

2011 Trailblazer Program Quotes

As a member of PLANET you probably already know about most of the great benefits that they have to offer. Most of us have attended at least a few events that PLANET has to offer, but only a few have taken advantage of what I consider the best kept secret in PLANET. So what is the best kept secret of PLANET? It's the *Trailblazer* program! If you have not taken advantage of the *Trailblazer* program yet, now is the time to check it out.

I have been in the landscape industry for over 25 years and I still love using the *Trailblazer* program. I have used the program several times now. The one thing I can say is *if I never took advantage of the Trailblazer program I would not be where I am today.*

Our experience with the program has been nothing but positive. Whether you are just starting out or you have been in the business for years, having someone come in a look at your company from a different point of view is priceless. *Trailblazers* come into your business armed with a wealth of information. They can help identify problems in your business that you may not even know about. They will then offer real world experience on how to correct those problems. If you take the information that they share with you and use it you will definitely see improvement in your company. ***A day with a Trailblazer can take years off your learning curve.***

The *Trailblazer* program is by far the best kept secret in PLANET. Don't miss your opportunity to be a part of this program. Sign up today and keep your company growing.

Jeff Rak, Landscape Industry Certified Manager, Land Creations Landscaping, Inc.

The *Trailblazer* program allows members to tap into some of the industry's best business people.

Through our involvement in the program, we have met with other great business owners, like Maurice Dowell of Dowco Enterprises, Inc. and Jeffery Scott from Landscape Success Systems. In particular, the first year we participated in the program we were teamed up with the former president of PLANET, Jason Cupp. Jason was excellent to work with. The expertise and experience he brought to the table helped change the way we hire and manage our employees. Jason's ideas were such a success that he is now one of our regular consultants and a member on our company's Board of Advisors.

All of the various people and the companies involved in the *Trailblazer* program constantly amaze us with their willingness to share information and to provide advice in helping *our* company to solve *our* problems. This advantage is a great way to help your company grow intelligently.

Josh Kane, Landscape Industry Certified Manager, President, Kane Landscapes, Inc.

THANK YOU! THANK YOU! THANK YOU! That was the most useful knowledge I could have ever learned in one day. I can already tell how much better my company will run this year in just the little time we had with you. It was great to hear my staff come up to me after you left and thank me for having them be here today. We are all looking forward to a long relationship with you and taking a trip to see your operations. Thank you for sending me your chart of accounts and landscape estimate spread sheet. I look forward to learning more about being a better business owner and one day being a mentor for someone else. Thank you! **Bryan Wade, Professional Image Landscape & Design**

As a new member to the PLANET Organization, I'm still sifting through all that is available to PLANET Members; and I must say that I have nothing but positive feedback! The Trailblazer Program sponsored by PLANET is just one of those rewarding experiences.

Through the Trailblazer Program, I was recently paired up with Mr. Miles Kuperus of Farmside Landscape and Design. Prior to meeting Miles at our mentoring session on Friday March 4, 2011, I really had no idea what to expect. I thought perhaps Miles would give me a tour of his facility and after would spend an hour or two telling me about *his* operation. What actually transpired during that meeting far exceeded any expectations that I may have had.

First off, Miles was beyond gracious and generous of his time. After touring his facility; which is an extremely impressive operation, Miles sat with me in his office and got down to business.

His thoughts and questions about my background and my business operations were well thought out and organized. Miles was on point and exceedingly thorough as we covered all areas associated with running a successful landscape business. Miles navigated our discussion through marketing, sales, standards of operating procedures, schedule management, employee productivity (both administrative and field crews), budgeting, leveraging existing business relationships, etc. This list could go on considerably, but in the interest of time (yours) and space, I'll end the list here.

In closing I want to reiterate my endorsement of the PLANET Organization and all that it encompasses.
Todd A. Karas, President, Lush Acres, Inc.

We are a first year member with PLANET and were excited to use the *Trailblazer* program. We couldn't have been more please with Ed's help. **We are truly confident that his industry knowledge will help us grow into a more profitable company as well as an industry leader in the Pittsburgh region.** We also look forward to beginning a professional relationship with Ed as we believe in the value he can add to MMC Land Management. Furthermore, we would definitely recommend Ed to other companies considering using the *Trailblazer* program and believe that with volunteers like Ed, the program should remain a tremendous success. **Mark Platt, MMC Land Management**

Mike Rorie spent the day with us yesterday, and I want to register a major complaint ... why aren't the days 48 hours long?!! We would still be talking until Friday if the clock allowed. Thanks so much for making it happen. **Mike's perspectives will prove valuable near and long term.**
John Mini, Landscape Industry Certified Manager, John Mini Distinctive Landscapes