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THE LM DAILY

DID YOU CATCH THE LATEST FROM THE BLOG?

» **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 23 May
 "Knowing trees, I understand the meaning of patience. Knowing grass, I can appreciate persistence." Hal Borland #Lawncat
 #Lawncare
 Retweeted by Landscape Management
 Expand



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

 Landscape Management magazine shared a link. Tuesday

Has anyone ever heard of an impostor such as this guy? We have to say, "Manhunt Monday" does have a catchy ring to it.

 **Manhunt Monday: Man Poses as Landscaper | KTSM News Channel 9**
www.ktsm.com

El Paso-In this week's Manhunt Monday, a man claiming to be a landscaper, asks people for money and never finishes services he's promised.

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