

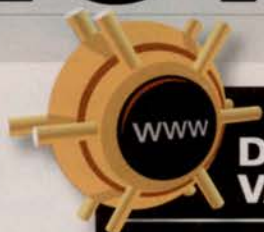
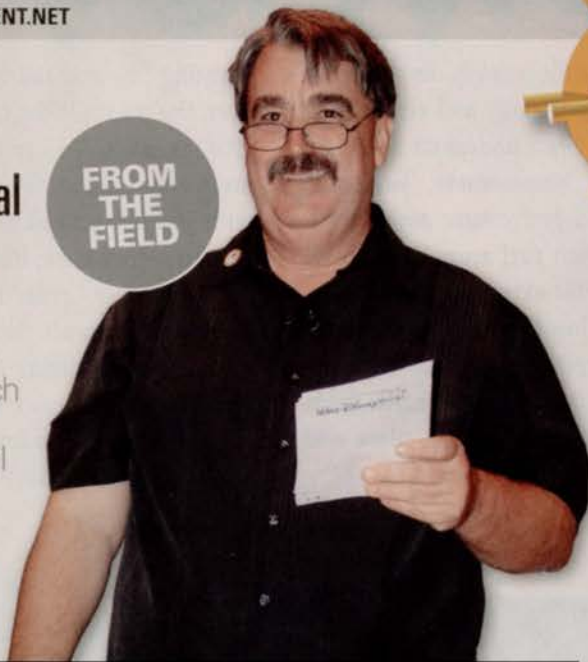
ONLINE NOW

» WWW.LANDSCAPEMANAGEMENT.NET

Harvest your potential

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

FROM THE FIELD



DIGITAL VAULT

Select stories from our e-newsletters. Visit www.landscapemanagement.net/enewsletters to sign up or view.

LMdirect!

Landscape professionals might want to consider adding fruit and vegetable gardening to their service offerings in light of the public's reaction to the continuing stream of frightening economic news.

Athletic Turf News

Banning phosphorus applications to turfgrass has become the "in thing" for government officials across the country.

LD/B Solutions

Add on services can help boost profits, but could spread your business too thin.

Get Growing

The Chinese pistache is a broad crowned tree that can grow up to 50 ft., with an umbrella-shaped spread that's 2/3rds of its height.

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.

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.



LM SEARCH → Link to leading suppliers and their solutions at www.landscapemanagement.net/search