

**Preparation Phase
(30 minutes)**

Assume this site is in your home community and your team is to prepare a bid on the plan presented. The client has just remodeled the interior of this home, along with adding a new deck, and has removed all the shrub material in the landscape. The shrub material had been neglected and was simply overgrown. There are three existing deciduous trees but no other plants exist on the site. In fact, the lawn must be replaced because of its prior poor condition and damage done by construction work. The client desires sod in order to get an instant lawn. The client wants to use the attached plan and would prefer a low maintenance landscape.

Your Preparation Should Address The Following Requirements:

- Decide what plants from the attached list would be appropriate for each usage.
- For plant #1, the client desires a small specimen tree.
- Make your recommendation for plants #2, #3, #4 and #5 from the list choices and choose the appropriate size to recommend for each.
- The #6 plants should be screening evergreen plants.
- In the herbaceous perennial bed, at least two different plants (more if you feel appropriate) are requested in order to spread the flowering season. This bed is to be mulched entirely. The herbaceous perennial plants are to be planted 18" on center in two staggered rows.
- Calculate the quantity of sod required to complete this job and choose the type grass to be installed.
- Calculate the amount of mulch that will be required to mulch all indicated areas 3" deep including the perennial bed.
- Your company charges 175% of the wholesale cost of all plant material, including sod, for preparation and installation. This percentage includes labor, equipment and overhead along with a one-year guarantee.

**Presentation Phase
(15 minutes)**

In this phase, you are presenting your plan for approval to the client who is the property owner. Your bid should include:

- Your choice of plants, sizes, and reasons you feel each plant is best suited for each location.
- The total number of plants per specie, square yards of sod, and cubic yards of mulch needed.
- Make an itemized list of the total cost to the homeowner of this job.
- Sell your plan and the rationale for it to the client, including the ease of maintenance.