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# **GOPHERHAUL EXTREME LAWN CARE BUSINESS TIPS.**

**By  
Steve Low**



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Includes sample marketing letters.

**Unfiltered, unedited, and a little rough.  
A collection of landscaping & lawn  
care business lessons I've learned  
along the way.**



# Gopherhaul Extreme Lawn Care Business Tips

**Steve Low**



## **Gopherhaul Extreme Lawn Care Business Tips:**

*Gopherhaul Extreme Lawn Care Business Tips* Steve Low, 2009-08-06 Unfiltered unedited and a little rough A collection of landscaping lawn care business lessons I've learned along the way I see so many new lawn care businesses get started only to fail a short time later because the entrepreneurs didn't educate themselves enough about their field Here is a collection of lessons I learned that will give your lawn care or landscaping business a better chance at success As an added bonus I have included some very helpful lawn care business marketing letter templates to super charge your business By Steve Low Host of The GopherHaul Lawn Care Business Show and the Gopher Lawn Care Business Forum [Lawn Care Business Tips, Tricks, and Secrets](#) Steve Low, 2010-10-19 If you haven't started your lawn care business yet what are you waiting for If you don't start your lawn care business this year you'll be at least one year older when you do so get started today The vast majority of new lawn care businesses fail Most of the time they fail because they don't know the tips tricks and secrets veteran business owners have learned through years of trial and error The sooner you learn these secrets the better your chances are of finding long term success Download our Free 30 day trial of Gopher Lawn Care Business Billing Scheduling Software at [www.gophersoftware.com](http://www.gophersoftware.com) *How to Make More Money with Your Lawn Care Or Landscaping Business* Steve Low, 2011 Learn how to make more money with your lawn care or landscaping business Making money with your lawn care or landscaping business can be a challenge even in the best of times but it gets even tougher when you are up against heavy competition This book will help teach you what successful lawn care landscaping business owners are doing to not only survive but to make more money than their competitors It covers how to make more money on bidding How to read your customer's body language to know when you are charging too much or not enough Learn the steps you should be taking to win more bids and things you should never do when trying to win a lawn care bid You will also learn how to deal with picky customers those that live out of state those that like to cancel service without giving you enough warning and help you figure out how much your customers are actually worth Learn how to make more money with your lawn care crew by knowing the ideal crew size from others who have experimented with many different setups Learn the best way to purchase equipment which equipment to purchase and how to use it in order to make your business more profitable Read how other lawn care landscaping business owners defend themselves against the secret ways competitors try to keep you from growing Pickup new sales techniques your competitors would never share with you and learn new lawn care marketing tips to grow and improve the profitability of your customer base And lastly learn what to watch out for when it comes to bad contracts avoiding problems with the IRS and how your credit rating can hold you back from growth See where others have tripped up so you can avoid the pitfalls that lay ahead and find out what really works and what doesn't All of these topics are covered and more with real world examples from The Gopher Lawn Care Business Forum The GopherHaul Lawn Care Business Show To learn more about how to run your lawn care and landscaping business visit the Gopher Lawn Care Business Forum at [http](http://www.gophersoftware.com)

www.gopherforum.com and download a Free 30 day trial of Gopher Lawn Care Business Billing Scheduling Software at <http://www.gophersoftware.com>

*Stop Lowballing!* Steve Low, 2008-04-24 Stop Lowballing A Lawn Care Operator's guide to stop lowballing and finding success Some of the topics discussed in the book How to start up your lawn care business Finding your niche and finding profits Lawn Care Equipment Pricing Estimating Lawn Care Jobs Dealing With Customers Dealing With Employees Lawn Care Marketing Secrets Lawn Care Business Tips Getting Commercial Accounts without commercial references Pitfalls of Commercial Accounts And more Interested in furthering your studies of the lawn care industry Make sure you check out the Gopher Lawn Care Business Forum Watch the GopherHaul Lawn Care Business Show on youtube Hundreds of FREE lawn care flyer door hanger business contracts logos and website templates are available at the Gopher Lawn Care Software site Download the 30 day trial of Gopher Lawn Care Software <http://www.gophersoftware.com>

**The Gopherhaul Guide on How to Get Customers for Your Landscaping and Lawn Care Business** Steve Low, 2009-11-02 Coming up with marketing and service ideas to keep busy and profitable all year long can be difficult Most of the times we are just not in the mood to sit and think up creative ways to make more money Well thankfully I have been able to interview thousands of lawn care business owners over the years and ask them what's worked and what hasn't The responses and the follow up questions have really uncovered a treasure trove of ideas that I compiled here to share with you Now you don't have to get frustrated when trying to come up with new ideas Just keep this book around as a reference Some of these ideas might just work right off the shelf while others might need to be altered to fit your needs Ultimately it's always better to have ideas on stand by just in case This book is the third in a series of lawn care business marketing books I have published and contains lawn care marketing ideas cherry picked from previous content I have written as well as new unpublished material Dream it Build It Gopher It By Steve Low Host of The GopherHaul Lawn Care Business Show and the Gopher Lawn Care Business Forum

