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THE LM DAILY

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To be a good salesperson you need to become a great buyer
If you are going to be efficient with your time and make a sale that is win-win, you should be working with potential customers who need what you have — not just want what you have.

Visit landscapemanagement.blogspot.com to get the latest from the LM staff and a few top Green Industry contractors.

WEB EXCLUSIVE

A system isn’t ‘smart’ if its fundamentals are not sound
It is incredible how far technology has advanced in the irrigation industry… However, none of these advancements mean anything if irrigation fundamentals are not practiced. I am talking about “Irrigation 101” type stuff.

FROM THE TWITTERVERSE...

Not following Landscape Management on Twitter (@landscapemgmt)? Here is a tweet you might have missed:

Lawn Care @LawnCareNet 28 May

“Knowing trees, I understand the meaning of patience. Knowing grass, I can appreciate persistence.” - Hal Bonland @Lawncare

#Lawncare

» Periwinkle by Landscape Management

Expand

THE NOT-SO-SOCIAL SIDE OF THE GREEN INDUSTRY.