

THE EVERYTHING · FIELD GUIDES FOR TRADE BUSINESSES

The **AI** Landscaper Playbook

How to run a landscape construction business in the age of AI — and out-earn outfits three times your size.

THE COMPLETE SYSTEM · NO FLUFF · FREE TO SHARE

THE EVERYTHING

Read this first

Ten years ago, running a proper landscaping business meant hiring an office person, paying a bookkeeper, and still pricing a backyard at the kitchen table on a Sunday because it was the only quiet hour you had.

Today, a solo landscaper with the right setup books more jobs, quotes faster and gets paid quicker than a six-crew outfit across town — and spends zero nights on paperwork.

He's not smarter than you. He's not better at setting a paver. And he's definitely not a computer person — one of the best we've seen was measuring up backyards with a wheel and a notepad two years ago. He just worked out one thing before everyone else: **the boring half of the business — the calls, the quotes, the take-offs, the invoices, the chasing, the filing — can now do itself.** So he put his energy where the money is: on the tools, and on the customer.

This is the playbook for how he does it. No "50 prompts to copy". No tech-bro nonsense. The actual system — how to think about it, what to set up, in what order, and the mistakes that make good landscapers quit before it clicks. The stories in here are real trades and real small businesses we work with — names left out, numbers left in. Read it start to finish and you'll run a tighter, more profitable landscaping business than you do right now, even if you never spend a cent on software.

A STRAIGHT WORD ON YOUR LICENCE

Nothing in here engineers a retaining wall, certifies that a design meets the levels or the drainage rules, or replaces a licensed practitioner's judgement. It carries the *admin*. The build — and the responsibility for the wall standing, the water going where it should, and the work sitting inside your licence — stays yours, start to finish.

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01

CHAPTER ONE

The New Playing Field

A homeowner standing in a weedy, sloping backyard with a Pinterest board on her phone can't tell if you're a good landscaper. Not standing there. She judges you on what she can see — and that's where most landscapers quietly lose work they'd have walked.

When someone finally decides to do the backyard, they don't ring one landscaper. They ring five, off the top of the Google list, and a job worth five figures goes to whoever gets three things right first:

1

Did you actually pick up — or call straight back?

The paving and turf job goes to the first landscaper who answers, not the best one. Ring out to voicemail and it's lost before you've even seen the side access.

2

Did the quote turn up fast, and look the part?

A clear, staged quote for the backyard within a day beats a better-built plan that lands next week — every single time. She's never bought a backyard before. Clear beats clever.

3

Was dealing with you easy?

Clear updates, no chasing, no "sorry, forgot to send that". Easy-to-deal-with wins the front yard and the irrigation two summers later.

Notice what none of those are about? How good a landscaper you are. All three are about **admin and communication** — the exact stuff you hate and never have time for after a day moving dirt.

And here's the bit nobody's telling you: the other side of the table already runs on AI. The design firms render a concept in an afternoon. The big construction mobs price a whole take-off in minutes. The homeowner who rang you has already asked a chatbot what a retaining wall should cost and what "levels" means — she'll have a number in her head before you open the gate. The question isn't whether AI comes into landscaping. It's already in. The question is whether it's working *for you or against you.*

The good news? This is the first time in history the technology favours the small operator. The big firms have to run committees, rollouts and training programs. You can decide on a Tuesday and be running by Friday. The playing field just flipped: the small, fast, well-organised landscaper can now look and perform like the big design-and-construct firm — without the big firm's overheads.

"But I'm not a computer person"

Neither are the trades doing this best. One of the fastest adopters we've seen has 26 years on the tools and only picked up a computer three years ago. His words: *"Don't worry about spelling. Don't worry about grammar."* If you can send a text or leave a voice message from the bobcat, you can run everything in this playbook. Being good at typing was the old requirement. Being able to say what you want is the new one — and landscapers are already good at that, because you talk a customer through a yard for a living.

\$300–1,000
+ per month

What most trade job-management and estimating software charges — and it *still* makes you do the typing and the take-off. One owner we know was paying a grand a month, some months three, for software his crew barely opened. Keep that number in mind: everything in this playbook either replaces that spend or makes it earn its keep.

The firms three times your size are slow because they're big. That's your opening. This playbook is about walking through it.

02

CHAPTER TWO

Think AI-First

Before we touch a single tool, we need to fix how you think about this — because the biggest mistake isn't buying the wrong software. It's bolting AI onto your old way of working and wondering why nothing changed.

