

The Landscaping Estimator's Checklist

1. Collect your data

- Visit the site
- Know the project requirements
- Use the right tools for your business

2. Create your estimate

- Use a template
- Fill out the template thoroughly
- Make note of conditional costs

3. Add pricing

- Use production factors
- Apply different markups for each division
- Make sure markups are consistent

4. Present the bid

- Lay out the bid in an organized document
- Determine appropriate delivery method
- Make it easy to approve the bid