



your journey to prosperity begins here

Professional Development



HORTICULTURAL TRADES ASSOCIATION
landscapeontario.com



Seminar Guide
2012-2013

WELCOME TO NEW HORIZONS

For over 15 years, Landscape Ontario has offered Professional Development programs that assist those in the green industry to learn — and grow.

The numbers tell the story: over 1,200 industry professionals take advantage of LO's educational offerings each year. From a staff member's perspective, our professional development seminars teach skills that boost job satisfaction, potential for advancement and earning power.

The seminars in this booklet are one way Landscape Ontario elevates the green industry, through its Prosperity Partners initiative. The program's five Prosperity Pillars help business owners learn ways to advance their businesses, streamline processes and improve company culture, making firms more productive and more profitable.

The Prosperity Pillars are:

- Customer Service
- Financial Health
- Leadership
- Operational Excellence
- Sales Success

Providing the right educational mix is an important challenge, which LO's professional development team takes seriously. The times have changed, and our seminar series has changed to reflect new realities as well. New session topics for this year include:

- Building a business from the ground up
- Understanding customers
- Recruiting and retaining skilled workers
- The effective supervisor
- Introduction to social media
- Sports field irrigation
- Rainwater harvesting and conservation
- Intermediate flagstone
- Concrete: The next level
- Advanced green roof maintenance
- Improving your landscape plans
- Advanced Google Sketchup
- Essentials of grounds maintenance estimating
- Apprenticeship and certification training and exam preparation

The topics above also complement our large selection of foundation offerings, refined and developed over the years. Many of the seminars are planned as part of a learning path; this year both online and in the brochure we've tried to help guide participants in their next steps for further learning.

We are excited to present a new online learning opportunity with industry partners LMN (Landscape Management Network), Pro-Motion and LS Training System. Be sure to browse the new online learning section on pages 30-31, offering options and access to programs to build your future, anytime and anywhere.

Registration has also been revamped, and is now easier than ever. Simply visit www.horttrades.com/seminars to begin. Instructor's names now appear online, and you may view seminar offerings on our new calendar feature.

What does all this extra opportunity cost? Landscape Ontario is pleased to offer the enhanced 2012-2013 program at the same seminar pricing as last year!

The enhancements and improvements all support Landscape Ontario's Prosperity Partners initiative. Industry has come together to provide the great opportunities in this brochure, all designed to promote more prosperous, successful companies and industry professionals.

Kathy McLean
Seminar and safety group coordinator

Sally Harvey
Manager, education and labour development

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CEU & CERTIFICATION LEGEND

See page 38 and 39 for details on these programs.



CHT
Certified Retail Horticulturist
 For more information visit www.horttrades.com/landscape-industry-certified



CLT
Certified Landscape Technician
 For more information visit www.horttrades.com/landscape-industry-certified



IA
Irrigation Association
 For more information visit www.irrigation.org



CLD
Certified Landscape Designer
 For more information visit www.horttrades.com/landscape-industry-certified



CLP
Certified Landscape Manager
 For more information visit www.horttrades.com/landscape-industry-certified



ISA/CEU
Continuing Education Unit

Prosperity Partners Pillar

CUSTOMERS FOR LIFE

Cultivating customer relationships and providing value is the lifeblood of all businesses. The opportunities below support the Customers for Life pillar of the Prosperity Partners program.

Prosperity Online Survey

Take a free survey, posted at, www.horttrades.com/prosperity-partnership-initiative, to measure your strengths and weaknesses in the five pillars of the Prosperity Partners program.



These seminars are approved for CNLA Landscape Industry Certified recertification CEU's and will help you to prepare for Certification tests

NOTE: For further information on **CHT**, **CLD**, **CLP**, **CLT**, **IA**, **ISA/CEU**, please refer to pages 38 and 39



Building your Prosperity Seminar

Join us in this interactive and engaging seminar to shift your business results from frustration to excitement! In this seminar you will learn how to think differently about your business, and learn a whole new way of planning for your future success. This program is intended to help green industry members clarify their strengths, and identify the components of their businesses that need attention and improvement with tools to create your own action plan.

NOTE: A seminar workbook will be provided.

PPO01 (MILTON)

Three Dates: A) Wednesday November 14 2012
B) Monday February 4 2013
C) Friday March 15 2013

Instructor: Jacki Hart (LO Preferred Coach/Consultant)

Maximum: 20 participants

NOTE: After attending this seminar, participant may want to consider continuing with seminars LBM043, CLPFM, LBM037, or LBM044

CLP

CLP module: Risk, Contracts and Legal Requirements, Marketing and Sales Management

CLP

This CLP module covers risk management, contract law and business structures as it relates to the industry. Smart business owners ensure that their companies perform with due diligence at all times. This topic will help the business owner to minimize day-to-day risk. The second part of the day, Marketing and Sales Management covers an important component of your strategic plan and a major pillar guiding healthy growth. Topics include;

- Pricing strategies
- Market research
- Promotion
- Competitive bidding
- Contract negotiation
- Customer service and effective communication

NOTE: Extra fees apply for exam or manuals. Visit www.clp.canadanursery.com or call 1-888-446-3499 for more details regarding cost and exam registration. Time permitting a brief review on the CLP module Exterior Production Operations, including any questions will be held at the end of each seminar.

CLPMS (MILTON)

Date: Wednesday December 5 2012

Instructor: Paul Doornbos CLT, CLP

Maximum: 15 participants

NEW

Does Your Company Have Roots? **CLP** Build a Business from the Ground up

Small business owners often get side-tracked on doing only the things they love to do the best, but without careful planning, your company won't achieve its full potential. It's easy to work on the fun stuff like planning a landscape garden, but it requires more discipline to develop and implement intelligent operational practices that will help grow and sustain your company for long-term success. This seminar is designed to help owners and senior decision makers of landscape design, construction and maintenance companies, gain an overall look and understanding of the importance of:

- Finance - financial plans, budgets, bookkeeping / accounting, and legal
- Market Research – gathering information about your customer and your competitor
- Product Development - continually meeting the needs of your customers

LBM058 (MILTON)

Date: Wednesday January 30 2013

Instructor: Athena Taddei

Maximum: 15 participants

NEW

Understanding **CLP** Your Customers = Better Sales

Customers will ultimately do business with people who possess similar personality traits as themselves, so service providers must learn to adapt to these different types of customers if they want to make the sale and keep their customers happy.

Whether you are in landscape design, construction or maintenance, learning to identify the personality styles of your customer, will not only help owners and sales managers establish rapport, build trust and make sales, it will also help front line staff effectively deliver exceptional service to the customer, long after the sale has been made.

- Identify individual buying styles
- Learn how customers make decisions
- Learn how customers process information
- Learn the behaviours necessary in delivering exception service

LBM059 (MILTON)

Date: Wednesday March 6 2013

Instructor: Athena Taddei

Maximum: 15 participants

**** Please refer to the website www.locongress.com for Congress Conferences and www.horttrades.com/seminars for more Professional Development seminars.**

REGISTER EARLY!



Seminars are limited to a maximum number of participants. Registration is on a first-come, first-serve basis. Complete the registration form on page 42 and send it to Landscape Ontario along with your payment. Please note: Confirmations will not be sent out. You will be notified if space is not available.

Prosperity Partners Pillar

FINANCIAL HEALTH

Successful organizations have processes in place to measure financial performance at a glance. Once you have that information, learn how to use the numbers to drive your prosperity. The opportunities below support the Financial Health pillar of the Prosperity Partners program.



Prosperity Online Survey

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NOTE: For further information on **CHT, CLD, CLP, CLT, IA, ISA/CEU**, please refer to pages 38 and 39

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NOTE: A seminar workbook will be provided.

PP001 (MILTON)

Three Dates: A) Wednesday November 14 2012
B) Monday February 4 2013
C) Friday March 15 2013

Instructor: Jacki Hart (LO Preferred Coach/Consultant)
Maximum: 20 participants

NOTE: After attending this seminar, participant may want to consider continuing with seminars LBM043, CLPFM, LBM037, or LBM044

Great Landscape Contractors, Great Landscape Businesses

Landscape contractors from some of Ontario's best landscape companies lead this hands-on workshop, to help your company organize and build financial systems it needs to make sure you're running your business, and not the other way around. But don't expect to just sit back and listen. You'll bring your numbers and (confidentially) learn to work with them so that you leave this seminar with:

CLP

- A plan, with benchmarks, to make a profit in 2013, built with your numbers, for your company
- Profitable rates for your crews, equipment and materials- calculated based on your costs, and you're overhead
- An efficiency rating that shows you how much you're actually spending on waste and inefficiency
- Estimating methods that improve field productivity and profit
- Dead-simple, proven methods to measure progress and track job costs
- Wage and bonus systems that inspire employees to think and act like entrepreneurs, instead of hourly employees

Please see www.landscapemanagementnetwork.com/workshop/WorkshopPrepList.pdf to prepare for this seminar.

To get an overview of how to prepare, watch this quick video: <http://youtu.be/q6jUrPXJ1Y>. Participants will need to bring their laptops.

Companies who have previously taken the LMN seminar are welcome back to create a 2013 budget, but note that this seminar will cover the same topics as last year's session.

NOTE: after attending this seminar, participant may want to consider continuing with seminars CLPFM, LBM037, or LBM044

LBM043 (MILTON)

Two Dates: A) Thursday - Friday November 29-30 2012
B) Thursday - Friday February 7-8 2013

Instructor: LMN (LO Preferred Coach/Consultant)

Time: 8:30-4:00 pm

Maximum: 25 participants

CLP module: Financial Management

Monitoring and guiding financial performance is key to the success of any business, regardless of its size. This seminar will guide you towards a clearer understanding of how to utilize financial statements for smarter fiscal management, and will alleviate some of the frustrations that can accompany managing financials.

NOTE: Extra fees apply for exam or manuals. Visit www.clp.canadanursery.com or call 1-888-446-3499 for more details regarding cost and registration. If time permits a brief review on the CLP module Exterior Production Operations, including time for questions will be held at the end of each seminar.

CLPFM (MILTON)

Date: Tuesday December 4 2012

Instructor: Paul Doornbos CLT, CLP

Maximum: 15 participants

NOTE: after attending this seminar, participant may want to consider continuing with seminars LBM037, or LBM044

Negotiating with the Savvy Buyer CLP

Not all prospects have the same level of negotiating skill. As you sell to more commercial, industrial and property management companies, do you find yourself being "outsmarted"? Professional buyers attend professional procurement and buying courses to learn how to negotiate better deals. Are you coming up short against these pros? If so, then this seminar is for you. If you have wondered about the following you should attend this seminar:

- Disappointed that doing your best is not getting better results
- Frustrated that your margins are being erased by successful buyers
- When do I hold the fort vs. give a little concession to make a sale happen?
- How do I create win-win outcomes?
- Wanting to know what is the right process to understand and negotiate good deals for both

This seminar will assist business owners, sales professionals and business development professionals to identify evaluate and counter the savvy buyer's moves to close "win-win" deals.

LBM045 (MILTON)

Date: Friday January 25 2013

Instructor: Andrew Wall (LO Preferred Coach/Consultant)

Maximum: 25 participants

CLP Simply Accounting: Intro

Learn how to enhance your company's productivity with an overview of Simply Accounting's features, designed specifically to fit the landscaping industry. Topics covered will include,

- How to setup a Company Data file
- How to record expenses and pay suppliers
- How to invoice customers and receive payments, as well as HST compliance

Learn the basics to effectively record your business transactions and produce meaningful financial statements.

Learn to use the tools included in this software to quickly see profit/loss, review cost of sales, and track who owes you money. At a glance, see who your best customer is, where you are spending the most money, and what needs to be better managed. Maintaining accurate financial records will give you the information you need to make good business decisions.

NOTE: Laptops are not required to attend; a free trial software copy can be provided upon request. **Lunch Not Included.**

LBM037 (MILTON)

Date: Monday January 28 2013

Time: 9 a.m.-12 noon

LO Member: \$60 (HST Included)

Potential Member: \$96 (HST Included)

Instructor: Linda Wiesner

Maximum: 15 participants

NOTE: After attending this seminar, participant may want to consider continuing with seminar LBM044

Legal Issues: What you don't know can hurt you! Managing risk and getting paid CLP

Whatever your role in the landscape construction or maintenance industries, it is important to understand your statutory obligations under such legislation as the Construction Lien Act, the OHSA or WSIB legislation. It is also important that you understand the difference between a good contract and a bad contract, and how contracts can be used to better protect yourself in your industry. Instructed by a construction lawyer and former landscape contractor Rob will also cover law as it relates to industry issues in hiring and firing, basic insurance including types, exclusions/coverage issues along with risk management issues. A day not to be missed, issues and interests raised by the group will also be addressed.

LG006 (MILTON)

Date: Wednesday February 6 2013

Instructor: Robert Kennaley (LO Preferred Coach/Consultant)

Maximum: 25 participants

**** Please refer to the website www.locongress.com for Congress Conferences and www.horttrades.com/seminars for more Professional Development seminars.**

Simply Accounting: The Next Step **CLP**

Gain knowledge on how to handle your accounting procedures with this advanced full-day training session. Topics covered will include;

- Payroll and Source Deductions
- Inventory
- Project Accounting
- Time and Billing module

Learn how Simply Accounting can take the time spent on projects and turn it into billable dollars, pay employees, track inventory and view profit/loss on a per-project basis. See how profitable a job is (or is not). Invoice routine activities at set hourly rates. Simply Accounting will quickly track hours spent on each job, by each employee, takes that information into payroll, and puts that information into an invoice to bill clients quickly and accurately. Efficiently handle the most important aspect of your business and learn where your strengths and weaknesses are! Users who wish to further their knowledge of the program and utilize the more advanced features can bring their laptops.

NOTE: Free trial software may be provided upon request.

LBM044 (MILTON)

Date: Wednesday February 13 2013

Instructor: Linda Wiesner

Maximum: 8 participants

Legal Obligations of the Landscape Employer **CLP**

As an employer, you have a number of legal obligations: some imposed by statute, some by contract and some by the courts. Do you understand your legal obligations as an employer? This seminar will cover a variety of employment issues, including knowing how to effectively use contracts or letters of hire, understanding the Employment Standards Act and Ontario Human Rights Code, appreciating the effect common law can have on your obligations during employment and termination, learning about the obligation to provide vacation time and pay, overtime pay and breaks. This interactive seminar will answer these important questions and more.

LG009 (MILTON)

Date: Thursday March 14 2013

Instructor: Brian Gottheil

Maximum: 25 participants

**** Please refer to the website www.locongress.com for Congress Conferences and www.horttrades.com/seminars for more Professional Development seminars.**



Get growing professionally during the annual Congress Conference, January 8-10. Special pre-conference workshops will be held on January 7.