Every process in your business was built on one assumption: a human has to do each step. Someone answers the phone. Someone does the take-off and types the quote. Someone chases the stage claim. Someone files the engineer's detail and the plant schedule. Your whole day is shaped around that assumption — and that assumption just died.

Don't automate your old process. **Re-draw it** — with the AI touching everything first, and you supervising. Three mental shifts, every one of them learned by a real trade business we work with:

Shift one — delegate outcomes, not steps

Stop thinking "which buttons do I click". You now talk to your business the way you'd talk to a good leading hand: say the outcome, let it work out the steps. One owner cancelled an invoice, re-issued it pro-rata and emailed the customer by saying exactly that, in one sentence. Another buys materials by sending one message from the yard — *"I'm at the landscape supplies grabbing 12 cube of garden mix and the class 2 for the Marsden driveway"* — and the purchase order, the expense and the books sort themselves. His words: *"It's one text message that just does heaps of data."*

Shift two — AI first, you second

Old way: you do the work, maybe a tool helps. New way: the AI does the first pass of everything, and you approve, tweak or overrule. The quote is drafted before you sit down. The reply is written before you open the email. The call is answered before you're off the excavator. One customer described the routine: *"Nine times out of ten it's perfect. Just go — yep, send."* Your job shrinks to ten seconds of judgment, not ninety minutes of typing. (And no — you don't hand over the keys on day one. It asks permission for everything at the start, especially money. You loosen the leash as it earns it — Chapter 9.)

Shift three — corrections are investments

With normal software, you fix the same mistake forever. With AI, you fix it once. A landscaper tells it a standard paving job includes the excavation, the road base and screed, the cutting, and the tip fees for the spoil — it answers, *"I'll remember that from now on."* And it does. Correct *"instant turf"* to *"couch, supplied cut that morning"* for a particular supplier, and it never gets it wrong again. Every correction compounds. Six months in, it quotes like you, writes like you and knows your rules — because you taught it, once.

The re-imagining exercise

Walk your business and ask one question about every interaction: *"What would this look like if the AI touched it first?"*

INTERACTION	THE OLD WAY	AI-FIRST
Homeowner rings wanting the backyard done	Voicemail. Job lost to whoever answered.	Answered, captured — side access and rough size asked on the call, site visit booked, budget question already put politely.
Soil delivery turns up two cube short	You notice Thursday, chase Friday, forget Monday.	Flagged the day it lands, chased automatically — you hear only if the yard doesn't fix it.
Supplier's price list updates	Buried under 200 emails. Old rates on your next quote.	Extracted, applied to your rates — one line: "pavers up on four lines, mulch steady."
Job finishes	Invoice "tonight". Review never asked for.	Final claim sent from the driveway. Review asked while they're still standing in their new yard. Next stage flagged.

Every chapter from here is just this exercise applied to one part of your business. You don't become an office worker. You become the owner of a business that runs itself around you.

03

CHAPTER THREE

Never Miss a Job Again

Let's start with the leak that costs you the most and hurts the least — because you never see the bill.

Landscapers are shocking for this, and you know it. You're in the seat of a bobcat with the tracks running, or lifting a 40kg block onto a wall course with both hands, phone buzzing somewhere in the ute. It rings out. That caller — a full backyard, a driveway, a retaining wall and turf package worth real money — rings the next mob on the list. Gone.

12 jobs
a year, unseen

Say you miss four calls a week (most flat-out landscapers miss more, especially in spring). Most are the yard, the turf supplier, a subbie. But say one a week is a live enquiry — a courtyard, a paving-and-turf package, a retaining wall. That's fifty-odd a year. Landscaping gets shopped hard and half of them are pricing a dream they'll never build, so say you convert one in four: that's roughly a dozen jobs a year walking straight to whoever picked up next. You never feel it, because you never knew the phone rang. (Illustrative — but run your own numbers and it'll sting.)

And the kicker: the customer who rings you doesn't leave a voicemail. She rings the next one. **Voicemail is where jobs go to die.** The old fix was "answer more calls". The AI-first fix is bigger — because a call is really two problems, and most landscapers only ever think about the first.

Problem one — the call you couldn't take

You're on the machine, screeding a bed of sand, or towing a loaded trailer through traffic. An AI receptionist answers in your business's name, 24/7, sounds normal on the phone, gets the job details — *what* (paving, retaining, turf, irrigation, a whole backyard), *where*, *how big*, and the two questions that decide whether the job's even worth your Saturday: *can a machine get down the side*, and *roughly what were they thinking of spending*. It books the site visit into your calendar and texts you a summary before you're off the machine. It doesn't take smoko, doesn't get sick, and costs a fraction of a person.

