

How to Start
**A LANDSCAPING
BUSINESS**
in 6 steps

Turn grass cutting into a green empire.

Why Landscaping Is a Low-Cost, High-Reward Hustle



If you like working outdoors, being your own boss, and building something with your hands, starting a landscaping business might be your perfect path.

Whether you want to mow lawns, design gardens, or offer full-service property care, this guide walks you through how to start smart, grow fast, and get paid well for it, without needing a fancy degree or big investment.



Step 1: Decide What Services You'll Offer



You don't need to do it all. Start small, then expand. Here are a few options:

Basic Services (Easy to Start):

- Lawn mowing & edging
- Weed control
- Leaf removal
- Mulching & cleanup
- Hedge trimming

Advanced Services (Higher pay):

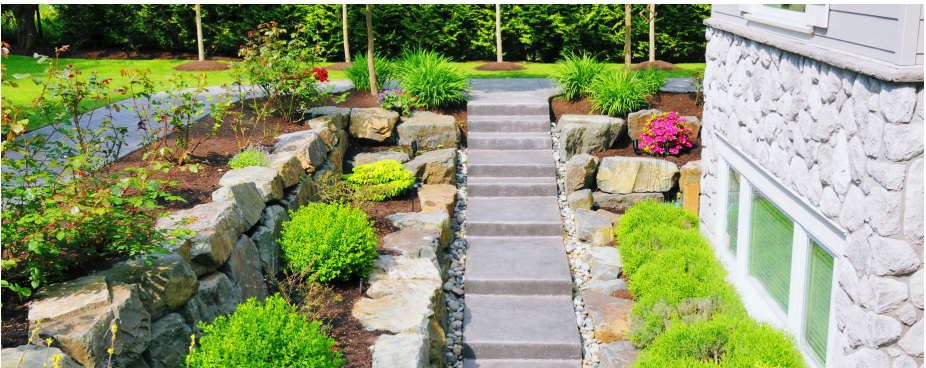
- Landscape design
- Irrigation system installation
- Tree trimming
- Hardscaping (pavers, patios, retaining walls)

✅ **Tip:** Focus on what's in demand locally and what you can realistically offer with your current tools.

Step 2: Register Your Business

Even if it's just you and a mower, make it official:

- Choose a business name
- Register your business with your state (Sole Proprietor or LLC)
- Get an EIN (free from the IRS) if you plan to hire help
- Check local license or permit requirements
- Open a business bank account





Step 3: Get the Right Tools



You don't need top-of-the-line gear to get started — just reliable basics:

Starter Equipment:

- Lawn mower (push or riding)
- String trimmer (aka weed eater)
- Leaf blower
- Basic hand tools (shovel, rake, hedge clippers)
- Safety gear (gloves, goggles, ear protection)

Upgrade over time as your client base and income grow.

💰 Step 4: Set Your Prices (Without Underselling Yourself)

Start by checking local competition. Then factor in:

- Time to complete the job
- Cost of fuel, equipment maintenance
- Travel time and complexity
- Frequency (one-time, weekly, biweekly)

💡 Example:

- Small yard mow/edge: \$30–\$50
- Full property maintenance package: \$100+ per visit

Pro Tip: Offer discounts for recurring service or neighborhood bundles.



Step 5: Find Clients and Build Trust

Ways to get clients fast:

- Door-to-door flyers or postcards
- Facebook groups & Nextdoor
- Partner with real estate agents or property managers
- Offer free first-time trim or referral bonuses
- Yard signs while you work!

 Your work is your ad. Be reliable, polite, and consistent – word-of-mouth will grow your business fast.



Step 6: Grow Like a Pro

- Track all income and expenses for taxes
- Save for equipment upgrades and marketing
- Get reviews and testimonials from happy clients
- Create a Google Business Profile
- Consider offering add-on services (pressure washing, snow removal, gutter cleaning, etc.)

Eventually, you can expand with employees, a second truck, or seasonal service packages.

Quick Start Checklist

- ✓ Choose your services
- ✓ Register your business
- ✓ Get basic equipment
- ✓ Set fair, competitive prices
- ✓ Promote locally with simple marketing
- ✓ Deliver great service and build your reputation

Final Thought:

You don't need a suit, a degree, or a loan to start building your future.

You just need hustle, a mower, and a solid plan.

The grass is greener where you mow it, and the money is better when you own it.