Prosperity Partners Pillar LEADERSHIP

At the helm of all successful businesses are leaders who are able to inspire and encourage people around them to achieve a clear and defined vision. The opportunities below support the Leadership pillar of the Prosperity Partners program.

Prosperity Online Survey

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NOTE: A seminar workbook will be provided.

PP001 (MILTON)

Three Dates: A) Wednesday November 14 2012

B) Monday February 4 2013

C) Friday March 15 2013

Instructor: Jacki Hart (LO Preferred Coach/Consultant)

Maximum: 20 participants

NOTE: After attending this seminar, participant may want to consider continuing with seminars LBM043, CLPFM, LBM037, or LBM044

CLP module: Strategic Planning

This session will review the process of establishing a strategic plan for your business. You will leave with a better understanding of how to develop your vision into a plan, providing direction for employees so your company moves forward.

NOTE: Extra fees apply for exam or manuals. Visit www.clp.canadanursery.com or call 1-888-446-3499 for more details regarding cost and exam registration. A brief review on the CLP module Exterior Production Operations, including time for questions, will be held at the end of each seminar if time permits.

CLP

CLPSP (MILTON)

Date: Monday December 3 2012

Instructor: Paul Doornbos CLT, CLP

Maximum: 25 participants

CLP module: Risk, Contracts and Legal Requirements, Marketing and Sales Management **CLP**

This module covers risk management, contract law and business structures as it relates to the industry. Smart business owners ensure that their companies perform with due diligence at all times. This topic will help the business owner to minimize day-to-day risk. The second part of the day, Marketing and Sales Management covers an important component of your strategic plan and a major pillar guiding healthy growth. Topics include;

- Pricing strategies
- Market research
- Promotion
- Competitive bidding
- Contract negotiation
- Customer service and effective communication

NOTE: Extra fees apply for exam or manuals. Visit www.clp.canadanursery.com or call 1-888-446-3499 for more details regarding cost and exam registration. Time permitting a brief review on the CLP module Exterior Production Operations, including any questions will be held at the end of each seminar.

CLPMS (MILTON)

Date: Wednesday December 5 2012

Instructor: Paul Doornbos CLT, CLP

Maximum: 15 participants



CLP module: Human Resource Management, Leadership and Corporate Citizenship

CLP

This Human Resource Management session addresses one of the industry's greatest challenges. Learn how to apply theory and principles to better develop and retain your human assets. Seminar will cover recruitment, hiring, compensation, training and safety. The Leadership and Corporate Citizenship portion will review organizational culture, business structure and conflict resolution along with change and change management, within both your business and the community. This is a must for owners and managers in today's business climate.

NOTE: Extra fees apply for exam or manuals. Visit www.clp.canadanursery.com or call 1-888-446-3499 for more details regarding cost and exam registration. A brief review on the CLP module Exterior Production Operations, including time for questions, will be held at the end of each seminar if time permits.

CLPHR-LC (MILTON)

Date: Friday December 7 2012
Instructor: Paul Doornbos CLT, CLP
Maximum: 25 participants

Legal Issues: What you don't know can hurt you! Managing risk and getting paid

CLP

Whatever your role in the landscape construction or maintenance industries, it is important to understand your statutory obligations under such legislation as the Construction Lien Act, the OHSA or WSIB legislation. It is also important that you understand the difference between a good contract and a bad contract, and how contracts can be used to better protect yourself in your industry. Instructed by a construction lawyer and former landscape contractor Rob will also cover law as it relates to industry issues in hiring and firing, basic insurance including types, exclusions/coverage issues along with risk management issues. A day not to be missed, issues and interests raised by the group will also be addressed.

LG006 (MILTON)

Date: Wednesday February 6 2013
Instructor: Robert Kennaley (LO Preferred Coach)
Maximum: 25 participants

A new three part Human Resource seminar series, designed for business owners, managers and supervisors who do the hiring within their firm. These full day seminars will offer training that will be motivating, interactive and practical; the facilitator has created stimulating exercises and discussion, case studies and mock interviews for participants to practice the discussion topics.

NEW

Recruiting and Retaining Committed and Skilled Workers: Part 1

CLP

A Human Resource seminar designed for business owners, managers and supervisors. This session will cover the importance of consistent and thorough recruitment and orientation processes.

- Using your reputation and image to attract candidates
- Recruitment sources
- Effective interview techniques to avoid Dr. Jekyll vs Mr. Hyde syndrome
- Importance of references
- What do your employees say about you as an employer?
- Setting up an orientation program that works in nimble and fast pace businesses

LBM060 (MILTON)

Date: Friday February 8 2013
Instructor: Vicky Smith (LO Preferred Coach/Consultant)
Maximum: 15 participants

NEW

Recruiting and Retaining Committed and Skilled Workers: Part 2

CLP

A Human Resource seminar designed for business owners, managers and supervisors. This session will cover the importance of employee retention and more.

- Supervisory techniques to manage engaged and responsible crews
- Learn why investing in training and ongoing professional development is so important
- Problem solving interpersonal issues and conflict resolution
- Recognition and rewards

LBM061 (MILTON)

Date: Wednesday February 13 2013
Instructor: Vicky Smith (LO Preferred Coach/Consultant)
Maximum: 15 participants

NEW

Recruiting and Retaining Committed and Skilled Workers: Part 3

CLP

Covering a variety of important issues, this session will start with the key to successful HR practices - the importance of a Performance management system.

- Ensure the goals of the firm are understood and being met by your staff, the instructor will go over ways to do this effectively and in an efficient manner.
- Does your Performance Management consist of a system or process whereby: corrective and disciplinary actions are in place?
- And finally does your business management team understand the dos and don'ts when terminating an employee?

LBM062 (MILTON)

Date: Wednesday February 20 2013
Instructor: Vicky Smith (LO Preferred Coach)
Maximum: 15 participants

Managing vs. Leading: What is the Difference?

CLP

As a business owner or manager, are you wondering how to get the troops to implement your company vision willingly? You are the expert in your field, but are you frustrated with getting your team to climb a higher hill and grow the business? Being responsible for maximizing team effectiveness, you want to learn the what's vs. the how's. If you are concerned about the following then you should attend this seminar:

- Why are some new recruits great and others terrible?
- Why are some staff very motivated and others not, and what can I do about it?
- Communicating methods that get my staff to understand, implement and support
- How do I get more out of my staff to continue growing, improving and succeeding?
- How to stop fire fighting and start proactively managing and leading

Many business owners are doing their best to manage companies without any formal training or business management education. This seminar will provide clarity, ideas and techniques on managing and leading your company more effectively.

LBM050 (MILTON)

Date: Friday February 22 2013
Instructor: Andrew Wall (LO Preferred Coach/Consultant)
Maximum: 25 participants

NOTE: After attending this seminar, participant may want to consider continuing with seminars, LBM051 and LBM054

Managing Your Team to Achieve Results

CLP

If you have said to yourself, we are terrific at what we do, we try hard to get wonderful staff but are struggling to manage our team to achieve our goals, then this seminar is for you. As a business owner or manager, managing by the School of Hard Knocks hurts! If you are experiencing or frustrated by the following then you should attend:

- I'm winging the hiring process with poor results
- How do I hold my staff accountable for achieving results?
- Which of my employees should I keep, change, or promote so the team succeeds?
- Why do some staff get the message once and others need multiple times?

Management and leadership development is a skill, and this seminar will provide you with strategies to manage your workforce more effectively.

NOTE: After attending this seminar, participant may want to consider continuing with seminar LBM054

LBM051 (MILTON)

Date: Monday February 25 2013
Instructor: Andrew Wall (LO Preferred Coach/Consultant)
Maximum: 25 Participants

NEW

The Effective Supervisor

CLP

This seminar will consider the day-to-day context in which supervisors perform their role and bring to life the concepts associated with "organizing the work and its performance" as referenced in the definition of a competent person. It will go beyond the awareness of the legal roles and responsibilities of supervisors and engage participants in identifying real life challenges and solutions.

Topics Include:

- How to provide instruction/direction to others (factoring in learning styles, generational differences and English as a second language, for example)
- How to deliver someone else's message
- How to orient a new worker
- How to provide feedback/coaching
- How to prepare for and lead a meeting

Participants will leave with their own 'tool kit' along with the opportunity for a period of 6 months exclusive access to an online community where they can 'meet' with their peers and seminar instructor to access additional resources and continue their development.

NOTE: To receive the special 2013 Safety Group registration fee, registrations will need to be faxed or mailed in. See page 42 for registration form.

LS020 (MILTON)

Date: Monday and Tuesday March 4 and 5 2013
Instructor: Kristin Hoffman WSPS rep
Maximum: 25 participants
LO 2013 Safety Group Member: \$310 (HST included)
LO Member: \$325 (HST included)
Potential Member: \$384 (HST included)

Leadership that Creates Followers **CLP**

Owners and managers complain that they over-communicate, while staff are bothered with a lack of communication. Leaders disappointed that their company is not understanding the direction and implementing the vision should attend this seminar. Experienced but frustrated leaders wanting the answers to these challenges should attend this seminar:

- How to motivate your staff so they willingly follow
- Telling doesn't work; learn how to lead staff in key initiatives and direction
- How to manage the change and growth process so staff become advocates
- My people are good; how do I lead them to become better individually and as a team?

As the business owner or manager you can do most every job in your company. As the leader, you need to develop new skills to get your staff to participate in your company's vision voluntarily. Participants will learn the how to lead your team effectively.

LBM054 (MILTON)

Date: Friday March 22 2013
Instructor: Andrew Wall (LO Preferred Coach)
Maximum: 25 Participants

On-The-Job Training (OJT)

On-the-Job. That is where most of the learning in our industry happens, every day, on-the-job, working side-by-side with a more experienced or knowledgeable person. There is no doubting the skills of the trainer, but how many of these individuals have ever had training on how to train? Participants will actually practice the training method in class, just like the real thing. During the second half participants will review the method, use the training moments they have prepared and learn from their experience in putting it in to action.

NOTE: Workbooks and training tools will be provided. PPE required **LUNCH NOT INCLUDED ON DAY 2.**

LBM057 (MILTON)

Date: Tuesday-Wednesday November 13-14, 2012
Time: November 13, 9 a.m. - 3:30 p.m.
November 14, 9 a.m. - 12 noon

Instructor: TBA

Maximum: 25 Participants

LO Member: \$175 (HST included)

Potential Member: \$288 (HST included)

NOTE: See www.horttrades.com/seminars for more upcoming sessions

** Please refer to the website www.locongress.com for Congress Conferences and www.horttrades.com/seminars for more Professional Development seminars.

LEARNING IS A LIFE-LONG PROCESS

Landscape Ontario's commitment to "bringing education to the horticultural trades" does not end with the Professional Development Seminars. LO offers a variety of educational opportunities throughout the year. Local chapter meetings, symposiums, lecture series, conferences and tours are just some of the many venues available.

If you have an idea for a specific seminar or an event in general, contact your LO membership staff today and help us cultivate education!

Call 1-800-265-5656 (ext. 306)



Prosperity Partners Pillar

OPERATIONAL EXCELLENCE



These seminars help you gain the skill and knowledge to make your business succeed — in practical terms. Learn about quality, efficiency, safety and more, in areas ranging from stonework to business management to native plants. Opportunities below support the Operational Excellence pillar of the Prosperity Partners program.

Prosperity Online Survey

Take a free survey, posted at www.horttrades.com/prosperity-partnership-initiative, to measure your strengths and weaknesses in the five pillars of the Prosperity Partners program.



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ARBORICULTURE, TREES AND SHRUBS

Native Trees and Shrubs: Expand your Knowledge

CLT CLD

There are over 100 species of native trees and shrubs available to the Ontario landscape industry. However, we use only a fraction. Learn more about native Ontario species and their unique characteristics and appropriate uses in landscape designs. Featuring shrubs and trees of all shapes, sizes, uses and horticultural values, this popular seminar is beneficial to commercial landscapers, landscape designers and parks professionals.

LPO03 (MILTON)

Date: Tuesday January 22, 2013
Instructor: Jeff W. Thompson, BES
Maximum: 25 participants

Trees and Shrubs: Establishment and Maintenance from the Ground up

ISA/CEU CLT CLD

This seminar explores how to maintain trees and shrubs so they perform well in difficult urban settings. An introduction to tree and shrub biology is followed by a discussion of the main stresses on trees and shrubs, including drought, construction damage and lack of nutrients. Participants will learn how to assess a planting site and the proper techniques for plant selection and placement. Cover the basics of proactive tree and shrub care, including mulching, watering, soil enrichment, staking, and formative pruning.

Participants are encouraged to ask questions and share case studies from their own work experiences. Landscape designers, technicians, contractors and architects, along with property managers, groundskeepers and arborists should consider attending.

LA001 (MILTON)

Date: Monday March 11 2013
Instructor: Todd Irvine
Maximum: 25 participants

Sustainable Turf Care on Properties with Trees

CLT

As political and environmental pressures continue within Ontario, landscape professionals must adapt to new and increasingly complex plant health care techniques to construct and maintain vigorous, sustainable landscapes. Often these environments are comprised of competing organisms, such as trees and turf grass, making this task all the more difficult. In this seminar we will examine cultural practices for maintaining strong healthy turf on treed sites and review developing a balanced soil fertility program through proper soil analysis and application techniques. Along with examining the biological and cultural pest control techniques permitted for use under the current pesticide ban.

A seminar ideal for those required to develop or implement turf management operations on sites with sunlight to significant tree coverage.

TM010 (MILTON)

Date: Monday March 18, 2013
Instructor: Steve Mann
Maximum: 25 participants

Introduction to Pruning

ISA/CEU CLT CHT

By combining aesthetics and science, pruning is among the most effective method for landscape professionals to improve the form, growth and health of trees and shrubs. This seminar is for anyone who is going to be pruning, and includes classroom and practical instruction to develop participants' skills and confidence in pruning basics. Participants learn the what, where, why and how of successful pruning. Please be sure to dress for the weather, and bring PPE (personal protection equipment): gloves, footwear, eyewear, etc., and hand secateurs, for outdoor hands-on instruction.

LA003 (MILTON)

Two Dates: A) Monday, March 18, 2013
B) Wednesday, March 27, 2013
Instructors: A) Trish Leier,
B) Phil van Wassenaer, BSc. MFC
Maximum: 20 participants

Essential Practices for Healthy Soil and Trees

ISA/CEU CLT CLD

Approximately 40% of a tree's biomass is below ground, as a vast network of roots. Because roots lie out of sight, their care and protection are often overlooked, resulting in poor performance. Understanding how roots grow and function is an essential part of any comprehensive maintenance program. This seminar will cover;

- Basics of tree biology
- Root growth and soil science
- Discussion of the importance of healthy soil and proper nutrient cycling
- How to assess soil conditions to improve soil health
- How to help protect tree roots during construction
- Routine property maintenance

Participants are encouraged to ask questions and share case studies from their own work experiences. Landscape designers, technicians, contractors and architects, along with property managers, groundskeepers and arborists should attend.

