

**GREAT FOR LIFE!**



HORTICULTURAL TRADES ASSOCIATION  
**landscape ontario.com**



# JUST IMAGINE....

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“Whether you think that you can, or that you can’t, you are usually right.”

Henry Ford



# If You Are Aiming At Nothing...

## You WILL Hit It With Huge Accuracy!



# HERE'S WHAT WE KNOW...

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- ✓ We are technicians who love what we do
- ✓ We have the entrepreneurial spirit
- ✓ We lack relevant business skills
- ✓ We don't pay ourselves well enough
- ✓ We have the perseverance of champions
- ✓ We learn by doing
- ✓ We dislike classroom learning

# HERE'S WHAT WE NEED TO KNOW

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The business owners skills and talents

The staffs skills and talents

Businesses strengths and weaknesses

The businesses maturity and growth

The REALLY profitable work we do

Who your 'right fits' are

# WHEN WE DO, WE CAN EASILY FIX

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- ✓ Stagnant passion and engagement
- ✓ Making sustainable improvements
- ✓ Leveraging the strengths of the team

# HERE'S WHERE WE START...



# THE PROSPERITY PULSE

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- ✓ Financial Health
- ✓ Operational Excellence
- ✓ Leadership
- ✓ Sales Success
- ✓ Developing Customer Loyalty

You will **always** lean toward  
the tasks at which you excel

# GETTING UNSTUCK...

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In order to move from where you are, you have to know **exactly** where you are, set a NEW direction

The Prosperity Skills Inventory is your roadmap to get you there

Go For It!



# WE HELP YOU BUILD YOUR TEAM

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The fastest way to create a balanced team is by identifying and leveraging their different strengths.

The trick is, learning where your business or career blind spots are!



# WHEN WAS THE LAST TIME YOU ASKED?

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“What makes time fly by at work?”

“What is effortless at work?”

“What do you do better than anyone else?”

“What one thing would you change at work?”

Use this info to engage right fit people in right fit roles... and watch them be better team players

# WE HELP YOU MANAGE CHANGE

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# SHIFTING FROM COMFORT

It is far easier to do what we know,  
Than it is to learn new  
stuff and stretch  
out into growth



It's safer to stick to routines

# WHY NEW FADES QUICKLY

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- ✓ We are creatures of habit
- ✓ If there is uncertainty around change, it will fail.
- ✓ Everyone has to engage in a 'new way' for it to become permanent
- ✓ Someone has to monitor change
- ✓ Change **MUST** be make sense, be timely and very clearly explained – with the end in mind

# WE HELP YOU WITH NEXT STEPS

Deciding on which doors you need to move through - and which ones you don't - and when... is tough.

Build Your Prosperity  
by learning what to  
change, and how to  
make it stick



# GET A CLEAR VIEW

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- ✓ clarify where you are going
- ✓ envision and build a collaborative team
- ✓ launch your business results forward
- ✓ become a more effective manager
- ✓ clarify NEXT STEPS in your business



# PROSPERITY PARTNERS

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YOUR 'GAP' GUIDE

YOUR GROWTH GUIDE

YOUR RESOURCE GUIDE

YOUR BLIND SPOT GUIDE

YOUR 'NEXT STEPS' GUIDE

YOUR NETWORKING GUIDE

YOUR SUCCESS FORMULA GUIDE



# Get Unstuck, Manage Change, Balance Your Team

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[www.horttrades.com/prosperity](http://www.horttrades.com/prosperity)



Click there!

**Build YOUR Prosperity**  
**February 16 or March 7,**  
**Landscape Ontario, Milton**