



LANDSCAPING, INC.

DESIGN • INSTALL • MAINTAIN



STREAMLINING SUCCESS

Building Effective Teams and Strategic Exit Planning





Outcome

Takeaways for today's talk:

Developing The Vision

Take Control Of Your Future

Elevating Your Team

Attract, Retain and Elevate

Planning Sor Succession

Developing The Next
Generation



Intro

Justin's Story

K&D
Landscaping,
CEO

LANDSCAPING, INC.
DESIGN • INSTALL • MAINTAIN

JW White Group, Founder

— GROUP —





DEVELOPING YOUR VISION FOR THE FUTURE



LANDSCAPING, INC.
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— GROUP —



vision





Existing Nature Walk

Open Lawn Area

Patio Area

Multi-Use Field (Youth Soccer)

Little League Field

Dog Park

Play Area

Spray Field/ Plaza

Rec Center

Tot Lot

Plaza Entrance

Dog Park Entrances

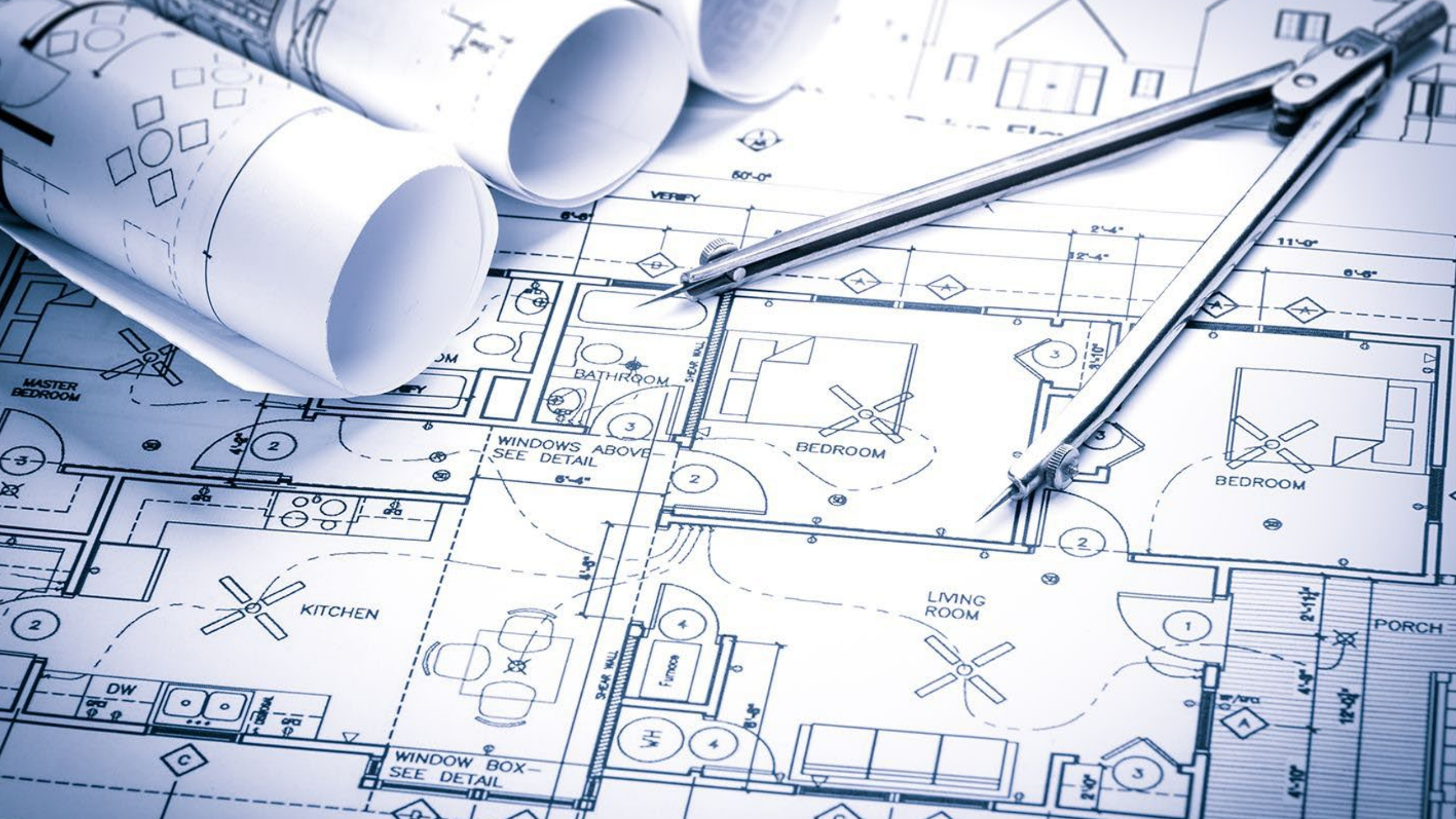
Reed Street

12th Street

Existing

Strategic

Plan



MASTER BEDROOM

BATHROOM

BEDROOM

BEDROOM

KITCHEN

LIVING ROOM

PORCH

VERIFY

WINDOWS ABOVE SEE DETAIL

WINDOW BOX - SEE DETAIL

STAIR WALL

STAIR WALL

WH

4

Furnace

4

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What Goes Into A Vision

- BHAG Your Big Hairy Audacious Goal – 5 or 10 years down the road
- 3HAG Your 3-year Highly Achievable Goal
- Core Values – How Your Team Will Behave Along The Way
- Purpose – Why Are You In Business
- Alignment – Inside and Outside The Organization

What Goes Into A Strategic Plan?