LA005 (MILTON)

Date: Tuesday, March 19, 2013
Instructor: Todd Irvine
Maximum: 25 participants

BUSINESS/ PROFESSIONAL DEVELOPMENT

On-The-Job Training (OJT)

On-the-Job. That is where most of the learning in our industry happens, every day, on-the-job, working side-by-side with a more experienced or knowledgeable person. There is no doubting the skills of the trainer, but how many of these individuals have ever had training on how to train? Participants will actually practice the training method in class, just like the real thing. During the second half participants will review the method, use the training moments they have prepared and learn from their experience in putting it in to action.

NOTE: Workbooks and training tools will be provided. PPE required
LUNCH NOT INCLUDED ON DAY 2.

LBM057 (MILTON)

Date: Tuesday-Wednesday November 13-14, 2012
Time: November 13, 9 a.m. - 3:30 p.m.
November 14, 9 a.m. - 12 noon
Instructor: TBA

Maximum: 25 Participants
LO Member: \$175 (HST included)
Potential Member: \$288 (HST included)

NOTE: See www.horttrades.com/seminars for more upcoming sessions

Building your Prosperity Seminar

CLP

Join us in this interactive and engaging seminar to shift your business results from frustration to excitement! In this seminar you will learn how to think differently about your business, and learn a whole new way of planning for your future success. This program is intended to help green industry members clarify their strengths, and identify the components of their businesses that need attention and improvement with tools to create your own action plan.

NOTE: A seminar workbook will be provided.

PP001 (MILTON)

Three Dates: A) Wednesday November 14 2012
B) Monday February 4 2013
C) Friday March 15 2013

Instructor: Jacki Hart (LO Preferred Coach/Consultant)
Maximum: 20 participants

NOTE: After attending this seminar, participant may want to consider continuing with seminars LBM043, CLPFM, LBM037, or LBM044

Great Landscape Contractors, Great Landscape Businesses

CLP

Actual landscape contractors from some of Ontario's best landscape companies lead this hands-on seminar, to help your company organize and build financial systems it needs to make sure you're running your business, and not the other way around. But don't expect to just sit back and listen. You'll bring your numbers and (confidentially) learn to work with them so that you leave this seminar with:

- A plan, with benchmarks, to make a profit in 2013, built with your numbers, for your company
- Profitable rates for your crews, equipment and materials- calculated based on your costs, and you're overhead
- An efficiency rating that shows you how much you're actually spending on waste and inefficiency
- Estimating methods that improve field productivity and profit
- Dead-simple, proven methods to measure progress and track job costs
- Wage and bonus systems that inspire employees to think and act like entrepreneurs, instead of hourly employees

Please see www.landscapemanagementnetwork.com/workshop/WorkshopPrepList.pdf to prepare for this seminar. To get an overview of how to prepare, watch this quick video:

<http://youtube.com/q6jUrPXJj1Y>. Participants will need to bring their laptops. Companies who have previously taken the LMN seminar are welcome back to create a 2013 budget, but note that this seminar will cover the same topics as last year's session.

NOTE: after attending this seminar, participant may want to consider continuing with seminars CLPFM, LBM037, or LBM044

LBM043 (MILTON)

Two Dates: A) Thursday - Friday November 29-30 2012
B) Thursday - Friday February 7-8 2013

Instructor: LMN (LO Preferred Coach/Consultant)
Time: 8:30-4:00 pm
Maximum: 25 participants

NEW

Introduction to Social Media

CLP

What is Facebook, twitter, LinkedIn? What is all the fuss about? This session is a beginner's look at the 'social networking websites' that everyone is talking and using so much. Like it or not there is a shift in how people are communicating. And it's not just for the young; grandparents are amongst the fastest growing audience joining Facebook. And your target market who want your services, certainly communicate electronically a lot. This session is a risk free zone, with other people exactly like you who maybe haven't even seen Facebook before. This 90 minute session will take a step by step look at what each of these things is and how people use them.

Lunch Not Included.

NOTE: after attending this seminar, participant may want to consider continuing with seminar LBM049

LBM063 (MILTON)

Date: Tuesday February 5 2013
Instructor: Denise Gervais
Time: 10:00-11:30am
LO Member: \$30 (HST included)
Potential Member: \$48 (HST included)

CERTIFICATION

CLT and C of Q Prep Seminar: Soft and Hardscape Installation

CLT

For all those interested in pursuing their CLT and C of Q designation, this intense half-day seminar will help. The instructor will review specific elements that tend to challenge participants. Components include 1.01 Common Core/Safety/Trade Calculations/Fertilizer, 5.02 Softscape Plan Reading/Quantity take-off, 5.03 Softscape Horticultural Principles/Plant Science, 5.52 Plant Layout/ID, 6.05 Hardscape Plan Reading/Site,Layout,Grading and Surveying, 6.06 Hardscape Principles and Calculations, 6.61 grading and Drainage and 6.62 Instrument. Study manuals are mandatory and should be reviewed before attending. Manuals can be purchased at www.horttrades.com/landscape-industry-certified-manuals, under the Professional Development tab. Test dates can be viewed at www.horttrades.com/landscape-industry-certified-dates-and-locations.

LUNCH NOT INCLUDED

LC023 (MILTON)

Date: Tuesday, November 27, 2012
Time: 9 a.m.-12 noon
Instructor: Jeff Lowartz, CLT
Maximum: 10 participants
LO Member: \$60 (HST included)
Potential Member: \$96 (HST included)

LC023-WI (WINDSOR)

Date/Time: Please see www.horttrades.com/seminars/chapter/windsor

Instructor: Don Tellier, ODH, CLIA, CIC, CID, CLT
Maximum: 10 participants
LO Member: \$60 (HST included)
Potential Member: \$96 (HST included)

CLT and C of Q Prep Seminar: Turf and Ornamental Maintenance

CLT

For all those interested in pursuing CLT and C of Q accreditation, this intense half-day seminar will help. The instructor will review specific elements that tend to challenge participants. Components include 1.01 Common Core/Safety, 8.09 Turfgrass Maintenance Calculations, 8.08 Turfgrass Maintenance Principles, 9.14 Ornamental Maintenance Calculations, 9.12 Ornamental Maintenance Horticultural Principles, 9.23 Lateral Repair and Head Adjustment, and 1.14 Chainsaw. Study manuals are mandatory and should be reviewed before attending. Manuals can be purchased at www.horttrades.com/landscape-industry-certified-manuals, under the professional development tab. Test dates can be viewed at www.horttrades.com/landscape-industry-certified-dates-and-locations.
LUNCH NOT INCLUDED

LC024 (MILTON)

Date: Tuesday, November 27, 2012
Time: 1 p.m. - 4 p.m.
Instructor: Jeff Lowartz, CLT
Maximum: 10 participants
LO Member: \$60 (HST included)
Potential Member: \$96 (HST included)

LC024-WI (WINDSOR)

Date/Time: Please see www.horttrades.com/seminars/chapter/windsor

Instructor: Don Tellier, ODH, CLIA, CIC, CID, CLT
Maximum: 10 participants
LO Member: \$60 (HST included)
Potential Member: \$96 (HST included)

Certified Irrigation Contractor Prep Seminar (CIC)

This seminar is designed to refresh the skills of irrigation contractors, and serves as an excellent review for the Irrigation Association CIC exam, though it is not a substitute for studying the reference material. Review advanced soil-water-plant relationships, advanced hydraulics, pumps, job safety requirements, national codes that affect our industry, scheduling, water conservation and details about system uniformity and efficiency. You will need an engineer's scale ruler, mechanical pencil and calculator for working out mathematical equations and exercises. **Participants must purchase: CIC workbook from www.irrigation.org at least 60 days before the seminar**, and review the material before attending. If you are taking the CIC exam, you must sign up at www.irrigation.org at least 30 days before the exam date.

NOTE: To locate an IA test location near you, see www.kryteriononline.com/host_locations/index.asp

Recommended prerequisites: LI007, LI015, LI020, LI021, LI012, LI013 or actual experience in system installation and maintenance.

LI014 (MILTON)

Date: Monday-Tuesday, February 11 -12, 2013

Instructor: Matt Sandink, CIC, CLIA, CWCM-L

Maximum: 25 participants

LO Member: \$230 (HST included)

Potential Member: \$384 (HST included)

Certified Landscape Irrigation Auditor Prep Seminar (CLIA)

How can you schedule an irrigation system, unless you know what you are watering and how much water your irrigation system delivers? Knowing how to perform an irrigation system assessment and audit will help you create better irrigation programs, plus save lots of water. Participants will learn about the plant/water relationship, soils, scheduling and other related topics. **Participants will need to bring an engineer's scale ruler, mechanical pencil, notebook and calculator.**

This seminar will also help prepare you to take the Irrigation Association's CLIA exam, though it is not a substitute for studying the reference material.

NOTE: You must sign up a minimum of 30 days prior to exam day at www.irrigation.org. Participants also must purchase: workbook from www.irrigation.org at least 60 days before the seminar, and review the material before attending. To locate an IA test location near you, see www.kryteriononline.com/host_locations/index.asp

Recommended prerequisites: LI003, LI015, LI007, LI009, LI019 or field experience in system installation, maintenance, and a good irrigation background.

LI012 (MILTON)

Date: Monday-Tuesday February 25-26, 2013

Instructor: Matt Sandink, CIC, CLIA, CWCM-L

Maximum: 25 participants

LO Member: \$230 (HST included)

Potential Member: \$384 (HST included)

IA EQUIPMENT HANDLING

Forklift Operator Training — Class 1, 4, and 5

This seminar will teach safe forklift operation, as well as hazard avoidance, inspection, maintenance and legal requirements for proficient operators in a workplace environment. Training includes classroom discussion and a practical portion where attendees will operate a forklift in a workplace environment. Please note: It is the responsibility of the operator, even after completing the training, to review the specific device he/she will be operating. This review may come in the form of reviewing documentation provided with the forklift, and/or instruction from a competent person.

NOTE: Work boots are mandatory for this seminar. Seminar is offered in other Chapters see details below. Wallet cards will be sent out following the seminar. **LUNCH NOT INCLUDED.**

LE005 (Toronto)

Seminar Location: Hertz-Matthews, 35 Claireville Dr., Etobicoke

For directions call 416-679-4173

Two Dates: A) Tuesday February 26 2013

B) Tuesday April 9 2013

LE005-GL (Georgian Lakelands)

Seminar Location: Hertz-Matthews, 614 Dunlop St. West. Barrie

For directions call 705-726-2228

Date: Wednesday April 3 2013

Details for all locations:

Instructor: Bruce Hannah

Maximum: 10 participants

LO Member: \$150 (HST included)

Potential Member: \$190 (HST included)

Skid Steer Certification Training CLT

Individuals who want to learn how to operate a skid steer safely and correctly should attend this seminar. It will include instruction on basic operator safety, inspection, and equipment features in accordance with applicable OSHA and regulations and equipment manufacturers' guidance. Each participant will undergo classroom evaluation in a simulated jobsite environment.

NOTE: It is the responsibility of the operator, even after completing the training, to review the specific device he/she will be operating. Work boots are mandatory for this seminar. Seminar is offered in other Chapters see details below. Note: Wallet cards will be sent out following the seminar. **LUNCH NOT INCLUDED.**

LS003 (Toronto)

Seminar Location: Hertz-Matthews, 35 Claireville Dr., Etobicoke

For directions call 416-679-4173

Four Dates: A) Monday February 11 2013

B) Monday February 25 2013

C) Monday March 4 2013

E) Monday April 8 2013

LS003-DU (Durham)

Seminar Location: Hertz-Matthews, 411 Bloor St West. Oshawa

For directions call 905-404-8411

Date: Thursday February 28 2013

LS003-GL (Georgian Lakelands)

Seminar Location: Hertz-Matthews, 614 Dunlop St. West. Barrie

For directions call 705-726-2228

Date: Thursday March 7 2013

LS003-GH (Golden Horseshoe)

Seminar Location: Hertz-Matthews, 2418 Barton St. East Hamilton

For directions call 905-545-2233

Date: Thursday March 14 2013

LS003-OT (Ottawa)

Seminar Location: Hertz-Matthews, 860 Belfast Road Ottawa

For directions call 613- 244-4388

Date: Tuesday April 16 2013

LS003-WI (Windsor)

Seminar Location: Hertz-Matthews, 5225 County Rd 42 Tecumseh

For directions call 519-972-8144

Date: Wednesday March 20 2013

Instructor for above locations

Instructor: Bruce Hannah, Hertz

LS003-LN (London)

Seminar Location: Huron Tractor, 37 Elgin Rd., Thamesford

For Directions call 519-285-3845

Date: Thursday March 28th 2013

Instructor: TBA- Martin's Lift Truck Service

Details for all locations

Maximum: 10 participants

Time: 9 a.m. - 2 p.m. (approx.)

LO Member: \$120 (HST included)

Potential Member: \$175 (HST included)



Compact Excavator Safe Operator Training

This seminar covers the fundamentals of daily maintenance, machine controls, safe operating practices, operating techniques and legal considerations for compact excavators found on many job-sites. In addition to class time, participants will be given the opportunity to operate and demonstrate proficiency on a compact excavator in a simulated job-site environment. Please note: It is the responsibility of the operator, even after completing the seminar, to review the specific device he/she will be operating. Seminar is offered in other Chapters see below for more details. **NOTE:** Wallet cards will be sent out following the seminar. Work boots are mandatory for this seminar. **LUNCH NOT INCLUDED**

LE004 (Toronto)

Seminar Location: Hertz-Matthews, 35 Claireville Dr., Etobicoke

For directions call 416-679-4173

Two Dates: A) Wednesday February 20 2013

B) Monday March 11 2013

LE004-GH (Golden Horseshoe)

Seminar Location: Hertz-Matthews, 2418 Barton St. East Hamilton

For directions call 905-545-2233

Date: Wednesday March 13 2013

Details for all locations

Instructor: Bruce Hannah

Maximum: 10 participants

Time: 9 a.m. - 2 p.m. (approx.)

LO Member: \$120 (HST included)

Potential Member: \$175 (HST included)

Keep Your Engines Running!

This seminar is designed for the equipment operator or owner. Participants receive important advice on maintenance practices and techniques to extend the life of their equipment and small engines. They will leave with tips on seasonal storage, as well as spring and fall tune-ups. Participants should bring their own tools and tool kits for the units to serviced, for example, chain and stone saws, trimmers, backpack blower, etc.

