

Landscape Design/Build

Grow smarter through consultation

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LAGUANA NIGUEL, CA — [KehoeGuido's](#) new Growing Smarter program is for landscape contractors/owners who either want to exit their business, take on fewer responsibilities in their firm or merge their business into another organization.

"We look at the entire company from a macro level," says Judy Guido, partner in KehoeGuido with Kevin Kehoe and Brian Corbett. The consulting company reviews the strategy, structure, process and systems and people of an organization to develop a plan based on the clients' needs.

Depending on the type of company, KehoeGuido lays out a 2- to 5-year plan that includes a timeline with specific responsibilities and revenue goals. At the end of the plan, the client can decide whether they want to go through with it or stay in the business.

"So many people are working harder, not smarter today," Guido says. "Sometimes people still have a love for the green industry and what they're doing, but every year they're working harder and it's less fun. Often people who follow our plan see how they can work smarter and decide to stay involved in the business."

For more information on the Growing Smarter program, visit www.kehoeguido.com or call 949/715-3804.