[The Gopherhaul Lawn Care Marketing & Landscaping Business Show Episode Guide](#) Steve Low, 2008-06-20 Are you in the planning stages of starting a lawn care or landscaping business or operate one and want to know what tips tricks and secrets others in the industry know This episode guide is for you The 26 episodes of our lawn care business show GopherHaul have been viewed over 1 000 000 times All we have learned over the years has been put into this book to share with you Topics discuss include How to raise start up capital Seasonal marketing ideas What to do when your largest client leaves What's better to use postcards or brochures How to build your customer base with referrals Gain one customer then lose one customer How to stop it How to pre qualify customers when they call How to bid jobs What should you include in a commercial lawn care bid What newspaper ads work best How to buy a lawn care business Tips on buying used lawn care equipment And much more Also download our FREE 30 day trial of Gopher Lawn Care Software <http://www.gophersoftware.com>

*90% of Lawn Care Businesses Fail in Their First Year. Learn How to Survive With These Tips!* Steve Low, 2012-04-01 Everyday you run your lawn care business you are going to be coming into contact with new experiences

situations and jobs that will change you These experiences will also change the way you operate your business Sometimes you will make it through a challenging situation unscathed other times you may find yourself just barely able to hold on Some experiences can even be fatal to your lawn care business When 90% of new start up lawn care business owners fail in their first year a need for information on how to survive is essential You need as much education and early warning as you can get your hands on to make it through where others have failed This book s goal is to give you a heads up of what other lawn care business owners have experienced and how they dealt with their challenging situations Learn from these insights and grow stronger because of them As the old saying goes those who fail to learn from history are doomed to repeat it Don t be doomed read on entrepreneur read on From The Gopher Lawn Care Business Forum The GopherHaul Lawn Care Business Show Download our Free 30 day trial of Gopher Lawn Care Business Billing Scheduling Software at [www.gophersoftware.com](http://www.gophersoftware.com) Until the next time we meet always remember to Dream It Build It Gopher It [Lawn Care Business Bidding Tips, Upsells, and Disasters to Avoid](#) Steve Low,2012-10-01 Learning how to bid lawn care and landscaping jobs when you are just getting your business started is a huge task Most of the times those in the know aren t going to share with you all the lessons they ve learned and the tips they have picked up over the years But I will I operate one of the largest lawn care business forums on the internet The Gopher Lawn Care Business Forum On that site I have interviewed thousands upon thousands of lawn care business owners over the past decade Throughout this process I have learned a lot All that I have learned I want to share with you The goal of this book is to give you the lawn care business owner a working knowledge of the entire bidding process for most of the jobs you are going to be called upon to bid To give you a better idea on how to go about bidding jobs services you can upsell how to upsell and how to perform those jobs This book is somewhat large at close to 600 pages but I really wanted to include a lot of information Read it at your own pace and later you can use it for years to come as a reference manual Keep going back to this book over time to get more ideas on how to improve your business After your reading I feel confident you and your business are going to be in a better place If you would like to read more about how to improve your lawn care or landscaping business check out my many books on the topic Visit my Gopher Lawn Care Business Forum at <http://www.gopherforum.com> and watch my GopherHaul Lawn Care Business Videos and Podcasts across the internet and on my GopherHaul Lawn Care Business Marketing Blog at <http://www.lawnchat.com> Don t forget to try out our Gopher Lawn Care Business Software too at <http://www.gophersoftware.com> By Steve Low Host of The GopherHaul Lawn Care Business Show and the Gopher Lawn Care Business Forum [The Pro Lawn Care Business Playbook](#) Steve Low,2013-10 Over the years I have talked with thousands of lawn care and landscaping entrepreneurs out there trying to make their dream come true Some have succeeded some have not but all have lessons they learned on their path that I have kept meticulous notes on I pass this knowledge on to you in order to improve your business knowledge and skill set So many new business owners pause at the moment when a decision is required of them Or they fail to plan how to handle future

