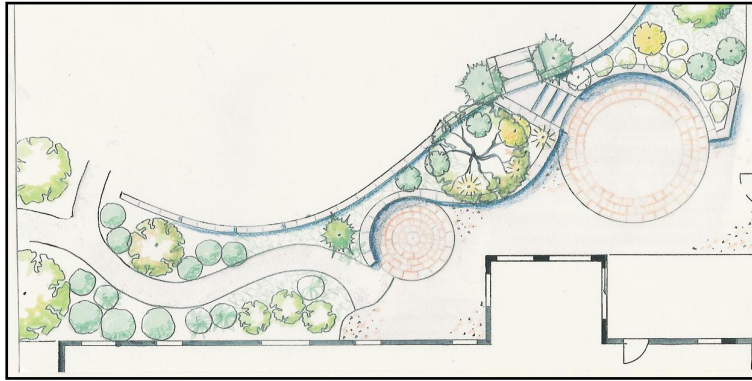


6 ways you **save money** by  
**Separating** landscape **design** services from **construction** services.

By Lori Scott



1. Obtain “apples to apples” bids from contractors with a detailed plan, allowing you to compare prices. An experienced designer can help interpret the bids.
2. Install parts of the plan in phases as you can afford it, but have the entire property designed upfront. Your designer can help you hire the appropriate installer for various phases—you might not need the high-end contractor for every aspect.
3. Avoid having to remove one piece of landscaping to accommodate another, by having an overall concept plan, where areas flow gracefully one to the other.
4. Visualize the finished space before you commit money. A designer is more likely to provide good visuals (perspective sketches, colored plan).
5. Pay the designer separately to be your advocate. There is no incentive to cut corners or “up-sell” (Assuming the designer does not charge a %-age of the installation fee.)
6. Avoid the “up-sell”. The fence guy, of course, prefers to build the fanciest fence, even if the overall design intent is to de-emphasize the property border. Designer will help you prioritize, so you concentrate your investment where it will give you the most satisfaction.

It’s true, most contractors do have a more intimate knowledge of prices than most designers. Be sure to work with a designer who will give you rough costs in the design phase.