Problem two — the call you took, and half-forgot

Be honest: how many times have you said *"yeah, I'll get you a price for the wall and the turf by Thursday"* from the driver's seat — and by the next site it's gone? You're not disorganised. You're busy, and your head is your filing system. This is where AI-first changes what a phone even is:

- **Every call is captured.** Recorded, transcribed, filed against the job. Ten weeks later, when the customer says "but you said the irrigation was included", you can check what was actually said.
- **The promises come out automatically.** "Price by Thursday." "Ring the yard about the sandstone lead time." "Ask the engineer about the wall over a metre." Pulled out of the conversation — you don't write anything down, because you were driving.
- **The promises chase you.** Thursday morning: "You told the Fletcher job they'd have their backyard price today — want me to get it moving?" The follow-up your competitors never send now happens every time.
- **And if it has what it needs, the work starts itself.** The call captured the yard, the address, the access, the rough scope — so the quote isn't a reminder on a list, it's a draft waiting when you pull over.

What to insist on — however you solve it

- ✓ Every call answered in your business's name — including 6pm, including Saturday in October.
- ✓ A searchable transcript of every call — "what did we agree about the drainage behind the wall?"
- ✓ Promises land somewhere that chases you — not a notebook, not your memory.
- ✓ Job details from the call flow into the job — not re-typed three times.

THE DIY VERSION

Forward your number to a call-answering service with a tight script — name, suburb, what they want done, side access, when they're hoping to start. And voice-memo your promises before you drive off. That alone wins jobs.

THE DONE-FOR-YOU VERSION

An all-in-one AI phone system (the sort of thing The Everything does) covers the whole standard — answered, transcribed, promises chased, quote drafted from the call. Either way: never let a call — or a promise — hit the floor.

04

CHAPTER FOUR

Close the Enquiry-to-Quote Gap

This is where your business is won or lost: the fortnight between "can you come and have a look" and a number in her hand.

Here's what actually happens. You spend an hour and a half in the backyard talking through levels, the fall to the neighbour's fence, whether the bobcat fits down the side, what she saw on Pinterest. You say "I'll get that over to you". Then you get home knackered, and the take-off — paving areas, base, spoil, wall blocks, turf, irrigation, plants, machine hire, tip fees — gets done at 9:30pm. Or next Tuesday. Meanwhile she got two other prices the same week she saw you, and one of them landed in two days.

Speed wins quotes

Not price. Speed — and clarity. The landscaper whose quote lands while she can still picture you in her yard wins a shocking amount of the time, even when he's dearer. On a five-figure backyard, a fast, clear, staged price signals the one thing she wants: this bloke's got his act together and he'll turn up and finish.

The old advice was "use templates, quote from your phone". Forget that. AI-first quoting means **the AI builds the take-off. You check it.** Here's what that looks like in a real landscaping business.

- **You talk, it builds.** Walk the yard, dictate what you see — "56 square of exposed aggregate paving, 150 of class 2 base, 900mm block wall 14 metres long stepping down to the back corner, ag line and drainage aggregate behind it, 90 square of couch, drip line to the garden beds, one metre side access so everything's barrowed, three days of machine, four skips of spoil" — and it turns that into a priced, itemised, staged quote on your template.
- **It prices from YOUR history.** Feed it your past quotes and it learns your rates, your margins, your per-square paving and per-metre wall pricing. Different rates for a builder you sub to vs a one-off homeowner? It keeps them straight.
- **It knows your rules — because you taught it once.** What "supply and install" includes, your standard inclusions and exclusions, your barrow-access loading when the machine can't get in, your wastage on cuts. Teach it like an apprentice; unlike an apprentice, it never forgets.
- **It catches what you forgot.** A real trade business fed a job report in, and the AI's quote came back including the travel a paid estimator had left off the same job. It doesn't get tired at 9:30pm and forget the tip fees, the machine float or the ag line. That's the point.
- **It can even go get prices.** Not sure of today's rate on a pallet of blocks or a cube of garden mix? It checks the yard and slots it in — correct it if it grabbed the wrong one, and remembers forever.

2–3 days
→ half a day

A builder we work with — 26 years on the tools, barely touches a computer: *"Quotes that used to take me two or three days, my AI does in half a day. I did one yesterday that would've taken two days — sent it off the same day."* Pricing came in "pretty much on par" with his own numbers, because it learned from his past quotes.