growth In haste a poor decision can be made due to a lack of experience Such indecisive or poor decisions can prove costly After reading this book you should have a solid well rounded perspective on a broad range of topics your lawn care business will be facing in the future Knowing how others have previously handled situations can give you a definitive advantage over competitors Knowing what works and what doesn't will keep your business moving solidly forwards As you move ahead I hope you find great joy and excitement with your business You can make it happen Topics covered include Getting started How to deal with customers Business tips Improving your bidding sales Pricing Services to offer Operations Employees Marketing strategies Website tips Equipment issues Things to watch out for Keeping your life in balance with your business If you would like to read more about how to improve your lawn care or landscaping business check out my many books on the topic Visit my Gopher Lawn Care Business Forum at <http://www.gopherforum.com> and watch my GopherHaul Lawn Care Business Videos and Podcasts across the internet and on my GopherHaul Lawn Care Business Marketing Blog at <http://www.lawnchat.com> Don't forget to try out our Gopher Lawn Care Business Software too at <http://www.gophersoftware.com> By Steve Low Host of The GopherHaul Lawn Care Business Show and the Gopher Lawn Care Business Forum *The Lawn Care Business Can Get Dirty, Ugly, and Mean* Steve Low, 2013-04-10 When I first got my business started I didn't really know anyone who was an entrepreneur I had no one I could bounce ideas off of or compare my crazy stories with For all I knew at the time I was the only one who ran into problems with my business Later when I got the Gopher Lawn Care Business Forum started I began to realize that everyone who runs their own business has issues they have to deal with Whether they are business personal family mental financial medical or whatever This book takes a look at the issues business owners from The Gopher Lawn Care Business Forum have dealt with It shines a light on topics not often talked about As you read this book you will learn about issues you can outright avoid issues you can try your best to avoid and issues that will just sneak up on you Once they happen you will learn the best ways to minimize their damage so you can move forwards quicker Ultimately you will learn crazy things happen to all entrepreneurs If you find yourself dealing with some heavy issues you are not alone I wish there was a book like this to read when I was getting started so I didn't feel so alone and lost worrying if I had what it takes to make it Wasting my time worrying was time I could have spent being more productive So my message to you is don't sweat the small stuff Crazy things will happen Read this book learn what to watch out for and be more productive Some of the topics discussed in the book include Customer problems Watch out for these customer warning signs Equipment issues Theft Learn how others got their equipment stolen Could you ever imagine it happening at a red light Money Estimating jobs and underbidding them Personal problems Your wife wants a vacation Contracts and lawsuits Labor problems How to find good help Disasters What to do when you break a customer's window On the job injuries You won't believe how many business owners get carpal tunnel syndrome Life lessons Finding balance Success If you would like to read more about how to improve your lawn care or landscaping business check out my many books on the topic Visit my Gopher Lawn Care

Business Forum at <http://www.gopherforum.com> and watch my GopherHaul Lawn Care Business Videos and Podcasts across the internet and on my GopherHaul Lawn Care Business Marketing Blog at <http://www.lawnchat.com> Don't forget to try out our Gopher Lawn Care Business Software too at <http://www.gophersoftware.com> By Steve Low Host of The GopherHaul Lawn Care Business Show and the Gopher Lawn Care Business Forum     [How to Get Commercial Lawn Care and Snow Plow Customers](#) Steve Low,2011-12-08 Hello and welcome to my book on how to get commercial lawn care and snow plow customers I put this book together because I know it can be so very difficult for newer lawn care landscaping or snow plow business owners to find out how to gain commercial customers Do you just go in and knock on doors Do you send them letters How should they be approached All too often when people try things they experiment once and if it doesn't give them the results they are looking for they give up and think they just lacked some magical quality others who are successful must have that they don't Well there are no magical qualities there are just certain tips and tricks we have seen that work over the years being discussed on the Gopher Lawn Care Business Forum and these are the tips I want to share with you I also included some letter templates you can use to send to customers to get on their bidding list to use as a cover letter for your bid and to thank them at the end of the season If you are unsure on how to price out commercial jobs I even included some examples what others have bid on for various commercial jobs Gaining new lawn care or snow plowing customers shouldn't be this hidden secret skill It should be made readily available to you so that you can grow your lawn care business as big as you want based on your desire and not based on luck or chance As you read through this book you will see variations of certain lawn care marketing methods pop up again and again When you see that it's because those methods being discussed work The variations you see are little tweaks that lawn care business owners utilize to stand out from others You can use them too or take the basic skills you learn here and create your own tweaks to make them uniquely yours When you are finished reading this book I hope you feel like you have a successful family member in the lawn care business that has shared with you a lifetime of what he has learned It has taken many years to compile all these insights and business lessons and there is no doubt in my mind your lawn care and snow plowing business will grow because of it I want to thank all my friends on the Gopher Lawn Care Business forum who have talked with me over the years on these many topics It is because of those people that came in asked questions and shared answers that we all are able to benefit today If you would like to read more about how to improve your lawn care or landscaping business check out my many books on the topic Visit my Gopher Lawn Care Business Forum at <http://www.gopherforum.com> and watch my GopherHaul Lawn Care Business Videos and Podcasts across the internet and on my GopherHaul Lawn Care Business Marketing Blog at <http://www.lawnchat.com> Don't forget to try out our Gopher Lawn Care Business Software too at <http://www.gophersoftware.com> And remember If you haven't started your business yet what are you waiting for If you don't start your business this year you'll be at least a year older when you do So get started today     **The Landscaping And Lawn Care Business Plan Startup Guide.** Steve Low,2008-09-10 If

