

The Wealthy Landscaper: A Road Map

Host: Tony Bass



www.superlawntoolkit.com/ _____

Important Date: October ____, 2018

FINISH

5 INCREASING THE VALUE OF YOUR COMPANY

- ____ = Small company no written agreements or installation only
- ____ = Written agreements with 50% or > revenue maint
- ____ = \$1M+, 70%+ revenue maint, employees
- ____ = Multi-million \$ revenue, commercial contracts, employees, 70% maintenance contractor or >
- ____ = all above + an A+ market location

4

SPECIALIZED SERVICES FOR HIGH PROFIT

- Build Relationships with Your _____
- _____ to fill in slow months
- Become _____ at Something

2

REDUCING YOUR TAXES

1. Claim Pre-Paid _____
2. Fund Your _____ IRA, _____ IRA, 401-K or SEP
3. Maximize Your _____ Deduction
4. Continue Your _____

3

REAL ESTATE INVESTING

- A _____ without Employees
- The 10 Home _____ Plan
- _____ Income in 15 to 25 Years

1

3 WAYS TO INCREASE PROFITS

1. _____ Prices
2. Increase _____
3. Lean on Your Suppliers to _____ Cost

START

Sales/FTE

_____ = Your
2000 FTE

_____ = your revenue
FTE per Full Time Employee

How Do You Compare with the Industry average? \$ _____



With Special Guest:
Mark J. Kohler,
M.Pr.A., C.P.A., J.D.