



WHY YOU NEED A DESIGN:

NO MATTER THE PROJECT SIZE A DESIGN SHOULD ALWAYS BE IN PLACE

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WHAT YOU THINK YOU WANT

We oftentimes have clients ask us to come out and quote their projects. Our first question is always, "do you have a design?". If the answer is "no" then we have to tell the client we can quote your project but you would have to pay for one of our design packages first. The response is either, "absolutely" or "can't you just come give me a few ideas and put a quote together?" or "I am not paying for that it costs too much!".

Although some contractors might work this way and say, "sure we will come out", and they charge nothing for the quote or the general ideas...we have found that time and time again this is a process that creates nothing but upset homeowners and upset contractors.

WHY IT DOESN'T WORK THAT WAY

The story usually unravels the same with the contractor coming out and saying, "sure we can build anything" and "you bet a patio right there sounds great" or "no problem we can get you sod & irrigation". Then the contractor provides a quote to you the homeowner and one of two things happens; the quote is too high and you get upset or the quote sounds reasonable and you agree to it.

But here in lies the very problem! If there is no agreed upon plan, what are you saying no or yes to? How many square feet are getting installed, what materials are being used, what is the exact shape, where does the irrigation go, how are the edges being finished, and so on and so on?!

The end result is you either blindly say "no" because the quote was too high and you have no real grasp of what the quote included, or worse, you say "yes" and the job gets built looking nothing like what you had envisioned in your mind...not ideal right...remember those upset homeowners and contractors we mentioned earlier, "BINGO"!



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We are sure you are seeing the writing on the wall why you need a design even if it is just for a single project like a new patio and firepit...but let's spell it out anyways!

Having a design locks down all the details of your job. The square footage of that patio, the shape it is supposed to be, the exact location it should sit, the materials and colours that are supposed to be installed...can you see how the importance gets even greater as we start talking about a full yard landscaping project? How do all of the different pieces in the yard transition to each other, where should the steps go, where do the plants go, where does the shed fit, what about my water feature, etc.? Without a design in place that everyone can sign off on you are leaving all of this information up for interpretation. What's more, once the design is done you know exactly what you are getting quoted for so you know the quote will be accurate to what is in the plan.

WHY IT COSTS REAL MONEY

So by this point we usually get a resounding, "makes perfect sense, sign me up", too which we say absolutely we can do that...it will cost \$500 / \$2000 / \$3000. The response is, "why so much it's just landscaping?".

Well, it costs that much because you are paying for a professional who has a degree in landscape design and over 1200 yards worth of experience to ensure your project turns out a success. Would you build a new home without seeing the plans first...no...would you expect the architect to draft up your plans for free...also no! Landscaping is no different, you will get what you pay for in terms of the planning. Certified landscape designers who also have certification in build specifications, certification in installation practices, certification in horticulture, and the experience from time in the industry cost more money and provide more nuanced plans.

We help to offset the cost of our design packages by offering a rebate toward the final construction invoice if we build the project for you. The rebate is worth %50 of the initial design fee! Ultimately, paying for the design upfront ensures an accurate quote, build costs, and installation which in turn means that **YOU END UP SAVING MONEY IN THE END** because there are no hidden surprises or bills.

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