you ever had thought about starting your own lawn care or landscaping business but weren't sure how to go about putting together a business plan this book will show you examples of lawn care business plans created on the Gopher Lawn Care Business Forum The author of this lawn care business book is the host of The GopherHaul Lawn Care Business Show and the Gopher Lawn Care Business Forum Inside is a step by step guide on how to make a landscape or lawn care business plan with real life examples including income and expense projections as well as customer acquisition goals This lawn care business book is a great tool to help you improve your odds of finding success Interested in furthering your studies of the lawn care industry Make sure you check out the Gopher Lawn Care Business Forum Hundreds of FREE lawn care flyer door hanger business contracts logos and website templates Free 30 day trial of Gopher Lawn Care Software visit <http://www.gophersoftware.com>

*A Rebellious Teenagers Guide to Starting a Landscaping and Lawn Care Business* Steve Low, 2008-12-07 Written by the host of the GopherHaul Lawn Care Business Show and Forum When you are a teenager you have a lot of rebellious energy Why not take that energy harness it to be productive and make money This book will show you how to succeed in starting your own landscaping lawn care business I cover the basics of how to register your business to advanced topics like incentives to get employees to sell more Based on my highly successful Stop Lowballing lawn care business book the topics within have been expanded to give more insight to a reader with no previous entrepreneur experience I share with you interviews from successful teenage lawn care business owners who discuss issues they have dealt with and overcome to find success Interested in furthering your lawn care business Download hundreds of FREE lawn care flyer door hanger business contract logo and website templates Free 30 day trial of Gopher Lawn Care Business Software visit <http://www.gophersoftware.com>

**How to Start and Grow Your Lawn Care Maintenance Business** Daniel Pepper, 2008-12-20 WARNING This could be the most important lawn care business information you will ever read about creating real and lasting wealth with lawn care 600 Pages Lawn Care Business Expert Daniel Pepper shows how anyone newbie or veteran can discover or re discover little known and some very popular success strategies beliefs ideas philosophies and ways of thinking that allow the top lawn care businesses in the country to earn maximum profits and create maximum wealth in record time

*Start Your Own Lawn Care or Landscaping Business* The Staff of Entrepreneur Media, Cheryl Kimball, 2016-08-09 If you enjoy the outdoors love nature or enjoy the smell of fresh cut grass then a lawn care or landscaping business is your chance to rake in plenty of green Your business can range from lawn maintenance to applying chemicals trimming and shaping trees to designing landscapes for residential or commercial jobs Everything you need to start a successful lawn care or landscaping business is in your hands Start turning green grass into cold cash today

**Cracking the Code to Profit** Ryan J. Sciamanna, 2018-01-25 What is Cracking the Code to Profit Cracking the Code to Profit is the complete start to finish blueprint for building a REAL BUSINESS in the lawn care and landscaping industry The author Ryan Sciamanna shares all his knowledge on how he went from a solo operator to six crews in three years Who is the



