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## 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 Heiler  
LandscapeLeadership.com

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

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

Great article...

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

#### TWITTER

RT @Grasshopper Mowr: Big contracts can come with big headaches, and big losses. Thoughts from Jeffrey Scott on the @LandscapeMgmt blog @GoiLawn



Big contracts can come with big headaches, and big losses. Thoughts from Jeffrey Scott on the @LandscapeMgmt blog: bit.ly/LXgvol @GrasshopperMowr

Don't look for a silver bullet. Look for a better system and a better approach to your busi-



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new features you'd like to see on our redesigned website. Send your thoughts to Editor Marisa Palmieri at mpalmieri@northcoastmedia.net.

ness - buff.ly/LXgvol via @LandscapeMgmt @Inbound\_Agency

Good article and timely @budsnblades

#### FACEBOOK

Deciding to terminate a contract with a client is always a tough choice.

See why you should look hard at your big clients.

Shared by South Carolina Landscape and Turfgrass Association

Great article. I couldn't agree more.

Justin Stelter  
Justin Stelter Landscape Gardening  
Franklin, Tenn.

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