS
Good stuff, Jeffrey. I’m glad you learned the lesson for all of us :-). “Don’t look for a silver bullet. Look for a better system and a better approach to your business.” Love that quote. Nice work!

Chris Heiser
LandscapeLeadership.com

So true! Especially about the 10 percent part … happens often with money manager types.

Jan Johnson
Johnson Landscapes & Pools
Mount Kisco, N.Y.

Great article...

Rick Gottleib, Jr.
Garrick-Santo Landscape Co.
Wilmington, Mass.

THE LM DAILY
HELP! LANDSCAPE PROFESSIONALS!

We are actively seeking dealers to sell, install and service our innovative outdoor misting systems that effectively control mosquitoes and other annoying insects.

GREAT MARGINS & RECURRING REVENUES!

Could you Spot A Great BUSINE$$ Opportunity

If It Was RIGHT In Front Of Your Face?

BECOME A MISTAWAY DEALER TODAY! 1-866-485-7255 www.mistaway.com

COMING SOON...

Could you Spot A Great BUSINE$$ Opportunity

HELP! LANDSCAPE PROFESSIONALS!

We are actively seeking dealers to sell, install and service our innovative outdoor misting systems that effectively control mosquitoes and other annoying insects.

GREAT MARGINS & RECURRING REVENUES!

Could you Spot A Great BUSINE$$ Opportunity

If It Was RIGHT In Front Of Your Face?

BECOME A MISTAWAY DEALER TODAY! 1-866-485-7255 www.mistaway.com