book for Cracking the Code to Profit is for anyone thinking about starting a lawn care business to companies trying to break through the 200k to 300k gross revenue barrier If you would like to but are not already making 100k per year as the owner of your lawn care company you will benefit from reading this book Why Ryan wrote the book In 2016 Ryan narrowed his lawn care companies service offering down to lawn mowing and lawn treatments only Prior to that his company was a full service lawn and landscape service provider offering all of the typical services including mulching pruning cleanups leaf removals hardscapes landscape design and installation and snow removal He made the change in his business model to increase profit margins and reduce the amount of time required of him as the owner of the business Naturally he needed to find referral partners for his lawn care customers because they still had other lawn and landscape needs his company no longer performed He contacted several other lawn and landscape business owners in his area and told them he wanted to send them referrals for the work his company no longer performed and only asked they don t steal his customers for the services they were still providing After shooting off the first several referrals Ryan quickly realized that a lot of these companies needed help and until they improved their business operations referring his clients to them was only making him look bad He has since stopped referring work with the exception of a couple companies that proved they would provide his customers quality work at fair prices and actually be reliable Ryan says I think most lawn care business owners started their business just like I did they enjoyed the work and were good at it so they said why not work for myself In the beginning it usually goes pretty smooth but as they add more and more customers and eventually need to hire employees they get in over their heads I did the same thing but quickly educated myself on how to run an actual business and not just be self employed He organized all of his knowledge into Cracking the Code to Profit in hopes it will save new business owners years of frustration Ryan read a similar book before he started his business that his father had bought for him online It was actually just a word document that someone had written on starting a lawn care business and his dad printed it off for him It cost his father 79 95 for that Ryan still has that book and even though it was overpriced terrible quality and a lot of the information was not good he still credits that book towards helping him get his business off the ground What you can expect from Cracking the Code to Profit How to Start a Lawn Care Business The book flows in chronological order from starting your business to your exit strategy Ryan put every detail he could recall from his own experience You can see the book chapters in the book preview After each chapter action steps are included so you know exactly what you need to do At the end of the book you will find the resource section for continued learning and execution You can expect to have a much better understanding of how to start and grow your lawn care business is a healthy profitable way Ryan s contact info is also included in the book He would love to hear from you after you finish it     [Lawn Care Business Guide](#) Patrick Cash,2009-02-01 How to estimate how to gain commercial customers tips and tricks to make your business more profitable add on services to make you more money     *The Complete Guide for Starting a Small Lawn Care Business* Robbie Newport,2014-09-29 This is a complete guide for those who are

interested in starting up their own small lawn care business or for those who have one and want some helpful tips With eight chapters and many sub chapters this book deals with this seemingly simple topic holistically and in depth My hope is to give readers some helpful tips and guide them along so they can smoothly get a small lawn care business up and running successfully This will allow them to escape working for someone else while making more money and having more flexibility in their lives One chapter is devoted to telling you what this business is really like so interested people can get a feel if it s something they want to pursue Also there s a chapter that talks about off season ideas for work which may help those who are already working the business too All together this is the culmination of my four years of experience with having three different successful lawn care businesses The third business I m still working Although I m not an expert at gardening or landscaping I ve been able to replace the real jobs out there with something better If you re interested in starting a small lawn care business want some help getting it started the right way and want to make sure you have success then you can t go wrong with this complete guide for starting your small lawn care business book     *The Big Lawn Care Marketing Book*  
Steve Low,2008-08-06 The Big Lawn Care Marketing Book contains volume 1 2 of my other books How to get customers for your landscaping and lawn care business all year long Anyone can start a lawn care business but most get stuck finding customers and they give up their new venture too quickly Why struggle trying to learn how to gain new lawn care customers the hard way This book gives you 470 pages of lawn care marketing ideas that are being used by your competitors It also talks about what marketing ideas don t work New lawn care business owners were polled and 33% of them said the toughest part about running their business was finding customers This book focuses on how you can gain new lawn care customers We have learned many tips and tricks over the years from lawn care business pros at our Gopher Lawn Care Business Forum and in this book we share them with you Download our Free 30 day trial of Gopher Lawn Care Business Billing Scheduling Software at [www.gophersoftware.com](http://www.gophersoftware.com)     *How to Get Customers for Your Landscaping and Lawn Care Business All Year Long*  
Steve Low,2008-08-05 Anyone can start a lawn care business but most get stuck finding customers and they give up their new venture too quickly Why struggle trying to learn how to gain new lawn care customers the hard way This book gives you lawn care marketing ideas that are being used by your competitors It also talks about what marketing ideas don t work Volume 2 discusses The most effective lawn care business marketing methods How to track your ads the best ways to utilize billboards brochures business cards buying lawn care customers clubs organizations coupons gift cards co marketing door hangers going door to door flyers internet marketing lawn signs customer letters direct mailing newsletters newspaper ad phone book advertising phones telemarketing postcards referrals sports testimonials trade shows truck trailer advertising word of mouth Download our Free 30 day trial of Gopher Lawn Care Business Billing Scheduling Software at [www.gophersoftware.com](http://www.gophersoftware.com)

## Decoding **Gopherhaul Extreme Lawn Care Business Tips**: Revealing the Captivating Potential of Verbal Expression

In an era characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its ability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Gopherhaul Extreme Lawn Care Business Tips**," a mesmerizing literary creation penned by a celebrated wordsmith, readers set about an enlightening odyssey, unraveling the intricate significance of language and its enduring effect on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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