NOTE: Participants are also required to bring Personal protection equipment (PPE), hard hat, hand, ear and eye protection, CSA work boots as they may be required during this seminar.

LE002 (MILTON)

Date: Monday March 11 2013

Instructor: Ryan Dalli

Maximum: 8 participants

Chainsaw Training

CLT

The Ministry of Labour requires that all landscapers using chain-saws on the job be trained by competent instructor on their safe operation. This two-day seminar satisfies that requirement. The second day will be spent in the field, working on techniques and safe operation while cutting trees. **EACH PARTICIPANT WILL NEED:** A chainsaw with chain brake in good mechanical order, CSA-approved work boots, pant or chap- 3400 chain threshold speed stop and up, CSA class D hardhat in good condition, hearing protectors, eye or face protection, safety gloves or mitts, plastic or aluminum felling wedge, flat file and depth gauge tool, rounded file and holder (properly sized), chainsaw wrench and screwdriver, brush for cleaning, fuel in a approved container and chain oil. This seminar is offered in other Chapters see details below. **LUNCH NOT INCLUDED** at Chapter locations and second day of Milton sessions.

LS004 (MILTON)

Four Dates: A) March 21-22, 2013
B) March 26-27, 2013
C) March 27-28, 2013
D) April 3-4, 2013

Instructors: A/C) Christian Dube
B/D) Darran Malcolm

LS004-DU (Durham)

Seminar Location: Direct Landscape Supply, 935 Bloor St E Oshawa
For directions call 905-576-8400
Date: March 18-19 2013
Instructor: Bob Smith

LS004-GL (Georgian Lakelands)

Seminar Location:
RAC Recreation-Moonstone, 6654 8th Line N., Waubaushene
For directions call 705-835-6142
Date: April 1-2 2013
Instructor: Bob Smith

LS004-KW (Kitchener/Waterloo)

Seminar Location: Allgreen Tree Service, 155 Union Elmira
For directions call 519-669-0857
Date: November 12-13 2012
Instructor: Mike Hayes

LS004-LN (London)

Seminar Location: Fanshawe College, London Campus, 1460 Oxford St.
For directions call 519-452-4430
Date: March 30-31 2013
Instructor: Rick Mackinnon

Details for all locations

Maximum: 10 participants
LO Member: \$230 (HST included)
Potential Member: \$384 (HST included)

IRRIGATION

ABCs of Irrigation

CLT

This hands-on seminar provides an introduction to irrigation systems for landscape applications. Emphasis is placed on irrigation components, what they look like, how they work and how parts go together to create a system. This seminar is a good foundation for all the classes that follow. After attending this seminar you'll know about low volume components and their water-efficient uses and irrigation controllers and their Smart ET water management capabilities. New employees and those who want to learn about irrigation and irrigation products will benefit from this seminar.

LI003 (MILTON)

Date: Monday March 25 2013
Instructor: Lorne Haveruk, CWCM, CID, CIC, CLIA, WCP
Maximum: 25 participants

Irrigation Boot Camp

IA

This fast paced seminar is for those who have attended LI003 or have a firm understanding of irrigation components that are used to make up a system. The instructor will start by focusing on the main irrigation components that make up a water efficient automatic landscape irrigation system, including drip emitters, landscape dripline, drip zone kits, dirty water valves, mainline tubing, lateral line tubing, Smart ET controllers and sensors. Continuing with learning more about the parts and how they come together to form an efficient irrigation system. Through hands-on learning you will come away knowing how to build a system.

LI026 (MILTON)

Date: Tuesday and Wednesday March 26-27 2013
Instructor: Lorne Haveruk, CWCM, CID, CIC, CLIA, WCP
Maximum: 25 participants
LO Member: \$230 (HST included)
Potential Member: \$384 (HST included)

Fundamentals of Irrigation Design

IA

An introductory hands-on seminar for those who want to learn how to design an irrigation system with water efficiency in mind. Spray and rotor sprinkler head layout techniques will be taught. This seminar is an excellent introductory class for residential and commercial contractors. You'll leave knowing about irrigation design fundamentals, how to create a simple irrigation system design, spray and rotor sprinkler head layout techniques and how to design an efficient system. **You will need an engineer's scale ruler, mechanical pencil and calculator for this seminar.**

NOTE: Recommended prerequisites, participants should have attended LI003 or have a good Irrigation background.

LI015 (MILTON)

Date: Thursday March 28 2013
Instructor: Lorne Haveruk, CWCM, CID, CIC, CLIA, WCP
Maximum: 25 participants

Low Volume Irrigation Design and Installation

IA

Learn what is involved in designing a professional low volume irrigation system. You will learn about basic irrigation design principles, hydraulics, velocity, pressure, and component layout. Design work will discuss the incorporation of point-source emitter watering for sparse plantings, landscape drip line for subsurface and on-surface applications for watering mass plantings, deep root watering systems for trees and shrubs, plus more traditional microspray and micro bubbler watering methods.

NOTE: Participants should bring a calculator, engineering scale ruler, design guides, pencils, and any other design tools for this hands-on seminar.

Recommended prerequisites: participants should have attended LI003, LI015 or have a good Irrigation background

LI023 (MILTON)

Date: Monday April 1 2013
Instructor: Lorne Haveruk, CWCM, CID, CIC, CLIA, WCP
Maximum: 25 participants

Controllers, Sensors and Scheduling

CLT

What is scheduling, and how do you program a system to deliver the necessary water? What are the controller models on the market and what are their features and benefits? Smart ET controllers will be demonstrated and available to be worked on; the day will also include presentations by the industry's leading manufacturers demonstrating the latest developments in controllers. There will be hands-on sessions throughout the day to develop your programming skills. After attending this seminar you'll be comfortable with programming basic schedules on various makes and models of irrigation controllers. This seminar is good for all levels, especially those who want to schedule controllers from many different manufacturers.

NOTE: Recommended prerequisites, participants should have attended LI003 or have a good Irrigation background.

LI007 (MILTON)

Date: Tuesday April 2 2013
Instructor: Lorne Haveruk, CWCM, CID, CIC, CLIA, WCP
Maximum: 25 participants

Irrigation Repair and Troubleshooting

CLT

This seminar is for both new and experienced irrigation personnel covering the most common problems and how you can analyze them on the job. Participants will learn:

- common problems and methods and approaches to solve them
- tools you need in your truck, spare parts and other helpful items
- learn what's wrong with a component and how to fix or replace it
- discuss glue PVC pipe, solder copper pipe and fittings
- learn out to cut and fix poly pipe leaks
- troubleshoot an irrigation system from the controller, without going outside
- Test power sources: power wires, field wires, solenoids and batteries
- what resistance readings can tell you about the health of the irrigation system
- Locate buried wires to find hidden valves

This seminar will allow you or your staff to become more efficient when it comes to troubleshooting AC and DC power sources. **NOTE:** Bring along your multimeter for wiring testing. **Recommended prerequisites:** participants should have attended LI003, LI015 or have a good Irrigation background.

LI006 (MILTON)

Date: Wednesday April 3 2013
Instructor: Lorne Haveruk, CWCM, CID, CIC, CLIA, WCP
Maximum: 25 participants

NEW

Sports Field Irrigation

You're tasked with opening, repairing, setting, scheduling and managing sports fields. However, you are not really comfortable with these types of irrigation systems. Mainlines are larger...so are lateral lines. You are working with higher pressurized water pumps, pump start relays, and more sophisticated irrigation control and sensor systems. The seminar will go over general sports field irrigation products from the water and power source to pipes, fittings, swing arms, sprinkler heads, valves, quick couplers, sensors and discuss design. Problems that can arise and solutions to these problems will be discussed and practiced with hands-on work. You will walk away being more confident that you can safely manage a sports field irrigation system, and schedule it with water conservation in mind. **NOTE:** Recommended prerequisites, participants should have attended LI003, LI015 or have a good Irrigation background.

LI027 (MILTON)

Date: Thursday April 4 2013
Instructor: Lorne Haveruk, CWCM, CID, CIC, CLIA, WCP
Maximum: 25 participants

NEW

Irrigation Conservation and Water Stewardship

Efficient water management is at the forefront of conversations regarding irrigation. LEED (Leadership in Energy & Environmental Design) is the standard for many new buildings which are calling for rain and even storm water be collected in underground cisterns. Stewardship is only one aspect of water management. Conservation must be planned from the start to ensure that systems will deliver water efficiently. Reclaimed and reused water, and the collection, storage and laws for their use, will be discussed. Soil, plant, water relationships will be investigated so efficient irrigations schedules can be derived. Smart ET controllers plus central computer control systems will be reviewed to expose participants to the technical side of scheduling and based weather data. After attending this seminar you'll know about controllers, schedules, soil types, water, ET, and alternative water sources.

NOTE: Recommended prerequisites, participants should have attended LI003, LI015 or have a good Irrigation background.

LI028 (MILTON)

Date: Friday April 5 2013
Instructor: Lorne Haveruk, CWCM, CID, CIC, CLIA, WCP
Maximum: 25 participants

INTEGRATED PEST MANAGEMENT (IPM)/TURF LANDSCAPING

IPM in the Woody Landscape **ISA/CEU CLT CHT**

For arborists, landscape, parks and garden maintenance workers and garden centre employees who want to know more about pest management. This well-received seminar will cover the most common diseases, insects and mites that affect trees and shrubs in Ontario. It will train you to look for harmful pests, and how to identify environmental and physiological disorders that are often the underlying cause. This seminar includes in-depth knowledge on pest identification, with emphasis on early detection and the timing for best results to keep woody plants healthy. Feel free to bring your pest problems to this seminar. You will leave with answers, better problem solving skills and so much more.

TM006 (MILTON)

Date: Thursday, March 14, 2013
Instructor: Jennifer Llewellyn
Maximum: 25 participants

Sustainable Turf Care on Properties with Trees **ISA/CEU CLT**

As political and environmental pressures continue within Ontario, landscape professionals must adapt to new and increasingly complex plant health care techniques to construct and maintain vigorous, sustainable landscapes. Often these environments are comprised of competing organisms, such as trees and turf grass, making this task all the more difficult. In this seminar we will examine cultural practices for maintaining strong healthy turf on treed sites and review developing a balanced soil fertility program through proper soil analysis and application techniques. Along with examining the biological and cultural pest control techniques permitted for use under the current pesticide ban.

A seminar ideal for those required to develop or implement turf management operations on sites with sunlight to significant tree coverage/shade areas.

TM010 (MILTON)

Date: Monday March 18, 2013
Instructor: Steve Mann
Maximum: 25 participants

Post-ban Commercial and Residential Turf **ISA/CEU**

Weed and pest control in turf has seen changes over the last few years. Even turfgrass seed has taken on a new look, particularly in the area of water requirements. This half-day seminar will cover turf herbicides and their knockoffs, non selectives, insect control, as well as emerging trends in grass seed selection. For business owners or staff, get up- to-speed on how best to deal with challenging turf

conditions, and the economic impact of your choices. **LUNCH NOT INCLUDED**

TM008 (MILTON)

Date: Wednesday, March 20, 2013
Time: 9 a.m. - 12 noon
Instructor: Ken Pavely
Maximum: 25 participants
LO Member: \$60 (HST included)
Potential Member: \$96 (HST included)

LANDSCAPE CONSTRUCTION AND INSTALLATION

Chiseled in Stone: An Introduction

With a 4th day added this introductory seminar is suitable for those seeking greater insight and skill development in the art of stone masonry. Topics covered include construction techniques, selection and application of various building materials, relationship of design to stone selection, and the hands-on skills of working with natural stone. Participants can expect to leave the seminar with the knowledge and basic skills required to successfully complete any stone masonry project, but not the years of practice required to hone masonry skills. **Participants are required to bring:** personal protective equipment: work boots, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel. Participants will also need to help clean up. **NOTE:** Flagstone is touched on in this seminar, but covered at length in LC002 and LC034.

LC026 (MILTON)

Dates: Monday-Thursday, January 21-24, 2013
Instructor: Joachim Schwien
Maximum: 12 participants
LO Member: \$580 (HST included)
Potential Member: \$880 (HST included)

Chiseled in Stone: Intermediate

For the landscape construction pro this intermediate stone masonry course is designed for those already familiar with basic masonry concepts, tools, and techniques. Participants will learn the next steps in cutting, chiseling, and layout techniques, reinforcing best practices required for installing wet- or dry-laid natural stone walls and pillars, setting natural stone coping, plus layout and construction of curved walls. **Participants are required to bring:** personal protective equipment: work boots, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel. Participants will also need to help clean up.

LC027 (MILTON)

Dates: Monday-Wednesday, January 28-30, 2013
Instructor: Bradley Repchull
Maximum: 12 participants
LO Member: \$435 (HST included)
Potential Member: \$660 (HST included)

Getting Started in Concrete

Are you thinking about expanding your projects to include concrete work? Are you subcontracting concrete work now, and you would like to do it yourself? Or have you done some projects, and want to fill in the gaps in your knowledge with some expert help? In this seminar cover all the basic principles and practices of forming, reinforcing, ordering, mixing, pouring, finishing and curing concrete, to allow you to pour a slab on grade with confidence. This is a combined classroom and hands-on seminar. **Participants are required to bring:** personal protective equipment: work boots, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

LC011 (MILTON)

Date: Thursday January 31 2013
Instructor: Al Trimbel
Maximum: 15 participants
LO Member: \$145 (HST included)
Potential Member: \$220 (HST included)

Paving Your Way to Perfect Interlock **CLT**

This hands-on seminar is geared toward individuals looking to develop or improve the practical skills of paving stone installation. The seminar will focus one half-day on interlocking stone installation and the other half on constructing steps using pre-cast walling systems. Participants will build stairs, install interlocking stone and become familiar with installation techniques using a variety of base materials. **To participate you are required to bring:** personal protective equipment, work boots, gloves, eye and hearing protection, dust mask etc

LC014 (MILTON)

Date: Friday, February 1 2013
Instructor: Tim White and Brian Clegg
Maximum: 15 participants
LO Member: \$145 (HST included)
Potential Member: \$220 (HST included)

Retaining Walls from the Ground Up **CLT**

Want to learn all there is to know about building retaining walls; expanded to a 2 day this is the seminar for you. Participants will explore why walls fail, proper construction techniques and selecting the walling system to meet your project and permit requirements. The importance of soil structure, drainage, surcharge loads, granular backfill, base preparation, selection and use of geo-grids, filter blankets, and proper compaction will be discussed in detail. Participants will pour a concrete footing, construct a concrete block wall and face with ledge rock. Finishing with hand chiseled coping. Participants will leave with a sound understanding of how to build retaining walls. **To participate you are required to bring:** personal protective equipment, work boots, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel.