Three habits that close the gap for good

Get the budget on the phone, not on the third visit. She has a Pinterest board and no number, and she's not hiding it — she genuinely doesn't know. Asked properly and early ("most backyards this size land somewhere between X and Y — does that sound like the ballpark you had in mind?"), she'll tell you, and you'll stop giving away half-days on jobs that were never going to happen. The AI can ask it on the first call, before you've burned a Saturday.

Quote the shape, not the novel. A twelve-page take-off with every paver counted takes you a night and reads like homework. Three clear stages — *site works and drainage / walls and paving / turf, irrigation and planting* — with what's in and what's out, wins more work and takes ten minutes to check. Keep the detailed take-off for yourself; send her the shape.

Then the bit everyone skips — the follow-up. One message, two days later: *"Just checking you got the price for the backyard — happy to walk you through the stages."* That single message wins more jobs than dropping your price ever will, because most competitors never send it. She's weighing up more money than she's spent on anything but the car and the house, and a quiet nudge at the right moment is often all it takes. AI-first, the follow-up isn't a habit you build. It's a thing that just happens.

THE POINT ISN'T THE SOFTWARE

It's the standard: same-week, clear, staged, priced from your own numbers, followed up. A landscaper with a notepad who hits that standard beats one with an app who doesn't. The AI just makes the standard effortless.

05

CHAPTER FIVE

Get Paid Without the Awkward Chase

You've done the work. Now you've got to get the money — which for most landscapers is a second unpaid job nobody warned them about.

7 days
not 47

The average trade invoice gets paid around six weeks after it's sent. Not because customers won't pay — most just forget, and you feel weird nagging them. On a build that's brutal: you've already paid the yard for the blocks, pavers and 30 cube of soil, and the machine hire's on the card, weeks before the claim clears.

The chasing is a **system** problem, not a people problem. Fix the system and you never have the awkward conversation — or send that cringey "just following up on that invoice" text — again.

The system that keeps you in front on a multi-week build

1

Deposit covers the materials — and it's in the quote, not a favour you ask for

Your deposit isn't a trust exercise, it's the pallets of block, the pavers and the soil you're about to buy in her name. Say so in the quote, in one plain line, and nobody blinks. It's when you ask afterwards that it gets awkward.

2

Claim the stage the day you finish it

Site works and drainage done. Walls and paving done. Turf, irrigation and planting done. Each one is a claim, sent from the ute the afternoon you hit it: "claim stage two on the Fletcher job." Line items straight from the quote. Claim as you go and you never fund the build out of your own pocket.

3

Make paying stupidly easy

A "pay now" link gets paid faster than "here are my bank details". Remove every step between wanting to pay and it being done.

4

Automate the polite nudges — and escalate only if you must

A friendly reminder at day 3, 7 and 14 — automatically, so you never send it. Most pay on nudge one or two. The rare straggler gets a firmer, still professional message. You stay the good guy the whole way, which matters when you're back in her yard tomorrow morning.

And because money is money: this is the one place you keep the AI on a short leash at the start. It drafts, you approve, every time — until you've watched it be right for a month and tell it to stop.

06

CHAPTER SIX

The Inbox That Runs Itself

Your inbox is where quiet money leaks out and stress leaks in.

Yard statements, customer questions, soil and stone orders, price-list updates, the builder chasing a variation, the engineer's detail for the wall, the plant schedule from the nursery, the neighbour's email about the fence line — all mixed in with junk, all landing while you're knee-deep in a trench. One store manager we work with started with a backlog of 24,000 emails: *"I'd read one email, it'd get lost. I wouldn't even be able to find it again."*

The problem isn't too much email. It's that the important stuff and the noise look identical until you stop and read it all — and you don't have time to. AI-first, the inbox becomes something that's already handled by the time you look:

- **Triaged.** The three emails that matter today float to the top, flagged with why — "this one's the engineer's detail you need before you pour the wall footings Thursday." The tyre-kickers get filtered before they cost you a thought.
- **Drafted.** Routine replies — "yes we do retaining walls and paving", "we're booked till the end of spring", "here's rough pricing per square" — written and waiting. You glance, tweak, send.
- **Answered on demand.** That same manager now just asks, "what's the current price update from the supplier?" — and it finds the latest instantly, even joining a manufacturer to the distributor who replies under a different name.

