

BRN Group #3 Bio Sheet



Name: Chad Ward
Company: Ward Landscaping Company
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Overview of Products/Services

- Lawn Care Enhancements
 - Routine care for lawns, plants, flowers, and trees including mowing, trimming, edging, and blowing.
 - Mulching or cleaning out beds
 - Mowing for residential properties and commercial properties (Banks, Funeral Homes, Nursing Homes, Industrial Parks, Apartment Buildings, Strip Centers/ Malls, Multi-Family Units)
 - Tree Trimming (trees up to a height of 10 feet)

What makes you different from your competition?

- Locally owned
- Proactive client notification of problems arising outside the standard maintenance service and present solutions to resolve any unexpected problems.

Ask for Business: "A good referral/lead for me is..."

- Anyone who is looking for commercial or residential lawn care maintenance.
- Anyone who is looking for a fall or spring clean-up.
- Anyone who wants to better their overall appearance of their business or home.

A qualifying question to pose to prospect?

- What is the situation or problem that you are faced with?
- Are you looking for a complete renovation or quick clean up?

Memory Hook and then Conclude with Name and Company.

"To satisfy the customers needs with a personal touch"

- Chad Ward, Ward Landscaping Company (cell) (859) 630-0784