LC040 (MILTON)

Date: Monday-Tuesday February 4-5, 2013
Instructor: Tim White and Brian Clegg
Maximum: 15 participants,
LO Member: \$290 (HST included)
Potential Member: \$440 (HST included)

Flagstone Fundamentals

This seminar is designed for individuals that wish to learn and practice the skills of working with flagstone. Topics include dry- and wet-laid installation techniques, stone selection and relationship to design, as well as proper base preparation and finishing techniques. Learn the knowledge and skills necessary to complete a flagstone project professionally. **Participants are required to bring:** personal protective equipment, work boots, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel, for seminar participation. Participants are asked to help clean up at the end of the day.

LC002 (MILTON)

Date: Thursday, February 7, 2013
Instructors: Al Trimble
Maximum: 15 participants
LO Member: \$145 (HST included)
Potential Member: \$220 (HST included)

NEW

Intermediate Flagstone

This seminar is intended for those looking to go further with their flagstone skills. This hands-on two-day seminar will cover from start to finish the laying of flagstone. Reviewing stone types, participants will participate in forming and pouring a concrete base with a 2 1/2" slope, along with wet lay both random and square cut flagstone and pointing. **Participants are required to bring:** personal protective equipment, work boots, gloves, eye and hearing protection, dust mask, etc., along with a 2-3 lb. steel mallet, one splitting chisel and one facing chisel, for seminar participation. Participants are asked to help clean up at the end of the day.

LC034 (MILTON)

Date: Monday-Tuesday February 11-12 2013
Instructors: Tim White and Brian Clegg
Maximum: 12 participants
LO Member: \$290 (HST included)
Potential Member: \$440 (HST included)

ONLINE LEARNING

Online training opportunities: Get Green industry education: Anytime, anywhere!

Announcing professional development without boundaries — Landscape Ontario supports the idea of making training as flexible, and accessible, as possible.

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Introductory Grading and Drainage

CLT CLD CLP

Failing to address grading and drainage issues on virtually any landscape project can result in major water problems for the property owner, not to mention litigation for the contractor and/or designer. This seminar will benefit contractors and designers with little or no familiarity with grading and drainage necessities and processes. Explore grading principles and standards, and their impact on surface drainage for most landscape projects. Basic grading calculations, the use of site surveys, the manipulation of land forms, and the preparation of grading details/plans for surface drainage is presented. In-ground drainage considerations are introduced. Typical grading notation methods are also presented. Participants will be required to carry out typical grading calculations and prepare simple grading details. **Please bring** a scientific calculator, an architect's scale and extra paper to this seminar.

LC019 (MILTON)

Date: Monday, February 11, 2013
Instructor: Don Chase BLA, CLD
Maximum: 25 participants

Practical Basic Calculations for the Landscape Contractor

CLT CLD CLP

Today, both landscape contractors and designers need math skills for success and profitability in their businesses. Miscalculations of materials, labour and other construction costs can result in major problems that can damage a business's bottom line and lead to litigation and bankruptcy. This seminar covers a variety of calculation methods and factors, in both measurement systems typically used in the industry for determining construction costs. Also, slope/gradient/elevation calculations and methodology are reviewed. This is a hands-on seminar, **please bring** blank paper, a calculator and both architect's and metric scale rulers.

LD013 (MILTON)

Date: Tuesday, February 12, 2013
Instructor: Don Chase BLA, CLD
Maximum: 25 participants

Advanced Grading and Drainage: Get it Right the First Time!

CLD CLP

This seminar is for those who have had some exposure to grading design and installation. A detailed, in-depth study of both surface and subsurface drainage considerations is presented. Areas covered include detailed grading standards and associated requirements, basic cut-and-fill calculations, erosion control, ground rules for effective and safe grading practices and design and construction requirements for retaining walls. Participants will be required to prepare a full grading plan case study for a residential site with non-typical grading issues. Participants will be required to carry out typical grading calculations and prepare simple grading details. **Please bring** a scientific calculator, an architect's scale and extra paper to this seminar.

LC020 (MILTON)

Date: Wednesday February 13, 2013
Instructor: Don Chase, CLD
Maximum: 25 participants

NEW

Concrete Seminar: The Next Level

For those who know the basics of mixing, placing and finishing concrete, this seminar will further your skills in forming, reinforcing and pouring steps, raised slabs and suspended slabs. And this will give participants time to practice finishing larger slabs on grade. **NOTE:** This is a hands-on seminar and involves rough carpentry as well as concrete skills. Participants will need to bring proper PPE to participate (work boots, eye and hearing protection, dust mask, gloves, etc.) .

LC035 (MILTON)

Date: Thursday February 14, 2013
Instructor: Al Trimbel
Maximum: 15 participants
LO Member: \$145 (HST included)
Potential Member: \$220 (HST included)

Dry Stone Walling 101

Dry stone walling is becoming a lost art but it is also in high demand by today's consumer. This is your opportunity to learn the basic principles of this historic construction technique. In this two-day seminar you will work hands-on with your instructor, a Certified Waller, to build a section of wall with all the features of dry stone construction. This will include base stones, a vertical cheek-end, two lifts of stone, through stones and vertical coping. No previous masonry or construction experience is required. **NOTE:** PPE is required; safety shoes and eye protection are a must. For more information visit www.drystoneguild.com

LC029 (MILTON)

Date: Thursday and Friday February 28th and March 1 2013
Instructor: V. Reid Snow
Maximum: 10 participants
LO Member: \$345 (HST included)
Potential Member: \$430 (HST included)

Green Walls 101: Systems Overview and Design

ISA/CEU

Presented by Green Roofs for Healthy Cities (North America), this seminar will discuss design and construction best practices for green facades and living walls, as well as the latest research findings on the environmental benefits of these technologies. Learn how to determine major functions and components of green walls, describe characteristics and assess various advantages of different green wall systems, understand market drivers encouraging green wall implementation in North America and how to design green walls for maximum benefits and LEED points. This seminar provides 3.5 continuing education credits (CEU's). **LUNCH NOT INCLUDED.**

EN007 (MILTON)

Date: Tuesday March 12, 2013
Time: 8:30a.m.-12:30 p.m.
Instructor: TBA-Green Roofs for Healthy Cities
Maximum: 25 participants
LO Member: \$199 (HST included)
Potential Member: \$225 (HST included)

Levels and Grading

CLT CLD

This is a seminar for all members of your construction and design team. **Participants should dress for outside surveying**, as the group will practice using levels, gathering information you'll need back in class to translate into a site plan. Participants will leave with a better understanding of how applied mathematics improves site efficiency and enhances results. Participants must bring a scale ruler and calculator to participate.

LD006 (MILTON)

Date: Wednesday, March 13, 2013
Instructor: Gary Ross, CLD
Maximum: 15 participants

NEW

Advanced Green Roof Maintenance

ISA/CEU

Presented by Green Roofs for Healthy Cities (North America), Advanced Green Roof Maintenance contains indispensable information on green roof care and upkeep. Learn how to:

- Design to facilitate on-going maintenance
- Budget for maintenance
- Develop maintenance plans
- Perform common maintenance procedures
- Diagnose problems on a green roof
- Develop contracts and inspection reports that work in concert with warranty requirements
- Rehabilitate green roofs that have been subject to maintenance neglect.

Includes a 100-page course manual with detailed case studies and is approved for 3.5 Continuing Education Units (CEUs) for GRPs.

LUNCH NOT INCLUDED

EN008 (MILTON)

Date: Tuesday March 19, 2013
Time: 8:30a.m.-12:30 p.m.
Instructor: TBA-Green Roofs for Healthy Cities
Maximum: 25 participants
LO Member: \$199 (HST included)
Potential Member: \$225 (HST included)

LANDSCAPE DESIGN

Landscape Design: An Introduction CLD

This seminar is for those considering landscape design as a career direction, who have had no formal design training. Landscape design is presented as a creative, logical and orderly problem-solving process, from preliminary investigation to final design preparation. This includes meeting the client, basic plan preparation and the application of basic design styles and themes. Participants will undertake a simple landscape problem. This seminar is for those looking to expand their existing landscaping operation to include formalized design service or those looking at landscape design as a career path. Participants will need to bring an architect's scale, pencils, eraser, drafting papers, calculator, etc.

LD001 (MILTON)

Date: Monday January 21 2013
Instructor: Don Chase BLA, CLD
Maximum: 25 participants

How to Use Dynascope

CLD

Dynascope is a CAD (Computer Automated Drafting) program for landscape designers and contractors. Its preset line weights and beautiful landscape symbols help convey your ideas to others in a clear, concise manner. It also makes quantity takeoffs and design changes almost effortless. At the completion of this two day seminar you will have the skills and confidence needed to draft landscape plans on the computer. Learn the ins and outs from a seasoned landscape designer.

NOTE: Laptops with Dynascope program loaded are required. (A trial program is available through Dynascope, be sure to have it loaded and working at least 48 hours before the seminar. To receive the trial program contact sales@dynascope.com) Seminar is intended for landscape designers or contractors of all experience levels. Dynascope experience is necessary and an understanding of the Windows operating system is important.

LD025 (MILTON)

Date: Wednesday-Thursday, January 23-24, 2013
Instructor: Beth Edney, CLD
Maximum: 12 participants
LO Member: \$230 (HST included)
Potential Member: \$384 (HST included)

NEW**Improving Your Landscape Plans** **CLD**

This one-day seminar covers title blocks, plan orientation, imperial & metric scales, hardscape drawings, planting plans & details, lettering, lists & notes, hatching, symbols & paper size. We will review what important information you need from legal surveys. It will help upgrade your skills to help clients and landscape contractors better understand your designs. You can expect to take away a good understanding of what makes a very readable drawing. This seminar is suitable for intermediate and senior landscape designers with the basic ability to draw plans by hand or on the computer.

NOTE: Although not mandatory. Participants are asked to bring one of their recent plans to share.

LD029 (MILTON)

Date: Tuesday January 29 2013
Instructor: Chris Clayton
Maximum: 12 participants

Introductory Sketchup

This seminar introduces new and inexperienced users to the basics of Google Sketchup, as applied to the activities of a landscape designer. The focus will be designing and communicating landscape design in three dimensions. Upon completion, you will be able to design simple landscape projects in three dimensions and present them as images or simple animated movies.

NOTE: Participants need to bring laptops. Participants should install Google SketchUp on their laptops. Version 7 or 8 is fine and the free version is all that is required. Each participant should also bring a mouse with a scroll wheel as this makes modeling and navigating much easier.

LD024 (MILTON)

Two Dates: A) Thursday January 31 2013
B) Thursday February 7 2013
Instructor: Eli Paddle
Maximum: 12 participants

Practical Basic Calculations for the Landscape Contractor **CLD CLP**

Today, both landscape contractors and designers need significant math skills for continued success and profitability in their businesses. Miscalculations of materials, labour and other construction costs can result in major problems that can damage a business's bottom line and lead to litigation and bankruptcy. This hands-on seminar will cover a variety of calculation methods and factors, in both measurement systems typically used in the industry for determining construction costs. Also, slope/gradient/elevation calculations and methodology are reviewed. **Participants are expected to bring blank paper, a calculator and both architect's and metric scale rulers.**

LD013 (MILTON)

Date: Tuesday February 12 2013
Instructor: Don Chase BLA, CLD
Maximum: 25 participants

Intermediate Google Sketchup for Landscape Design

This seminar is a follow-up to the introductory Sketchup seminar, or for users who can competently model and present a simple landscape design. It will introduce participants to more advanced Google Sketchup skills and techniques as applied to the activities of a landscape designer. Upon completing this session you will be able to design and present professional-quality landscape design work using advanced modeling techniques.

NOTE: Participants must bring their own laptops. Participants should install Google SketchUp on their laptops. Version 7 or 8 is fine and the free version is all that is required. Each participant should also bring a mouse with a scroll wheel as this makes modeling and navigating much easier.

LD026 (MILTON)

Two Dates: A) Thursday February 14 2013
B) Thursday February 21 2013
Instructor: Eli Paddle
Maximum: 12 participants

NEW**Advanced Google Sketchup**

A follow-up to the Intermediate Google SketchUp for Landscape Design, this seminar will introduce participants to advanced Google SketchUp skills and techniques as applied to the typical activities of a landscape designer.

NOTE: Participants must bring their own laptops. Note: Participants should install Google SketchUp on their laptops. Version 7 or 8 is fine and the free version is all that is required.

Who should come?

- SketchUp users who can competently model and present simple landscape design.

What will I learn?

- Advanced Animation and Camera techniques in SketchUp
- Creating and importing materials from external sources
- Refining and customizing materials
- Creating aerial perspective
- Advanced modeling of terrain and topographic features
- Advanced Photo-based modeling, context creation and photo-based components
- Advanced SketchUp Styles and image output
- Introduction to photorealistic rendering plug-ins (Twilight Render & Shaderlight)

What will I be able to do after this session?

- Upon completing this session you will be able to design and present professional quality landscape design work using advanced modeling techniques

LD028 (MILTON)

Dates: Thursday March 7 2013
Instructor: Eli Paddle
Maximum: 12 participants

LANDSCAPE MAINTENANCE**NEW****The Essentials of Grounds Maintenance Estimating** **CLP**

Do you know what basic steps and calculations are needed in order to estimate a job accurately? What basic records and information you must have to succeed? Is your pricing realistic? What are your true costs? Are you making money? Maintenance owners and managers will come away with the answers to these and other questions from an experienced grounds maintenance estimator. By attending this seminar you will understand the essentials of producing a competitive estimate from beginning to end.

LM005 (MILTON)

Date: Friday, March 1, 2013
Instructor: Jeff McMann NDP, ISA, CLT
Maximum: 25 participants

Landscape Maintenance Week **CLT**

This week long seminar on a variety of landscape maintenance topics will benefit new employees and is particularly suited for those with limited industry experience. In this order, areas covered will include maintenance of tools, equipment use, health and safety, customer service, annuals and perennials, plant ID, pruning and edging, grasses, pest management, seeding and sodding, planting of flowers and shrubs, soils, pH, and fertilizers. Participants should be prepared for some practical instruction throughout the week.

PPE (personal protection equipment), gloves, work boots, eyewear, ear protection, etc., should be brought.

LM201 (MILTON)

Dates: Monday-Friday, March 4- 8, 2013
Instructors: Ryan Dalli, Jeff Lowartz CLT, Theresa Forte, Bruce Peart
Maximum: 20 participants
LO Member: \$575 (HST included)
Potential Member: \$960 (HST included)

Improved Grounds Maintenance **CLT**

The magic behind every outstanding landscape is found in attention to detail. Knowledge is the key to quality work, and this seminar will unlock some of the theory and techniques needed to attain an eye-catching landscape. Learn how those who deliver superior results are not simply doing more of the same things everyone else does; they are doing things better. Explore the details and advanced techniques needed to deliver excellent landscape maintenance in today's changing world.

