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## I know what you want...

You want the **best lawn** on the block. You don't want the second best lawn on the block. When you come home from a long hard day at work, and you drive around that final corner and see your lawn, you want to say, "Wow my lawn looks great." And when you have that big picnic and everybody is at your house, you want them all to exclaim, "Your lawn looks terrific! How do you manage to keep it looking so good?" Well that's where I come in.

Hello. My name is Randy Blum. I own and operate Randy's Lawn Service. I would like to give you that ultimate dark green, weed-free lawn that you're looking for. The best on the block! I've been taking care of lawns for many, many years now, and over the years I have learned (sometimes the hard way) what you want from a lawn care company. If you have just a couple of moments I'd like to share them with you.

- 1. You want the owner of the company to watch over your lawn personally. You want an experienced lawn guy taking care of things. You've worked long and hard on your home and yard. You don't want to trust its to a lawn care rookie, who was just hired by a giant company. Well, I watch over all of my lawns personally. Whether it's fertilizer, weed control, or whatever the service, I and my one employee do all the services, and between the two of us we have over 57 years of lawn and landscape experience. By overseeing all the work myself, I become extremely familiar with any unique problems your lawn may have, and I'm able to stop them before they start.
- 2. You want a guy who keeps an eye on your lawn, even when it's not time to do anything to your lawn. You don't want a company where the only time the applicator shows up at your house is when it's time to put something down and charge you for it. During the season, whenever I'm in your neighborhood I will swing by your house just to check the lawn and make sure everything is OK. This allows me to spot any problems with your lawn before they start, ensuring a healthy green lawn all season long.
- **3.** You want the person taking care of your lawn to clean up after themselves. You don't want fertilizer left messily all over your driveway and sidewalks. I always clean up after myself. I use a gasoline powered blower to clean off any excess fertilizer that might get on your walks and driveways. **This problem always bugged me.** Everyday I see so-called professional lawn care people leave fertilizer spilled all over driveways and sidewalks where it can be easily tracked into your house. I bet the guy who leaves the fertilizer all over your sidewalk cleans up after himself after he puts fertilizer down on his own lawn! As I said, I always clean up after myself leaving your property neat and clean.

- **4. You want a lawn care company that returns your phone calls.** I always return my phone calls. I run a very small and efficient company. I don't have an assistant. My calls go right to my cell phone. Because I'm almost always out of the office working on lawns, there are times when I'm unable to answer the phone. If I don't answer just leave a message and I will call you back as soon as I can. This might not sound like a big problem, but I can't tell you how many times I hear homeowners complain that they can't get in touch with the person who takes care of their lawn.
- **5.** You want a company that stands behind their work. Because I use only the finest fertilizers and control products, I'm able to offer a no-nonsense **100% money back guarantee.** If you're not completely satisfied with any application, I will cheerfully refund 100% of your money, no questions asked.
- **6. You want a lawn guy that works with you, keeping you informed as to what's going on with your lawn.** You want to know if you're watering and mowing properly. You want to know what's being put down on your lawn and why. I always try to stay in touch with my customers. I will give you tips on mowing and watering properly, as well as inform you of what I'm doing to the lawn and why. If you ever have a question you will always have my cell number.

## Here is my offer to you:

If you live in the areas that I service (see home page) allow me to come out to your house to do a **free** soil test. If needed (and more than likely it will) *I will put down an application of lime* **free of charge.** While I'm there we can discuss your lawn care needs and the possibility of me taking care of your lawn. There will be no high pressure sales pitch, and if you decide not to take my service, the application of lime is still absolutely **free**. I'm willing to do this service **free** of charge because I'm confident that once you get to know me and you can see the high level of service that I can give you, we can establish a professional relationship that will last as long as you own your home.

So please pick up the phone and give me a call at 609-758-3038 or email me at randallblum@comcast.net.

Thanks.

Randy Blum

- P.S. Remember to call now to get your **free** application of lime. While I'm there I would like to discuss your particular lawn care needs, but if you decide not to take my service, the lime is still absolutely **free**. Please call today at **609-758-3038** or e-mail me at **randallblum@comcast.net**.
- P.P.S. As I said before, I know what you want. You want the **ultimate** lawn on the block! One you will be proud of. Anything less than this is unacceptable to both of us.

(Just a little note here to tell you that I don't mow lawns. Because I oversee all the applications to my lawns myself, this leaves me little time to do any mowing. If you ever get into a bind and really need someone to mow your lawn, just give me a call and I can recommend a couple of great lawn mowing companies to you.)