

Average Lawn EXAMPLE

January 19, 2012

25 Your Street

Local, PA



Square feet of lawn 12,000

This quote is valid for 2 months.

## Unlimited Service Plan



Go with the **Unlimited Service Plan** to get all the fertility and pest control services listed exactly when they are needed. This includes **annual aeration & overseeding** along with **extra overseeding** if for any reason your lawn develops thin or bare spots. The aeration and overseeding processes dethatch the lawn as well.

### Unlimited Service Plan\*

**\$96.93**

Monthly payments continue all 12 months while the services are completed on the schedule outlined below.

per month  
+ 6% Sales tax



- ✓ Fill in the payment info on the back side and send it to us.
- OR** choose just the apps you want from the 2012 Lawn Care Menu listed separately.

\*Guarantee, Price Increases, and Cancellation details on back.

### Unlimited Service Plan Schedule



Your lawn care fertility program is customized for your soil conditions and based on how your grass plants are responding to treatment. We take the liberty to add applications not listed and to omit applications that are waste or detrimental to your lawn.

**The WiseGrass Way** is an ecological approach with the main goal of significantly reducing or eliminating the use of pesticides. It is a common sense approach to the environment that favors long term impact over instant gratification.

**March / April** Crabgrass control with fertilizer  
Spot treat weed control if needed

**April / May** Overseed if needed (This is rarely needed)

**May / June** Late spring fertilizer  
Spot treat weed control if needed  
2nd Lime/calcium app if needed

**July** Grub & insect control  
Spot treat weed control if needed

**August / Sept.** Early fall fertilizer  
Spot treat weed control if needed  
Pull a new soil test every 3 years or more

**September / Oct.** Aeration  
Overseed as needed  
Lime & Calcium application  
Spot treat weed control if needed

**November / Dec.** Winter fertilizer  
Spot treat weed control if needed

# Unlimited Service Plan

## Payment Schedule

**Payment** To get things rolling, we charge your credit card the 1st monthly fee plus a startup fee equal to one month's payment. If **is easy:** you would rather pay by check or cash, ask us about the 5% discount when paying 12 months or more in advance and waiving the startup charge.

Date: \_\_\_\_\_, 2012  
Payment  
Method:  Visa  MasterCard  Discover  
Name on  
Card: \_\_\_\_\_

Card Number: \_\_\_\_\_

Expiration: \_\_\_\_/\_\_\_\_ mm/yy  
Address to  
match card: \_\_\_\_\_  
Cardholder  
signature: \_\_\_\_\_

I authorize this card to be charged the fees in the amounts on the right. The name on your statement will be Lancaster County Lawns, LLC OR WiseGrass  
(The 1st month + the startup charge is billed on the day of the first application then the monthly fee is billed on that same day each month thereafter)

**1st month +  
Startup Charge.**

**\$205.50**

includes 6% PA sales tax

**Then**

**Monthly Fee  
Unlimited Service Plan  
\$102.75**

includes 6% PA sales tax

**Call, fax, or mail** your service contract.

WiseGrass

229 Snake Hill Road, Bird in Hand, PA 17505

Office: (717) 283-4530 Fax: (717) 283-4527

## the Fine Print

### **Paul's Guarantee** With the Unlimited Service Plan

"I guarantee that you do not have to worry about your lawn and it will be the deepest green possible. If not, we will refund 3 month's payment. You be the judge. A great relationship with you is a big deal to us."



### **Price Increase**

The Unlimited Service Plan rate you sign on with is guaranteed for 12 months. At the end of each year we revisit the rate and if an adjustment needs to be made we let you know. Price increases are rare. The Unlimited Service Plan renews monthly automatically, or at whatever interval you prepay i.e. if you prepay 12 months, you will be re-billed every 12 months at the same rate, unless there is a price increase.

### **We expect you to**

**Cut your grass** at a minimum of 2.5" high, preferably 3 to 3 1/2".

**Water your lawn** during the summer when drought hits or, if you choose not to water, understand that your lawn may go dormant.

**Remove pet litter** or be OK when beautiful "dog spots" show up in you pet's favorite go zone.

**Cancellation.** You can cancel your Unlimited Service Plan at anytime without penalty. Service simply stops at that point and this pricing ends. Your startup charge will not be refunded.

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## 2012 Lawn Care Menu

### The Basics

Mar/Apr	Crabgrass control w/ fertilizer	<input type="checkbox"/>	\$108.47
May	Late spring fertilizer	<input type="checkbox"/>	\$92.83
Sep/Oct	Early fall fertilizer	<input type="checkbox"/>	\$92.83
Oct	Broadleaf weed control	<input type="checkbox"/>	\$81.22
Nov-Jan	Winter fertilizer	<input type="checkbox"/>	\$84.05

(The Basics sub-Total **\$459.40**)

### Add For Best Results <sup>1</sup>

Anytime	Extra soil test ( 1st test is free)	<input type="checkbox"/>	\$30.00
Anytime	Core aeration	<input type="checkbox"/>	\$130.72
Anytime	Maintenance lime (pH)	<input type="checkbox"/>	\$102.34
Jun/Jul	Grub & Insect control w/ fertilizer	<input type="checkbox"/>	\$122.28

<sup>1</sup> Keep in mind that proper soil aeration and pH balance is key to keep **The Basics** fully available year around. Grub & Insect control protects well fed turf from being destroyed by hungry pests.

### Corrective Measures

Anytime	Corrective lime (pH correction)	<input type="checkbox"/>	\$160.84
Apr-Sep	Crabgrass curative	<input type="checkbox"/>	\$100.27
Sep/Oct	Grub/Sod Webworm curative	<input type="checkbox"/>	\$160.42
May-Sep	Nutsedge control (3,000 sf.)	<input type="checkbox"/>	\$52.99
Spr/Fall	Overseed with starter fertilizer	<input type="checkbox"/>	\$504.02

(includes core Aeration)  
Menu Services subtotal: \_\_\_\_\_

**5% discount on MENU items when prepaid with Cash or Check:** \_\_\_\_\_

subTOTAL \_\_\_\_\_

6% PA Sales Tax + \_\_\_\_\_

**TOTAL** \_\_\_\_\_

payable to : **WiseGrass**

Please Invoice after service (NET15)  Credit Card Now  Check Included

Date: \_\_\_\_\_, 2012

Payment

Method: \_\_\_ Visa \_\_\_ MasterCard \_\_\_ Discover

Name

on card : \_\_\_\_\_

Card Number: \_\_\_\_\_

Expiration: \_\_\_\_/\_\_\_\_ mm/yy Address: \_\_\_\_\_

Cardholder

signature: \_\_\_\_\_

I authorize this card to be charged the fee in the amount entered in the **TOTAL** above.

**Call, fax, or mail** your service contract.

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**Guarantee** With the Lawn Care Menu we guarantee that your application will be delivered in a timely manor but do not guarantee the result will be perfect.

\*Subscribe to the Unlimited Service Plan for a comprehensive guarantee for your lawn.