

LM Team Training

12/14/2018

Agenda

T.E.A.M.

4 Common Lawn Pests

Upselling to clients

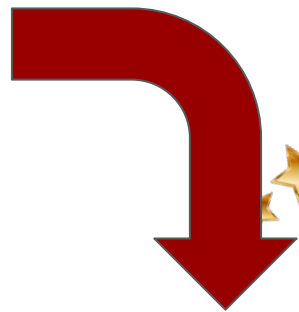
Selective Herbicide

Before/After Photos

Paperwork Procedures

SPH Test

Follow



Exemplify

**Recommend
notes!
Test coming!**

4 COMMON LAWN PESTS

(PESTS AREN'T JUST INSECTS)

Drought Stress

Folded leaf blades

Soil fails finger test

Crispy sound when walked on

Leaves footprint depressions





TO BE THE ENVY OF YOUR NEIGHBORHOOD

UNDERSTAND WHAT YOUR TURF IS TELLING YOU WHEN IT'S THIRSTY.....







Chinch Bug Damage

Looks similar to drought stress

Often near pavement and driveways

Patchy, Healthy weeds

Yellowed edges (where to find them)

Late spring through early fall













**Yellow Leaves on
Edge of Damaged Turf
Active Chinch Bugs**

Webworm Damage

Moths fluttering up from lawn

Scalped areas of lawn

Chewed grass blades and
droppings

Summer - Fall





MASTER'S LAWN CARE



Sod Webworms







Brown Patch Fungus

Yellow/brown patches

Rotting blades at stolon

Good recovery but only with treatment

Easy to spread with tires and equipment









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Nonselective Herbicide

TEST
(2 sided)

Upselling



Talk to client

Pics to office





Group Role Play

Before/After Photos

Send to Bren's e-mail

2 Pictures in ONE msg

Same angle

At least 1 set per week

FRIDAY AT NOON IS CUT OFF

Anyone not able to access TMLC email?







Paperwork Procedures

Checklist



Filling out Route Sheet

SPH TEST