THE PART NOBODY EXPECTS — IT GUARDS YOUR MONEY

Because the AI reads everything, it catches things. One business: *"It's already saved me thousands in mis-ordered products — it said, hold on, based on your past jobs you probably want this one."* Order the wrong blend of soil or the wrong paver run and it's a truck movement and your margin gone. Another had a supplier accidentally invoice at a 50% discrepancy — flagged automatically before it was paid.

The point isn't a cleverer inbox. It's that a five-figure backyard enquiry never again dies at the bottom of a pile of yard statements.

07

CHAPTER SEVEN

Your Digital Office Manager

Every landscaping business has an office manager. Usually it's you, doing it badly at 10pm.

+20 jobs
in one week

A building crew's admin went on leave. The owner: "We haven't had her in the office for a week, and it's helped us do her job — and we've had probably an extra 20 jobs come in through this week." Not survive the week. Their biggest week.

The office manager's job is the connective tissue: what's on today, which site the crew's on, is the soil booked for Wednesday, did the blocks land, is the machine off hire, where are the Marsden before photos. You don't need to hire that person. You need the system that person would run.

The morning brief

Before you turn the key: today's sites in order, what's landing when, who to chase for a stage claim, which subbie's due, and the thing that'll bite you. Two minutes with a coffee — your crew knows too.

When the weather wrecks the program

You can't pave in mud or lay turf into a bog. Four days of rain and the damage isn't the lost days — it's the six customers nobody told, the soil nobody moved, and the machine on hire in a paddock. At first, one sentence — "we're rained out till Thursday, push everything" — becomes six messages, a rescheduled delivery, a call to the hire yard, a new program, from the ute while it comes down.

Job files that build themselves

Every photo, quote, claim and note attaches to the right job — so when she rings in eighteen months about the irrigation, the whole history's there, not scattered across the camera roll and three text threads. Your before-and-afters get filed, not lost — which matters more here than any trade.

The paperwork without the dread

The trade's paperwork — the engineer's detail for the wall, the plant schedule, the dial-before-you-dig response, the soil and product dockets, the council correspondence — gets prompted, captured against the job, and kept where you can find it. Never invented for you, and never a substitute for your own licensed sign-off or an engineer's — just stopped from going missing.

If it's not in the system it doesn't exist — your head holds the build, not the paperwork.

08

CHAPTER EIGHT

Look Twice as Big as You Are

Here's a secret the big firms rely on you not knowing: most of "looking professional" is presentation — and presentation is now nearly free.

A two-man crew and a fifty-person design-and-construct firm can send the identical, spotless, branded, staged quote. She can't tell which is which — so the small operator who bothers gets treated like the big one, and can charge like it. On a five-figure backyard the first presentation is where the price objection is won or lost, because it's the only evidence she has that you'll actually finish.

The referral flywheel — on purpose, not by accident

- R Retain** — make the whole build easy and clear, so she'd have you back without thinking twice.
- R Review** — ask for the Google review at the moment she's happiest, standing in the finished yard the day the turf goes down, automatically, with the link. Reviews win you the next ten jobs while you sleep.
- R Refer** — happy customers refer if you make it easy and remind them. Landscaping is the most visible trade there is: her yard is a billboard every neighbour walks past. "Know anyone else looking at their backyard? We'd look after them like we looked after you."
- R Resell** — the front yard she mentioned wanting next; the irrigation she deferred to stage two — it's in the call transcript, remember. A reminder at the right time turns one job into three.

This engine is pure gold and almost nobody runs it — because it means doing the boring thing at the perfect time, every time, forever. Which is exactly what a system does perfectly and a busy human never does.

START TODAY — EVEN WITH ZERO TECH

Ask every happy customer for a review before you load the trailer, and send tidy before-and-after photos with the final claim. A backyard transformation photographs better than anything else in the trades — use it. The flywheel doesn't care how it's turned. It just needs turning.

09

CHAPTER NINE

The 30-Day Switch

Everything above works. The reason most landscapers don't get it working is they try to do it all at once, get overwhelmed mid-build, and go back to the old way. So: one thing at a time, without stopping work.

1

Week 1 — Stop the biggest leak: the phone

Every call answered, every call captured, promises pulled out automatically. This one starts paying for the whole exercise immediately, and it's the one you'll feel first.

2

Week 2 — Close the enquiry-to-quote gap

The AI drafts the take-off from your walk-around and your past pricing; you correct it — and every correction is a lesson it keeps. Budget asked on the first call, quote out the same week, staged, with the two-day follow-up. Watch your win-rate move.