LM002 (MILTON)

Date: Friday, March 15, 2013
Instructor: Jeff McMann NDP, ISA, CLT
Maximum: 25 participants

Post-ban Commercial and Residential Turf

Weed and pest control in turf has seen changes over the last few years. Even turfgrass seed has taken on a new look, particularly in the area of water requirements. This half-day seminar will cover turf herbicides and their knockoffs, non selectives, insect control, as well as emerging trends in grass seed selection. For business owners or staff, get up- to-speed on how best to deal with challenging turf conditions, and the economic impact of your choices. **LUNCH NOT INCLUDED.**

TM008 (MILTON)

Date: Wednesday March 20 2013
Time: 9 a.m. - 12 noon
Instructor: Ken Pavely
Maximum: 25 participants
LO Member: \$60 (HST included)
Potential Member: \$96 (HST included)

PLANTS**Native Trees and Shrubs: Expand your Knowledge** **CHT CLT CLD**

There are over 100 species of native trees and shrubs available to the Ontario landscape industry. However, we use only a fraction. Learn more about native Ontario species and their unique characteristics and appropriate uses in landscape designs. Featuring shrubs and trees of all shapes, sizes, uses and horticultural values, this popular seminar is beneficial to commercial landscapers and designers and parks professionals.

LP003 (MILTON)

Date: Tuesday January 22, 2013
Instructor: Jeff W. Thompson, BES
Maximum: 25 participants

Landscape Plants: Where, What, Why and How **CHT CLT CLD**

This seminar will make you more sensitive to landscape plants and their uses. Plant lovers will gain a better understanding of where to plant, soil conditions, sun and shade considerations, shape and size, soil requirements and unique characteristics of landscape plants. Anyone considering taking the Certified Landscape Technician (CLT) written evaluation or looking to improve their plant knowledge should attend.

NOTE: after attending this seminar, participants may want to follow-up with seminars LP006 and LP024

LP008 (MILTON)

Date: Friday, January 25, 2013
Instructor: Sean James
Maximum: 25 Participants

Stuck on Annuals?

CHT CLT CLD

This is a great seminar for parks professionals, those new to maintenance companies or anyone wanting a refresher when it comes to planning and designing. You'll find out how to use annuals in the landscape, whether to fill space until permanent plantings grow, or to get a big bang of all-season colour and interest in boulevard, commercial and residential gardens. Learn how to choose the best annuals for drought tolerance, colour combinations, texture and size. Maintenance, plus new varieties, will be discussed. A packed day, you'll come away set to order, design, seed and install annuals better than ever before!

LP007 (MILTON)

Date: Friday, February 1, 2013
Instructor: Charlie Dobbin
Maximum: 25 participants

The Art and Science of Creating Sustainable Landscapes

CLT CLD

Work with nature and learn the art and science of creating low maintenance, chemical-free landscapes using Ontario's native plants. This seminar provides ecologically sound solutions for landscape designers and contractors. We will discuss the wide variety of herbaceous and woody plant species for erosion-prone and problem sites. Indigenous plant materials will be the focus in creating both functional landscapes and attractive private sanctuaries that support butterflies and birds. Be a leader, and incorporate native plants into the residential or public landscape.

LP006 (MILTON)

Date: Friday March 8, 2013
Instructor: Jeff Thompson, BES
Maximum: 25 participants

The Hardy Woody Plant

CHT CLT CLD

For those with a desire to know more about woody plants, this two-day seminar will give participants a detailed look at evergreens, trees, shrubs and vines. This is a good information session on the characteristics of various plants; participants will leave with a better understanding of site considerations and what to look for in plant installation and landscape maintenance. The 150 plants on the CLT, CHT and CLD evaluations will also be reviewed.

LP001 (MILTON)

Date: Tuesday-Wednesday, March 12- 13, 2013
Instructor: Sean James
Maximum: 25 participants
LO Member: \$230 (HST included)
Potential Member: \$384 (HST included)

Nature versus Nurture

CHT CLT CLD

Selecting native perennials that perform well with the exotics that you rely upon. Here is a seminar for those who have clients wanting to combine native plants with their other favourites. Learn which native plants, and cultivars of native plants, will thrive in typical mixed borders without becoming aggressive or fading out. Also included is

group discussion on when NOT to use native plants. This is a must for those doing landscape jobs near natural areas.

LP024 (MILTON)

Date: Thursday March 21 2013
Instructor: Belinda Gallagher
Maximum: 25 participants

What is a Healing Garden?

CLD

Expanded from a half to a full day, in this seminar designers and builders alike will learn about the elements that provide a sense of well-being in gardens. Discover how institutional gardens, memorial gardens, community gardens and even home gardens can provide healing spaces. After reviewing and discussing sample gardens, participants will work co-operatively to design a healing space.

LP026 (MILTON)

Date: Friday March 22 2013
Instructor: Belinda Gallagher
Maximum: 25 participants

SAFETY AND FIRST AID

Ornamental Growers Safety Program

Finally, an OHSA-compliant safety seminar aimed at ornamental growers. This seminar will help establish prevention and due diligence practices, that will result in reduced injury rates, lost time and therefore claims costs that ensure the long-term viability of a business in a competitive market. This progressive risk management seminar will engage owners using interactive training techniques to help employers towards establishing a basic health and safety management program. Covers why health and safety is important to your business, supervisors' and workers' rights and responsibilities under the OHS Act, how to recognize grower hazards and ways to prevent them, along with what policies and procedures are needed to support a health and safety program.

NOTE: Seminar is offered in other Chapters; see below for more details. **LUNCH NOT INCLUDED.**

LS021 (MILTON)

Date: Wednesday February 6 2013
Instructor: TBA
Time: 9 a.m. - 12 noon
Maximum: 25 participants
LO Member: \$25 (HST included)
Potential Member: \$40 (HST included)

LS021-LN (LONDON)

Seminar Location: TLC Professional Landscaping, 2026 Oxford St., E London
For directions call 519-661-6895
Date: Wednesday February 20 2013
Instructor: TBA
Time: 9 a.m. - 12 noon
Maximum: 25 participants
LO Member: \$25 (HST included)
Potential Member: \$40 (HST included)

LS021-GL (Georgian Lakelands)

Seminar Location: Leslie L. Solty and Sons, Hwy 27 S, Cookstown
For Directions Call 705-458-9111
Date: Wednesday February 27 2013
Instructor: TBA
Time: 1 p.m. - 4pm
Maximum: 25 participants
LO Member: \$25 (HST included)
Potential Member: \$40 (HST included)

Fundamentals of Fall Protection

This seminar introduces workers to the essentials of fall protection in Ontario. The seminar reviews provincial laws and requirements, and covers topics such as ladder safety, guardrails, aerial equipment and more (All workers working at a height of 3m or 10ft require fall protection). The program also instructs attendees in the proper usage and inspection of fall arrest equipment, and also provides hands-on exposure to the most common fall arrest equipment found on job sites in Ontario today.

NOTE: Seminar is offered in other Chapters see below for more details. Wallet card sent out at a later date. To receive the special 2013 Safety Group registration fee registrations will need to be faxed or mailed in, see page 42 for registration form. **LUNCH NOT INCLUDED.**

LS019 (Toronto)

Seminar Location: Hertz-Matthews, 35 Claireville Dr., Etobicoke
For directions call 416-679-4173
Four Dates: A) Tuesday February 12 2013
B) Tuesday February 19 2013
C) Tuesday March 5 2013
D) Wednesday April 10 2013

LS019-GL (Georgian Lakelands)

Seminar Location: Hertz-Matthews, 614 Dunlop St. West. Barrie
For directions call 705-726-2228
Date: Friday March 8 2013

LS019-OT (Ottawa)

Seminar Location: 860 Belfast Rd., Ottawa
For Directions call 613-244-4388
Date: Monday April 15 2013

LS019-UC (Upper Canada)

Seminar Location: Hertz-Matthews, 15 Terry Fox Dr. Kingston
For Directions call 613-530-3741
Date: Friday February 22 2013

LS019-WI (Windsor)

Seminar Location: Hertz-Matthews, 5525 County Rd 42 Tecumseh
For directions call 519-972-8144
Date: Thursday March 21 2013

Details for all locations

Instructor: Bruce Hannah
Maximum: 10 participants
Time: 9 a.m. - 1 p.m. (approx.)
LO Member: \$120 (HST included)
Potential Member: \$175 (HST included)

NEW

The Effective Supervisor

CLP

This seminar will consider the day-to-day context in which supervisors perform their role and bring to life the concepts associated with "organizing the work and its performance" as referenced in the definition of a competent person. It will go beyond the awareness of the legal roles and responsibilities of supervisors and engage participants in identifying real life challenges and solutions.

Topics Include:

- How to provide instruction/direction to others (factoring in learning styles, generational differences and English as a second language, for example)
- How to deliver someone else's message
- How to orient a new worker
- How to provide feedback/coaching
- How to prepare for and lead a meeting

Participants will leave with their own 'tool kit' along with the opportunity for a period of 6 months exclusive access to an online community where they can 'meet' with their peers and seminar instructor to access additional resources and continue their development.

NOTE: To receive the special 2013 Safety Group registration fee, registrations will need to be faxed or mailed in. See page 42 for registration form.

LS020 (MILTON)

Date: Monday and Tuesday March 4 and 5 2013
Instructor: Kristin Hoffman WSPS rep
Maximum: 25 participants
LO 2013 Safety Group Member: \$310 (HST included)
LO Member: \$325 (HST included)
Potential Member: \$384 (HST included)

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WHMIS for Workers

ISA/CEU

By law, all workers involved with hazardous materials must receive Workplace Hazardous Material Information System (WHMIS) training every year under the Occupational Health and Safety Act. Participants will learn what WHMIS is the eight hazard categories and symbols, where to find information about the controlled products in their work environment and how to work safely with each controlled product.

NOTE: To receive the special 2013 Safety Group registration fee registration forms will need to be faxed or mailed in, see page 42 for registration form. **LUNCH NOT INCLUDED.**

LS023 (MILTON)

Two Dates: A) Monday March 18, 2013
B) Thursday March 28 2013

Time: 9 a.m. - 12 noon

Instructor: SAJE VitalSigns

LO 2013 Safety Group Member: \$40 (HST included)

LO Member: \$50 (HST included)

Potential Member: \$86 (HST included)

Maximum: 25 participants

LS023-OT (Ottawa)

Location:

Ottawa District Hockey Association, 1247 Kilborn Place Ottawa

For directions call 613-224-7686

Date: Thursday April 4 2013

Time: 9:30 a.m. - 12 noon

Instructor: Sheila James WSPS rep

LO 2013 Safety Group Member: \$45 (HST included)

LO Member: \$60 (HST included)

Potential Member: \$96 (HST included)

Maximum: 25 participants

Standard First Aid with CPR-B

ISA/CEU

This two-day practical first aid course meets WSIB requirements and prepares participants to administer first aid for common landscape injuries. Every landscape crew must have 1 member/crew with first aid training to assist injured workers. Level B CPR training is included. Participants must bring a blanket.

NOTE: Participants that pass will receive their certificate at a later date. Seminar offered in other Chapters see below. To receive the special 2013 Safety Group registration fee registration forms will need to be faxed or mailed in, see page 42 for registration form.

LS007 (MILTON)

Two Dates: A) Monday-Tuesday, March 25-26, 2013

B) Monday-Tuesday, April 1-2, 2013

Time: 8:30 a.m. - 4:30 p.m.

Instructor: SAJE VitalSigns

LO 2013 Safety Group Member: \$100 (HST included)

Maximum: 18 participants

LO Member: \$115 (HST included)

Potential Member: \$192 (HST included)

Standard First Aid with CPR-A

ISA/CEU

This two-day practical first aid course meets WSIB requirements and prepares participants to administer first aid for common landscape injuries. Every landscape crew must have 1 member/crew with first aid training to assist injured workers. Level A CPR training is included. Participants must bring a blanket. Note: Participants that pass will receive their certificate at a later date. Please note, some branches charge administration fees for reissuing lost or misplaced certificates. To arrange a seminar date specifically for your company, call your local branch of St. John Ambulance.

NOTE: To receive the special 2013 Safety Group registration fee registrations will need to be faxed or mailed in, see page 42 for registration form. **LUNCH NOT INCLUDED.**

LS007-DU (DURHAM)

Seminar Location: St. John Ambulance, 64 Colborne St. E., Oshawa

For Directions call 905-434-7800

Date: Wednesday and Thursday, March 27 and 28, 2013

LS007-GL (GEORGIAN LAKELANDS)

Seminar Location:

St. John Ambulance Barrie Simcoe Muskoka Branch, 80 Bradford St Suite 400

For Directions Call 705-726-0991

Date: Thursday and Friday, March 21 and 22, 2013

LS007-OT (Ottawa)

Seminar Location:

St. John Ambulance Ottawa, 5 Corvus Court

For Directions Call 613-722-2002

Date: Monday and Tuesday, March 25 and 26, 2013

Details for all three locations

Time: 8:30 a.m. - 4:30 p.m.

Maximum: 18 participants

LO 2013 Safety Group Member: \$145 (HST included)

LO Member: \$160 (HST included)

Potential Member: 230 (HST included)

One-day Emergency First Aid

ISA/CEU

Emergency First Aid training is a WSIB recognized course well suited for those who work in a small office/workplace with less than 6 staff. Suitable course for general interest and certificate course includes CPR training for adult rescue.

NOTE: Participants that pass will receive their certificate at a later date. To receive the special 2013 Safety Group registration fee, registration forms will need to be faxed or mailed in, see page 42 for registration form. **LUNCH NOT INCLUDED.**

LS024-DU (DURHAM)

Seminar Location: St. John Ambulance, 64 Colborne St. E., Oshawa

For Directions call 905-434-7800

Date: Wednesday March 27, 2013

Time: 8:30 a.m. - 4:30 p.m.

Maximum: 18 participants

LO 2013 Safety Group Member: \$100 (HST included)

LO Member: \$115 (HST included)

Potential Member: \$192 (HST included)

Workplace and Vehicle Safety Seminar

ISA/CEU

This three-part day presented by WSPS/MOL and the MTO is for employers, supervisors and crew leads. Keep current on the risks, requirements and latest approaches to managing health and safety in your business. A health and safety specialist will provide guidance, advice, updates, tools, as well as facilitate networking and sharing opportunities between participants on what has and has not worked in their workplaces. The session will provide updates on current health and safety issues and practices specific to the landscape industry to meet legal requirements and protect your employees, including legislation updates and enforcement initiatives, specific equipment safety, and safe work practices. Come away with a better understanding of how to prepare for an MOL visit, and leave with an updated printed copy of the Safety in Landscaping best practices handbook. An MTO representative will cover current weight classifications, proper load registration and Ministry requirements for travel documents.

