* **The 3 Essential "E’s" of Green Industry Contracting  *Estimation, Execution, Evaluation***
* ***​Selling Irrigation service beyond single head repairs***

***Adding the third element to your irrigation business***

* ***Digital Stategies****,****grow your company’s professional presence without additional staff***
* ***Outsourcing professional services****…****beyond subcontractors.  How using virtual and online resources can fuel sales and profits.***
* ***Beyond MMM pricing (the magic material multiplier) landscape estimating systems.***
* ***You cannot manage what you can not measure****.****Improving your tracking and metrics***
* ***Are you feeling like Lucy in the chocolate factory?******How and when to off load, and delegate tasks for growth.***
* ***It not how much you MAKE ...it's how much you KEEP!...profit is neither bad or a byproduct!***
* ***D & D ... delegate and disappear..****.****leadership strategies for Green industry professionals***
* ***Selling beyond the single head repair.******How to triple your revenue in double the time***
* ***NC Irrigation Law... What and Why…******an overview of requirements and minimum standards.***
* ***Creating systems for production efficiency… starting with the morning circus***
* ***Landscape production incentive plans…. How to engage your field crews to improve productivity and quality***

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