



# THE LANDSCAPE PROFESSIONAL AND CLIENT RELATIONSHIP



1. Listen to your clients: their wants, likes, dislikes, needs and critical elements such as time frame and budget. Respect this information.
2. Do your homework and present quality, well thought out materials and design work.
3. Most importantly, do what you say you are going to do in a professional and timely manner. Organization and communication are key to a successful relationship in every circumstance.