



Fertile Ground

Invest In Your Greatest Asset

“One of your greatest assets may be right in your own back yard—literally. As the housing market turns softer, Americans are realizing that one of the best ways to increase a homes resale value is to revamp the landscape” says Smart Money magazine.

You may have done everything humanly possible to increase the value of your home and now you're wondering how to boost the price even more. Look outside!

When well-heeled buyers pull up to your home, it's not the luxury faucets or the gorgeous granite counters they see first. **It's the landscaping.**

“When people ask me how they can get strong interest in their property, I always tell them to fix up their landscaping,” says Walt McDonald, president of the National Association of Realtors. “If a home owner is reluctant to do it, I tell them they won't get top dollar.”

“If you spend 5 percent of the value of your home on landscaping, and do it wisely, you might get 150 percent or more of your money back,” says Massachusetts Realtor Gill Woods. And sometimes that number can go higher. The key is curb appeal.

Don't forget the new “hardscapes,” such as a winding brick walkway, a complete pond with waterfalls and a dining area where you can eat “almost every day” during the warm weather. **The hottest trend at the moment: beautiful pathways winding from the street to the front door.** “You have to eliminate the ‘garage walk,’” says Linda Engstrom, president of the Association of Professional Landscape Designers, referring to the typical 3-foot wide path that routes visitors from the garage door to the front door.

Fall and Winter Planting

Further improve your investment by planting this fall or winter.

Savvy owners know that this is the best time of year to plant.

Plantings installed in the fall and early winter months have a chance to grow into the soil **before spring flush begins.** This means that landscapes planted this time of year **gain nearly a season's worth of growth** before their first spring. **This also means healthier, fuller shrubs ready to burst into bloom and growth when spring arrives.**

Get More For Your Money

All new projects this fall and winter will receive special pricing. By letting us design and install your landscape this fall and winter you take advantage of the freshest plants and our slower season. Keep our men working and save yourself some cash while you reap greater interest on your landscape investment. **Call right away to schedule your consultation: 234-3810**

Greenkeeper's Landscapes

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Services Delivered To Your Property This Month

- Leaf Reduction/Removal
- Mow Fescue Yards
- Fertilize Trees and Shrubs
- Integrated Pest Mgmt. Checks
- De-Ice Walks and Steps
- Trim Ornamental and Shade Trees
- Winter Trim Shrubs
- Design New Landscapes
- Update/Renovate Existing Landscapes
- Install Landscape Lighting
- Cut Back Perennials
- Mulch Beds – Prem. Cypress
- Set Sprinkler Systems
- Install Sprinkler System Freeze Sensors

From The Heart

Of a grateful landscaper

Being thankful is not a natural attribute for me. I fight the tendency to complain every day. Visiting other countries has helped in this area as has working in my profession of choice, that is, a business with seasonal cycles. It is a time of reflection and thankfulness as we look back at the season just completed and look forward to the season ahead.

- I'm thankful for teams of people who faithfully work day by day to deliver great services to our clients. They are our greatest asset.
- I'm thankful for clients who make it possible for us to pursue higher education in our field in order that we might serve everyone with a higher degree of professionalism, quality and efficiency.

Recently we traveled to St. Louis to participate in the Associated Landscape Contractors of America (ALCA) National Conference and trade show. I was able to sit for the Certified Landscape Professional designation at the conference. 3 years ago we began making plans to go to this conference so that we could become certified at the highest level in our industry. I am truly grateful to have an opportunity like this.

We have the best clients! Thank you!

Randal!

It's a lasting way to say: "Welcome, New Baby!"

Trees play an important part in welcoming new babies in a number of cultures.

In the Philippines for example, families plant trees when babies are born. In Switzerland, families plant apple trees for girls and nut trees for boys.

Similar customs exist in Israel, where families plant evergreens for girls and cedars for boys. When the child is grown, he or she may use the branches from these trees as supports for the



huppah or Jewish wedding canopy.

If you're going to a baby shower, you can arrive with a unique gift.

The National Arbor Day Foundation will also plant trees in honor of baby in a national forest that has been destroyed by fire, disease, or insects. For each \$10 contribution, ten trees will be planted and the baby's name will be placed in the park registry. For more information, see www.arborday.org/join, or write

member.services@arborday.org, or call (402) 474-5655.

For a housewarming, Christmas or Birthday gift, as a Wedding or Anniversary gift, that delights Call us at 234-3810 for your gift certificates.