

CONGRATULATIONS! You are about to work on a landscaping beautification project for your property and are considering using a professional Landscape Designer to create a design plan and install the required elements. **Landscape Design is your best home improvement investment.**

- * According to the Gallup Organization, landscaping can add between 7 and 15% to a home's value.
- * Landscaping can bring a recovery value of 100 to 200% at selling time. (American Nursery & Landscape Association)
- * Homes with eye-pleasing landscapes are likely to see sale prices that are 4% to 8% higher compared to similar properties in the neighborhood (International Society of Arboriculture).

Before you begin the work, we want to share with you that Dues Nursery & Landscaping has state or nationally certified personnel on all project sites.

The relationship between the Landscape Designer and the property owner should be an enjoyable experience. The designer can be your friend, confidant, guide, devil's advocate, advisor, and resource. Dues Nursery & Landscaping is interested in one thing—**YOU!** Our firm wants to create a landscape that you can be proud to share with family and friends. *We are an award-winning Design/Build firm, meaning—we work with you to create the design from the initial drawings to the final planting and installation of hardscape materials, such as paver bricks, ponds, etc.*

A thoughtfully rendered landscape design will accommodate the unique needs of each family member, minimize the amount of time spent working in the yard, reduce the financial and physical costs of maintaining your yard, and improve the very quality of your lives.

Here are some tips that will help to make that relationship mutually rewarding:

BE HONEST. Be honest about the scope of the project and your budget. The designer will then be able to advise you as to the quality level of the merchandise that will meet your scope and budget criteria. Many of us have tastes that exceed our budget! Be realistic. It will serve you well to be truthful about the total budget as well as the starting budget, in the event that you cannot afford to do the entire job at one time. If a partner is involved in the budgeting for the landscaping, get his/her input before you give a budget to the Landscape Designer. This will allow your designer to suggest materials that will meet your expectations but not exceed your budget.

BE OPEN. You and your partner must be able to express your wants and desires to the Landscape Designer. Tell the designer about the way you plan to use the space. If you have seen a landscape theme that appeals to you, tell your designer up front. Remember, some materials that you have seen in another landscape may not translate well into your own space because of differences in the property size, location, lighting conditions, soil conditions, etc. Your professional Landscape Designer will be able to guide you, if you are open about your desires.

TEAM EFFORT. It is vital to a good client/designer relationship that the project is regarded as a "team" effort, that both parties can claim credit. Remember, the designer needs good clients just as much as you need a good designer. I believe a good designer-client relationship is built on mutual trust and understanding. By listening to what the client is saying, the Landscape Designer is able to provide a landscape design which reflects your needs and style, so take the responsibility to use his/her talents, experience, and ideas to create timeless design solutions for your property.

EDUCATION AND EXPERIENCE. The professional Landscaper Designer is qualified to render opinions and advice based on education and experience, but the final decision is yours. However, do not feel intimidated by the designer; listen to the professional advice and then make your decision. Just like a road map, the landscape plan created for you gives direction and helps avoid errors that are costly to change late.

Recognizing that each client has a unique set of needs fueled by lifestyle, budget, taste and location, Dues Nursery strives to exceed customer expectations by developing comprehensive, creative, custom-tailored solutions. In addition, Dues Nursery offers *seamless one-stop shopping*—from design to completion. Our professional staff guides clients step-by-step through design, scheduling, and implementation of all projects from start to finish.



Client Name: _____

There will be a charge for your site plan/landscape rendering. The charge varies depending upon the number of designs provided to meet the specific needs of your location. If Dues Nursery performs the installation of your project, design charges will be credited to the final invoice. Your Landscape Designer is Michael Dues, CLP, COLP, CTP-CSL, ICPI, OCNT Master.

Signature for Design to Begin: _____

Date: _____ Budget Amount \$ _____

PLANTS/HARDSCAPE

| <i>Likes</i> | <i>Dislikes</i> |
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- Have you ever had professional landscaping done? Yes No
- Was it a good experience? Yes No
- Is there anything you wish to screen (privacy or hide)? Yes No
- Do you like to work in the yard? Yes No
- Do you spend time entertaining or relaxing outdoors? Yes No
- Do you want "annual" color? Yes No
- Do you want trees/mounds in lawn area? Yes No
- Would you like a low maintenance landscape? Yes No
- Would you like some type of hardscape included in your design, such as a stonewall, pavers, flagstone, etc.? Yes No
- Are there any underground wires, lines, or pipes in the work area? Yes No
- How much time do you plan to spend on maintenance? _____
- How long do you plan to live at this residence? _____
- Does the Landscape need to be child/pet friendly? Yes No