3

Week 3 — Fix getting paid

Deposit in the quote, stage claims the day you hit them, easy payment, automatic reminders — with you approving everything money-related until it's earned the leash. The week your bank balance stops being a knife-edge.

4

Week 4 — Hand over the back office

Inbox triaged and drafted, morning brief running, job files building themselves, reviews asked automatically.

Why all four? Because one process never feels like much. One automated process gets a shrug. Three is where the "holy hell" moment happens — because that's when the pieces start talking to each other. The call becomes the quote. The quote becomes the stage claims. The final claim becomes the review. That's when it stops being a tool and starts being a system.

DO IT IN JULY, NOT OCTOBER

Spring is when the phone won't stop and the yard is booked out three weeks. Winter is when you've got the hours and no work — and that's exactly the wrong time to be sitting in the shed doing nothing. Set this up in the quiet months so it's already running when the first warm Saturday hits.

The trust dial — how to hand over without losing sleep

You don't trust a new apprentice with the bobcat and the laser level on day one. Same here:

1

Weeks 1–2: it asks about everything

Every email draft, every claim — "here's what I'd send, OK?" You approve, correct, teach.

2

Weeks 3–4: it asks about the important stuff

Routine replies just go; money and new customers still get your nod.

3

Month two onward: it asks about exceptions

You've watched it be right for weeks. Now it runs, and you get the morning brief and the flags. You're still the boss — you've just stopped being the bottleneck.

The line it never crosses

The AI drafts, chases, answers, books and organises. It does not decide that a wall is fine unengineered, that the fall works, or that the water isn't going to end up in the neighbour's shed. Retaining walls above the height your state sets, drainage that affects the property next door, and what work sits inside your licence class are your call and your certificate — and where an engineer or the council is required, that's a person with a signature, not software. Use it to get the boring half off your back, not to move that line.

The mistakes that make good landscapers quit before it clicks

- **Doing all four weeks at once.** Don't. One a week. Each banks a win before you add the next.
- **Bolting AI onto the old process.** If you're still typing every take-off into the same old software and asking AI to "help", you've missed the point. Re-draw the process (Chapter 2).
- **Treating it like software instead of staff.** Software you configure once and curse forever. This, you teach — and it gets better every week. The trades getting the most out of it talk to it all day, like their best leading hand.
- **Waiting for perfect.** A rough system running today beats a perfect one you'll set up "when things quiet down". Things never quiet down — and when they do, it's July and you need the phone ringing.



BEFORE YOU PUT THIS DOWN

The 2-Minute Leak Audit

Be honest. Tick the ones that are true right now.

- ☐ I regularly miss calls while I'm on a machine or on the tools — and I don't know how many jobs it's cost me.
- ☐ I've promised someone a price or a callback this month — and forgotten until they chased me.
- ☐ My quotes take more than a week from the site visit, and I do them at night for free.
- ☐ I've walked a backyard for an hour without ever finding out what they wanted to spend.
- ☐ I don't always follow up after sending a price.
- ☐ I've funded a job's materials out of my own pocket because the claim went out late.
- ☐ I've sent an awkward "just chasing that invoice" message in the last month.
- ☐ When it rains, my customers find out late — or not at all.
- ☐ My inbox stresses me out, and important stuff gets buried.
- ☐ I don't ask every happy customer for a review, and my before-and-afters are stuck on my phone.

0–2

Tight ship. A few tweaks and you're flying.

3–6

You're leaking real money in the boring half — and it's all fixable. Start with Week 1.

7+

Mate, you're doing a second job for free every week. Good news: it's exactly the stuff that's now easiest to fix.

Whatever your number — your biggest tick is your biggest opportunity. Start there.

Want it set up for you?

Everything in this playbook, you can build yourself — and you should, if you've got the time and the patience. Plenty do. If you'd rather it was just done — the AI that answers your phone, captures every promise, builds your quotes, claims your stages, chases your invoices and runs your back office, all in one, working in your landscaping business this week — that's what we build. It's called The Everything.

- ✓ 14-day free trial. Cancel anytime. No lock-in, no contracts.
- ✓ Nothing important — a quote, a claim, a customer message — ever goes out without you seeing it first.
- ✓ It lives in Microsoft Teams and the tools you already use.

See it working on your own jobs at the-everything-app.com — no credit card to look.

Honest note: this won't fix a broken business, and it won't design the yard, engineer the wall or sign off the work — that's still you and your licence. What it fixes is the office job you've been doing for free after dark.