

# How to Hire a Professional

This information is presented as part of  
LANDSCAPE NOVA SCOTIA HORTICULTURAL TRADES ASSOCIATION  
PUBLIC SERVICE PROGRAM FOR CONSUMER AWARENESS.

**You get what you pay for.**

**If it is "too good to be true," it is usually too good to be true.**

## ***WHY SHOULD YOU HIRE A PROFESSIONAL LANDSCAPE CONTRACTOR?***

If you care about our environment, safety and health issues for you and your family, then understand this:

- ✿ Integrated Pest Management, or "IPM" is a decision-making process that uses all necessary techniques to suppress pests effectively, economically, and in an environmentally sound manner to sustain healthy landscapes."
- ✿ ***Did you know*** that if someone is working on your property and they are not insured - if they get hurt you are personally liable? **ASK TO SEE THEIR INSURANCE.**

You do want a legal, legitimate professional landscape contractor working on your property for many reasons. Keeping your property looking its best at all times, having the ability to identify the many problems caused by insects and disease, proper planting, pruning, transplanting, proper use of chemicals if and when needed, proper plant choices, landscape designs, etc.. These are just a few of the, many reasons for choosing a qualified professional.

For the most part, your property is the largest investment you have. Why would you leave it to unprofessional, uninsured, and unlicensed amateurs? **CHEAPER COULD BE A LOT MORE COSTLY IN THE LONG RUN.**

## ***Let the Buyer Beware***

### **Sound vaguely familiar?**

You have spent a great deal of money on your property, and you want to increase it's value by beautifying your grounds.

You would certainly make sure your electrician, your plumber, and your other contractors were properly insured and qualified.

Shouldn't your Landscape Professionals be too?

### **What to look for when hiring a Landscape Professional.**

**1. Don't hire someone because they're inexpensive.**

This is probably the most costly mistake a consumer makes.

***IT'S FOR YOUR PROTECTION...***

When confronted by an inexpensive price, ask to see the information listed below. After this initial review, you will probably understand why their rates are low. Remember, "Often the difference isn't worth the difference."

**2. Get an estimate and ask for references.**

**3. Ask about the following business information:**

- HST Registration Number or Registry of Joint Stock Number
- Liability Insurance / Workman's Compensation

**4. You should also:**

- Consider hiring a company with Certified Horticultural Technicians (CHT) on staff
- Ask for references
- Review their portfolio and consider the contractor's experience, design style and maintenance program
- Make certain you receive all quotes and project terms in writing
- Ensure your contractor follows Landscape Nova Scotia's specifications.

**Find out how they keep up with industry changes.**

Membership in a recognized provincial organization means that the company is taking steps to stay current and informed in their chosen field. **Ask if they belong to Landscape Nova Scotia**, and ask to see their current membership card.

*Together We Grow!*