NOTE: To receive the special 2013 Safety Group registration fee registration forms will need to be faxed or mailed in, see page 42 for registration form.

LS002 (MILTON)

Date: Wednesday, March 20, 2013

LS002-LN (LONDON)

Seminar Location:

TLC Professional Landscaping, 2026 Oxford St., E London

For directions call 519-661-6895

Date: Wednesday, March 27, 2013

LUNCH NOT INCLUDED

Details for both locations

LO 2013 Safety Group Member: \$100 (HST included)

Instructors: WSPS/MTO/MOL

Maximum: 40 participants

WHMIS Train the Trainer

ISA/CEU

This half-day seminar will provide an overview of the WHMIS training delivery package for your workplace. This is an ideal opportunity for employers who have individuals responsible for training employees in their workplace. The training package provides orientation on the WHMIS system, plus tools and techniques to better train employees.

NOTE: To receive the special 2013 Safety Group registration fee registration forms will need to be faxed or mailed in, see page 42 for registration form. **LUNCH NOT INCLUDED.**

LS008 (MILTON)

Date: Friday March 22, 2013

Time: 9 a.m. - 12 noon

Instructor: Janet Bewers WSPS rep

Maximum: 25 participants

For seminar p/p pricing: Please refer to

www.horttrades.com/seminars/topic/safety-and-first-aid

LS008-OT (Ottawa)

Location:

Ottawa District Hockey Association, 1247 Kilborn Place Ottawa

For directions call 613-224-7686

Date: Thursday March 21 2013

Time: 9:00 a.m. - 12 noon

Instructor: Sheila James WSPS rep

Maximum: 25 participants

For seminar p/p pricing: Please refer to

www.horttrades.com/seminars/topic/safety-and-first-aid

WATER GARDENING

Building Quality Water Features in the Landscape

With a fourth-day added, this intensive hands-on seminar covers everything from products and techniques to theory. A large portion of class time will be spent building different styles of water features. Learn about the construction details of quality water features, and some pitfalls to avoid. Participants will receive hands-on construction techniques will aid those who have already introduced water into their landscaping projects. Along with the construction of water gardens using rubber liners for residential applications, the use of geo-synthetic clay liners for rural installations, products, filtration, water plants and the art of moving water will also be reviewed. **NOTE:** Participants are required to bring their PPE to be able to participate (work boots, gloves, eye protection, etc.).

LC005 (MILTON)

Dates: Tuesday-Friday, February 19- 22, 2013

Instructor: Jean-Pierre Lauzon

Maximum: 20 participants

LO Member: \$580 (HST included)

Potential Member: \$880 (HST included)

**** Please refer to the website www.locongress.com for Congress Conferences and www.horttrades.com/seminars for more Professional Development seminars.**

Help is here

The Growing People Resource is a custom tool to help employers effectively recruit and retain their staff. Ontario's green industry faces a critical labour shortage. This new, customized resource can help solve and prevent staffing problems for your business! The Growing People Resource provides over 100 pages of FREE downloadable information to help you build strong teams and smart employees.

landscap.ontario.com
Green for Life!

EMPLOYMENT ONTARIO

HUMBER
University of Applied Arts and Sciences

Visit today: www.horttrades.com/HRtoolkit

Prosperity Partners Pillar SALES SUCCESS

Successful businesses have prospecting, lead-generation and sales processes in place. They also understand that every member of a company contributes to its sales profile. The opportunities below support the Sales Success pillar of the Prosperity Partners program.



Prosperity Online Survey

Take a free survey, posted at, www.horttrades.com/prosperity-partnership-initiative, to measure your strengths and weaknesses in the five pillars of the Prosperity Partners program.



These seminars are approved for CNLA Landscape Industry Certified recertification CEU's and will help you to prepare for Certification tests

NOTE: For further information on **CHT, CLD, CLP, CLT, IA, ISA/CEU**, please refer to pages 38 and 39

Building your Prosperity Seminar

CLP

Join us in this interactive and engaging seminar to shift your business results from frustration to excitement! In this seminar you will learn how to think differently about your business, and learn a whole new way of planning for your future success. This program is intended to help green industry members clarify their strengths, and identify the components of their businesses that need attention and improvement with tools to create your own action plan.

NOTE: A seminar workbook will be provided.

PP001 (MILTON)

Three Dates: A) Wednesday November 14 2012
B) Monday February 4 2013
C) Friday March 15 2013

Instructor: Jacki Hart (LO Preferred Coach/Consultant)

Maximum: 20 participants

NOTE: After attending this seminar, participant may want to consider continuing with seminars LBM043, CLPFM, LBM037, or LBM044

- We want customer leads and wonder if we are only creating marketing awareness
- Who are we trying to attract with our marketing dollars?
- My quoting to closing ratio is much too small, which is costing me \$\$\$\$ per year!
- Is my selling system helping or hurting me, and how do I turn it around?
- Learn how to close, qualify and present win-win solutions

Participants will learn how to define ideal client profiles and strategize with effective marketing tactics. Marketing and sales are not the same. Once you have the leads, how you interact with the prospects determines your success or failure. Learn a selling system that allows you to create an open and honest dialogue, present, qualify and then close.

NOTE: after attending this seminar, participant may want to consider continuing with seminars, LBM048, LBM045, LBM050, LBM051 and LBM054

LBM047 (MILTON)

Date: Tuesday November 20 2012
Instructor: Andrew Wall (LO Preferred Coach/Consultant)
Maximum: 25 participants

Sales vs. Marketing: What is the Difference?

CLP

Creating a brand and awareness is not the same as generating leads. Contacting these leads and qualifying the opportunities to bring them to a close is your sales process and you're selling skills. This seminar is intended for business owners and business development personnel involved with sales and marketing. Companies frustrated with the following should attend this workshop:

- We spend a lot of money on marketing and don't know if it's working or not

Close the Sale!

CLP

Are you tired of working too hard for sales success? Do buyers tell you what the process will look like, and you are disappointed in the results? This seminar is for business owners, sales people and business development personnel that want greater results and wealth in 2012. If you wonder how to change the following in your business you should attend this workshop:

- How do we differentiate our experience, capabilities and expertise to close more deals?

- What is the best way to shorten my sales cycle to create success in an eight-month period?
- I'm spending too much time designing and creating vs. closing and landscaping
- Stop selling only small jobs, and generate and close the good jobs
- Stop telling, telling, telling, and start getting paid for your expertise
- When do I receive the money my abilities, creativity and passion deserve?

Learn how to qualify the prospect's reasons for doing business and develop budget and decision-making process so you can close more presentations. Participants will walk away with hands-on sales behaviors, attitudes and techniques, to close more deals.

NOTE: after attending this seminar, participant may want to consider continuing with seminars, LBM045, LBM050, LBM051 and LBM054

LBM048 (MILTON)

Date: Wednesday November 28 2012
Instructor: Andrew Wall (LO Preferred Coach/Consultant)
Maximum: 25 participants

NEW

Introduction to Social Media CLP

What is Facebook, twitter, linkedIn? What is all the fuss about? This session is a beginner's look at the 'social networking websites' that everyone is talking and using so much. Like it or not there is a shift in how people are communicating. And it's not just for the young; grandparents are amongst the fastest growing audience joining Facebook. And your target market who want your services, certainly communicate electronically a lot. This session is a risk free zone, with other people exactly like you who maybe haven't even seen Facebook before. This 90 minute session will take a step by step look at what each of these things is and how people use them.

LUNCH NOT INCLUDED.

NOTE: after attending this seminar, participant may want to consider continuing with seminar LBM049

LBM063 (MILTON)

Date: Tuesday February 5 2013
Instructor: Denise Gervais
Time: 10:00-11:30am
LO Member: \$30 (HST included)
Potential Member: \$48 (HST included)

Profitable Marketing Strategies through Social Media CLP

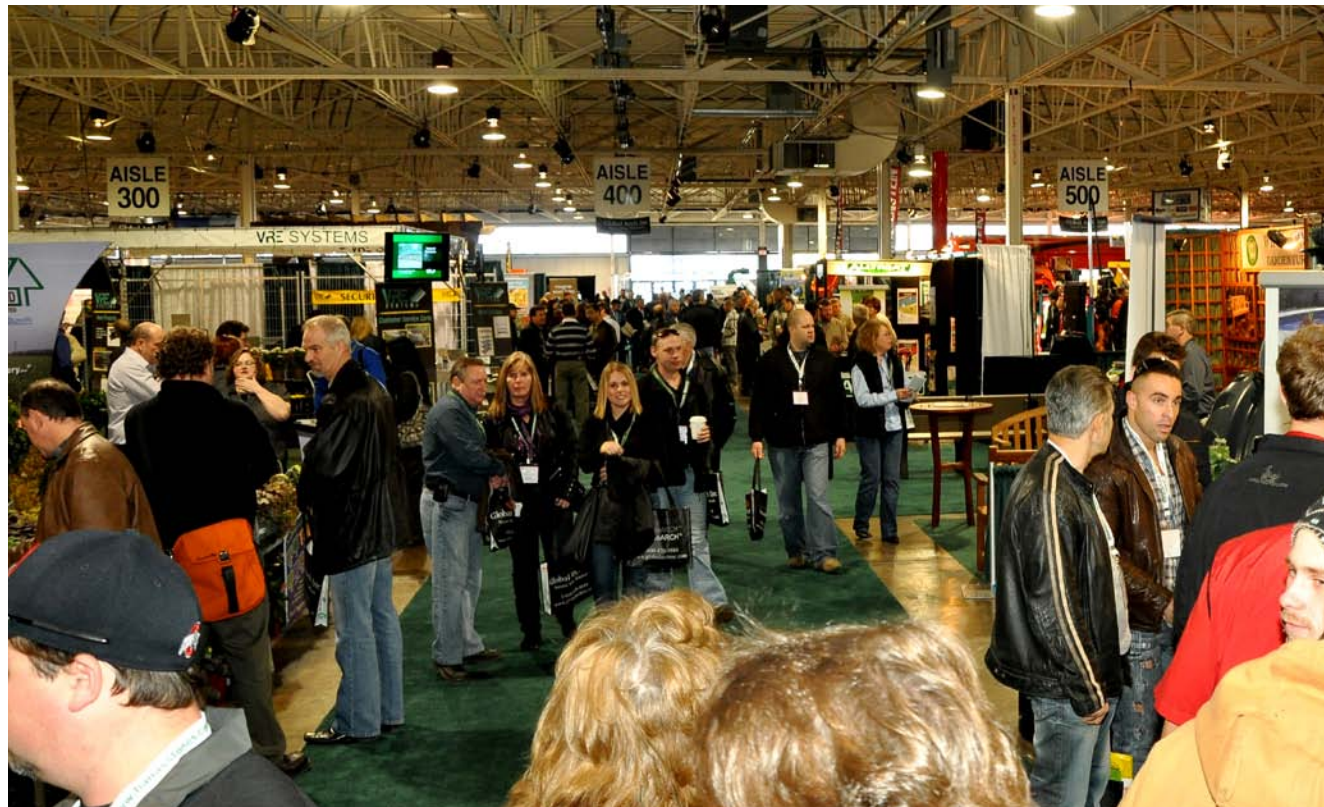
As a business owner or president, are you frustrated about the lack of quality sales leads in your business and worried about where to invest marketing dollars? Are you upset the competition is showing up ahead of you on Google? Are you disappointed you cannot measure your marketing strategies, and confused about how to use internet marketing and digital media to your advantage? Profitable Marketing Strategies teaches you how to market to your target demographic, and include concepts in your website to maximize the number of qualified sales leads you will receive.

- Get on the first page of Google, multiple times
- Maximize social media- blogs, facebook, twitter, linkedIn-from a business perspective
- Monitor and manage your brand. What are people saying about you online?
- Capitalize on the use of mobile phones to communicate and market efficiently
- Tie your offline (print) and online (internet) advertising strategies together
- Measure the success of every marketing initiative, so you know if it's worth the investment

LBM049 (MILTON)

Date: Tuesday February 19 2013
Instructor: Denise Gervais
Maximum: 25 participants

**** Please refer to the website www.locongress.com for Congress Conferences and www.horttrades.com/seminars for more Professional Development seminars.**



CONFERENCES, SYMPOSIUMS AND EVENTS

Opportunities for learning, selling, networking and growing your business are offered throughout the year.

For information on any of the events listed below please check the web address listed or contact the Landscape Ontario office at 1 (800) 265-5656.



Canada Blooms The Flower and Garden Festival

March 15 - 24, 2013

Canada Blooms
THE FLOWER AND GARDEN FESTIVAL

The Flower and Garden Festival has co-located with the National Home Show. The two powerhouse events, taking place side by side, create the single largest home and garden experience in North America. Canada Blooms is produced by Landscape Ontario and the Garden Club of Toronto. Held each March, the festival promotes horticulture to homeowners and will now offer guests an experience for virtually all their home and garden needs. Visit www.canadablooms.com for more information.



Chapter Speakers

September 2012 – April 2013

Attend monthly chapter meetings to hear guest speakers cover relevant industry and business topics. For up to date information check the LO website at www.horttrades.com or read the Coming Events page in *Landscape Ontario* magazine.

Congress Conference Program

January 8 - 10, 2013



The focus of the 40th Anniversary Celebration at the Congress Trade Show and Conference features business development trends from the last 40 years, for both business owners and their employees. With 30 sessions to choose from, including owners-only workshops, attendees have many options to expand their knowledge from the 5 prosperity pillars. Returning in 2013 – included with the purchase of a conference pass are daily interactive lunch sessions in the Cohen Ballroom, as part of a value-added initiative. Held at the Toronto Congress Centre, during the trade show. Look for session details in the Conference Guide – coming in the Nov./Dec. issue of *Landscape Trades* or at www.locongress.com.

Expo Conference Program

October 17 & 18, 2012



Day one kicks off with a Keynote Breakfast hosted by LO's Garden Centre Sector Group, includes Awards of Excellence Ceremony for retailers and growers and is followed by stage demonstrations. Day two attendees will enjoy a power breakfast hosted by LO's Interior Plantscape Sector Group, followed by more stage demonstrations. Held at the Toronto Congress Centre, in conjunction with Expo Trade Show. Visit www.loexpo.ca for details.

CONFERENCES, SYMPOSIUMS AND EVENTS CONTINUED



Green Trade Expo and Seminars

February 13, 2013



Presented by the Ottawa Chapter, this Eastern Ontario horticultural trade and equipment show features an expanded seminar series, lunch, contests and prizes. Don't miss this gathering of landscape and horticulture industry professionals. Visit www.greentrade.ca for further information.