- Company Vision
- Year-Over-Year Goals with Revenue Mix
- Financial Investment Strategy
- Sales and Marketing Strategy and Goals
- Year-Over-Year Org Chart
- Culture and People Strategy
- Compensation and Benefits Strategy
- World Class Execution and Legendary Customer Service
- SWOT Overview
- Exit Strategy: Scale to Sell or Grow to Flow





ELEVATING YOUR TEAM





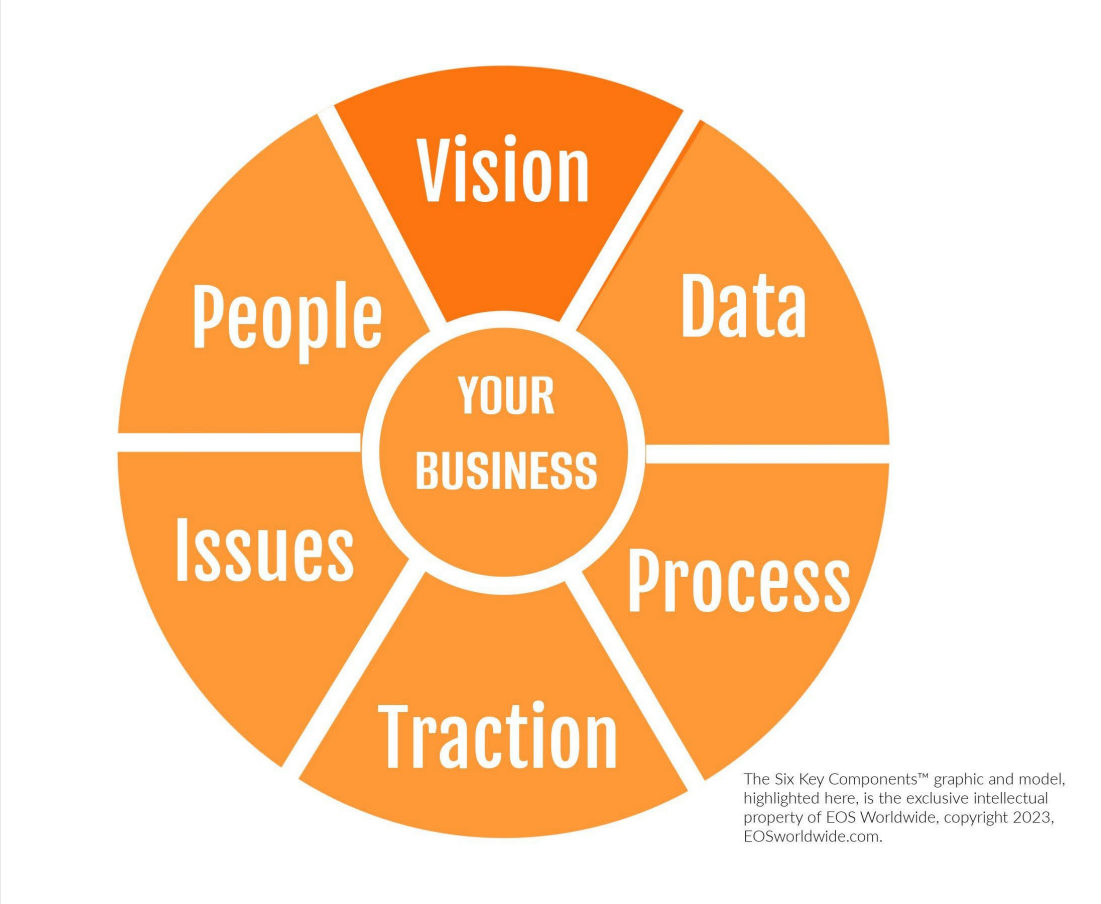


SUCCESSION “SUCCESS” PLANNING





Putting It All Together The EOS Model



THE PROCESS

1

Reflect

2

Develop The
Vision

3

Build Your Team

4

Implement Your
System

5

Create Your
Succession

Outcome

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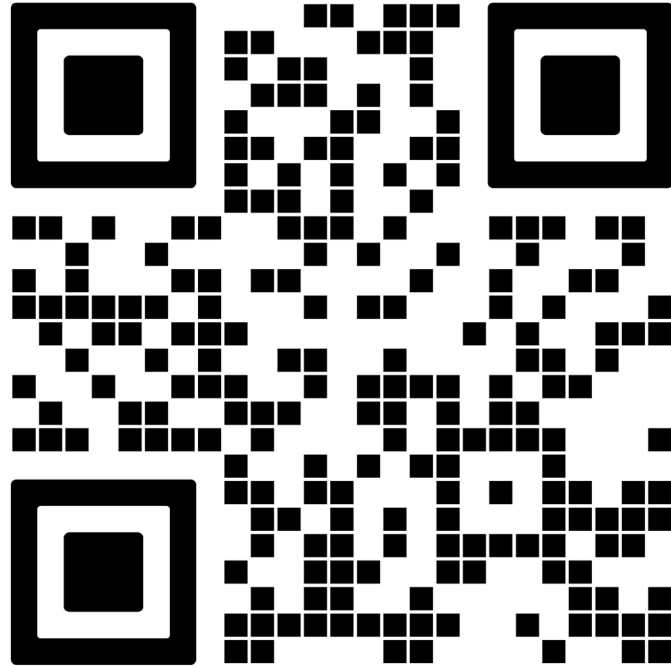
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Tune in:

Listen on:



TRADES TALK



THANK YOU