Growers Short Course

February 6, 2013

This full-day seminar is designed and priced to keep management and staff informed on the latest developments in the growing industry. Will be held at the Royal Canadian Legion in Guleph. Visit www.horttrades.com for event details.



Integrated Pest Management (IPM) Symposium

January 7, 2013



Landscape Ontario's 48th Annual IPM Symposium is a one-day event, held on Warm-Up Monday in conjunction with LO's trade show Congress, and offers attendees 8 CEC's from the IPM Council of Canada. For a full schedule and speaker listing visit www.locongress.com.

Irrigation Conference

January 10, 2013

Stay on top of developments in the fast-moving irrigation industry with this half-day event. Learn about the top issues facing contractors. Held in conjunction with Congress trade show. Visit www.locongress.com for more details.



Landscape Contractor Lecture Series

Each year, Landscape Ontario's Contractors Group invites landscape architects and contractors to share information and exchange ideas with colleagues. Speakers include a landscape contractor, Kevin Forestell and a landscape architect, Daria Nardone. Date and venue TBD. Visit www.horttrades.com for details.

Landscape Designer Conference

January 7, 2013

This full day event hosted by LO's Designer Sector Group is held on Warm-Up Monday in conjunction with LO's trade show, Congress. A full day of sessions is followed by a networking reception – this event is must-attend for Landscape Designers. Visit www.locongress.com for a complete schedule and speaker listings.



Landscape Lighting Conference

February 7, 2013

This annual event brings together the landscape lighting industry contractors and suppliers. Speakers highlight pertinent issues and regulations as well as new ideas and inspiration. Visit www.horttrades.com for a speaker list and event details.

Snow & Ice Conference and Expo

September 2013



This annual event held at the LO site in Milton, features professional development sessions, including lunch with outdoor exhibits and product demonstrations. Many opportunities to help you make your operations more efficient and cost effective. Information at www.snowandiceexpo.ca.



CERTIFICATION

Qualified, trusted, recognized

Landscape Ontario is committed to recognizing standards of expertise in the landscape horticulture industry. Sector-specific certification programs help to promote competence and professional practices, resulting in industry-wide excellence and recognition of competency and professionalism by the consumer.



Landscape Industry Certified Manager (CLP)

This program is designed for owners and managers wishing to prove or improve their business skills. The Landscape Industry Certified Manager designation denotes competence in the challenging task of managing a successful business today. The written exam is based on seven core competencies. Study manuals are available. For more information visit www.horttrades.com/landscape-industry-certified or call 1888-446-3499, Julia at ext.8615



Landscape Industry Certified Technician (CLT)

This program allows individuals to demonstrate their competence in a variety of industry tasks. The Landscape Industry Certified Technician program is available for Softscape Installation, Hardscape Installation, Turf Maintenance, Ornamental Maintenance and Interior Landscape professionals with a minimum of 2 years experience (highly suggested). This program is recognized across North America and is an industry-developed program that sets and maintains standards for knowledge, skills and safety through written and hands on test along with continued education equipment. For more information visit www.horttrades.com/landscape-industry-certified or call 1800-265-5656, Laura/Rachel at ext. 326, or Sally at ext. 315.



Landscape Industry Certified Retail Horticulturist (CHT)

This recently updated, nationally recognized, industry-developed program was created for Retail Garden Center professionals to prove their competency in a variety of tasks and industry practices. This program proves and maintains standards for knowledge, skills and safety through both written and hands on testing with a mandatory continued education component keeping your skills and knowledge up to date! For more information visit www.horttrades.com/landscape-industry-certified or call 1800-265-5656, Laura/Rachel at ext. 326, or Sally at ext.315.



Landscape Industry Certified Designer (CLD)

A Landscape Industry Certified Designer designation will provide a designer with a means of proving to your clients that you not only have the necessary education and industry experience, but that you have written and passed an industry test proving a high degree of proficiency as a landscape designer, along with submitting and passing a portfolio evaluation. Minimum experience to take this test is 7 years. For more information visit www.horttrades.com/landscape-industry-certified or call 1888-446-3499, Julia at ext. 8615

RECERTIFICATION



The seminars provided in the previous listings are approved for CNLA. Landscape Industry Certified recertification CEU's and will help you to prepare for Certification tests

CHT, CLD, CLP, CLT, IA, ISA/CEU,

ADDITIONAL CERTIFICATION OPTIONS



Accredited Green Roof Professional

As an accredited Green Roof Professional, you will be able to distinguish yourself in the marketplace with knowledge of the special requirements and challenges of green roofs from design through to maintenance. For more information go to www.greenroofs.org



Irrigation Association Certifications

Certified irrigation professionals are committed to managing water efficiently. The following designations can be achieved through the Irrigation Association

- Certified Irrigation Contractor (CIC)
- Certified Irrigation Designer (CID)
- Certified Landscape Irrigation Auditor (CLIA)
- Certified Golf Irrigation Auditor (CGIA)
- Certified Landscape Water Manager (CLWM)
- Certified Agricultural Irrigation Specialist (CAIS)
- Certified Agricultural Water Manager (CAWM)

For more information go to www.irrigation.org



The Snow and Ice Management Association (SIMA)

The Snow and Ice Management Association (SIMA) offers an industry structured certification exam, the Certified Snow Professional (CSP) exam, for those serious about running an efficient snow business. For more information, please email ellen@sima.org.



IPM Accreditation

Integrated Pest Management (IPM) is a process that uses all necessary techniques to suppress pests effectively, economically and in an environmentally sound manner. IPM employs a two-pronged approach: managing the plant environment to prevent problems and using thresholds to decide how and when to treat pests. For more information visit www.ontarioipm.com/IPM/



International Society of Arboriculture

CEU (Continued Education Units) for the above accreditations can be obtained through various Landscape Ontario events. Keep your eye out for **CEU** beside our seminar/conference outlines.

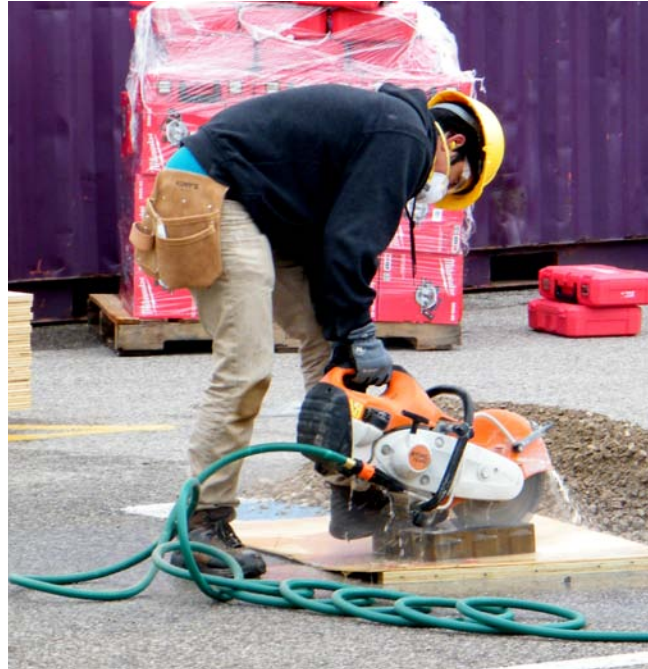


Pesticide Technician Program

The Pesticide Technician Program licenses examiners to administer the Registered Technician Program, which verifies that individuals are able to apply pesticides safely. Email Tom at tsoverville@landscapeontario.com or pic@landscapeontario.com.

For information on tests, judging, sponsorship opportunities and more, visit www.horttrades.com/landscape-industry-certified

APPRENTICESHIP



Horticulture is a Red Seal trade



The Horticultural Technician

Apprenticeship Program is now a Red Seal program signifying interprovincial qualifications of tradespersons who have completed all requirements of the Apprenticeship program, including in-school, and on-the-job experience. Apprenticeship is a training program for people who want to work in skilled trades occupations. About 90% of apprenticeship involves on-the-job training by training sponsors or employers. The remainder involves related theoretical training, delivered at an approved training delivery agency.

Apprentices and employers benefit from apprenticeship training. Apprentices learn to become qualified trades people or journeypersons while employers gain highly skilled employees with up-to-date knowledge and work

techniques. Jobs in skilled trades provide challenging work and great careers. You earn while you learn! Red Seal trades are recognized across Canada and allow employers and employees to qualify for tax credits and incentive grants.

Employer incentives:

For more information on employer incentive grants go to: www.horttrades.com/apprenticeship

Employee incentives:

Employees qualify for various incentive grants and completion grants. For more information go to: www.horttrades.com/apprenticeship

To find out more about the Horticulture Technician Apprenticeship program and to get started, complete a pre-registration form. Go to www.horttrades.com/apprenticeship

SAFETY GROUPS PROGRAM



The Safety Groups Program will help industry firms develop a MOL compliant safety program for their work places.

Advantages to participating in the program:

- An improved safety record and preparation for audits
- A positive safety culture
- Mentoring and Pooling of Resources
- Sharing of Best Practices between member firms and sponsor
- Financial benefits in the form of rebates from WSIB

A brief note on how the program works; firms select five WSIB safety elements at the start of the year. Then attend at least 3 compulsory meetings working with other members to put these policies in place by the end of the year.

For more details and to participate in the 2013 program, go to www.horttrades.com/safety

TOP 5 THINGS YOU DIDN'T KNOW ABOUT CHAPTERS



1 The chapters of Landscape Ontario are not meant to limit you; if you want to attend events at all nine of our chapters you are more than welcome. You can also receive the enews for as many chapters as you like! So if your company works in multiple regions across the province, you can easily stay in the loop.

2 When your company becomes a member, your employees are all automatically members! This means they can also attend chapter meetings and events. To sign up for weekly broadcasts or free subscriptions for your employees contact Shawna Barrett at 1-800-265-5656, ext. 305 or email skbarrett@landscapeontario.com

3 Every chapter offers at least 5 chapter meetings each year; every meeting offers either an educational topic or a great chance to network. Chapter meeting details are promoted on www.horttrades.com in Coming Events, and on the chapter's page.

4 Anyone can get involved with the local chapter either by volunteering at an event or by running for election. There are multiple board positions available, and sitting on a board can give you skills that will help you in your business.

5 Most chapter meetings are free to attend! That's right, unless otherwise indicated, the meetings are free.



SEMINAR REGISTRATION FORM



Professional Development Seminars 2012-2013

THIS FORM MAY BE COPIED. PLEASE PRINT CLEARLY.

SEMINAR FEE DETAILS

LO/OPA Members \$115*
(Includes HST)

Potential Members \$192*
(Includes HST)

*UNLESS NOTED OTHERWISE IN SEMINAR DESCRIPTION.

Start your membership process TODAY at www.horttrades.com/membership

Register online at www.horttrades.com/seminars

Q: Will I receive a confirmation notice by phone, fax or e-mail?

A: Only online registrations will receive an automatically generated confirmation/receipt. Others can safely assume they are registered if you have paid in full. Confirmations will not be sent out. You will be notified if a seminar is changed, cancelled or full.

Register by Jan. 1/13 for seminars held Jan-April, and automatically receive a 10% discount!

Mail or fax with payment to:
Landscape Ontario Pro Dev Seminars
7856 Fifth Line S, RR 4,
Milton ON L9T 2X8
Fax: (905) 875-3942

COMPANY NAME (IF APPLICABLE) _____

ADDRESS _____

CITY _____ PROV _____

POSTAL CODE _____ PHONE _____ FAX _____

E-MAIL _____

PLEASE SEND ME THE WEEKLY ENEWS BULLETIN

IS YOUR BUSINESS A LANDSCAPE ONTARIO MEMBER? ___ YES ___ NO MEMBER OF OPA? ___ YES ___ NO

STUDENT ID # _____ SCHOOL NAME _____

ATTENDEE NAME	COURSE CODE	DATE	FEE

TOTAL PAYABLE \$ _____

PAYMENT: Registration forms must be accompanied with payment. DO NOT SEND CASH. **SEMINARS ARE NON REFUNDABLE.** If an unfortunate event occurs that prevents you from attending, please send a replacement.

VISA MasterCard Cheque (Payable to Landscape Ontario)

Card Number: _____

Expiry Date: _____ Name on Card: _____

Cardholder Signature: _____

REGISTRATION INFORMATION

Important information regarding fees, locations, start times and registration

- Seminars are held at Landscape Ontario in Milton, except where noted.
- Seminars run from 9 a.m. to 3:30 p.m. and include lunch and coffee, except where noted.
- Registration fees include HST. Unless noted in the description, seminars are \$115 (includes HST) for LO members and \$192 (includes HST) for potential members.
- Registrations received before **January 1, 2013** for seminars held from **January to April 2013 will automatically receive a 10% discount.** The discount will automatically be deducted when registering online. Online registrations only will receive an automatically generated confirmation/receipt. Registrations received by fax or mail using credit cards will be discounted when processed. **Cheques should be sent in already reflecting savings.**
- LO reserves the right to change or cancel seminars and change instructors at any location at any time. Age restrictions may apply to some seminars.
- Registration form (see page 42) must be complete and accompanied with payment for the seminar(s) to be confirmed.

Online registration available at www.horttrades.com/seminars starting October 16, 2012.

THREE WAYS TO REGISTER

- Online at our website www.horttrades.com/seminars
- Fax your completed registration form to (905) 875-3942
- Mail your completed registration and payment to:

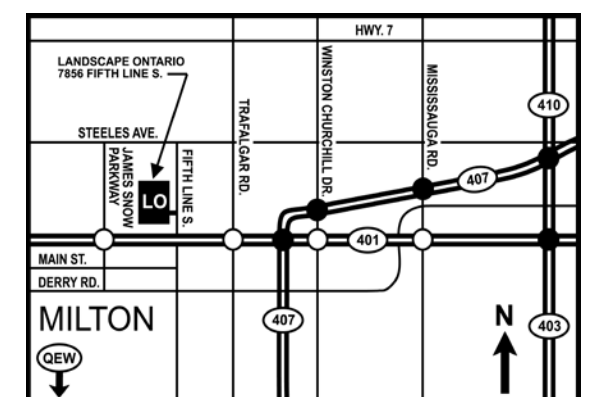
Landscape Ontario Seminars
7856 Fifth Line South, RR 4
Milton, ON L9T 2X8

Hotel Information



- Best Western**
161 Chisholm Drive, Milton, ON
Phone: 1-800-780-7234
www.bestwestern.com
- Holiday Inn Express**
2750 High Point Drive, Milton, ON
Phone: 905-876-4955 or 1-800-HOLIDAY
www.hiexpress.com

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