

# Right Place, Right Time



*Hoffman Landscapes has been a leader in property maintenance and design/build for over 30 years. Horticulturist Mike Walker recently sat down to talk to us about the Hoffman difference, his mantra for plant selection, and how he creates lasting designs for his clients.*



**What is the first thing you do when you meet with a client?** That first meeting is crucial in determining what a client's ultimate goal is with their property. Is this a starter home

or a forever house? Are they in a "maintain" mode or are they looking to strategically plan the landscape of their dreams?

Do they want to continue their current care plan or start from scratch to revive their outdoor space? By answering some of these questions I'm better able to help my client!

**What do you think sets Hoffman apart from other landscaping companies?** One of the things I like most about being apart of this

team is having such easy access to a panel of experts. Each of us has our own unique specialty, whether it's plant habits,

organic treatments, tree care, or design and architecture, there is always someone around to collaborate with on different projects

without having to look outside of the company.

**What is the benefit of working with a horticulturist, like yourself?** A horticulturist will be able to determine arguably the most critical aspect to successful planting: introducing the right plant in the right spot at the right time! A plant needs to be installed where it is happiest.

Does it like wet or dry? What is it's optimal zone? Should it be in the shade or sun? Is it salt or wind tolerant, or does it need some protection? With this knowledge we're ensuring the plants you select will last!

**Where do you encourage clients to splurge?** I often encourage my clients to invest in the research stage of planning. Proper soil testing, for example, could have a large impact on plant selection. Knowledge is power! The more we are able to learn about the history of the property and what we're working with below the surface, the easier it will be to create a plant design that the client will love and be able to enjoy for many years to come.

**What are your clients generally surprised to learn about Hoffman Landscapes?** I'm so proud to boast about all the services we offer. New clients are often pleasantly surprised to learn about the extent of work we do "in-house." A homeowner who called us for weekly maintenance

services may not realize that we have an award-winning Landscape Architecture and Outdoor Construction department.

With the amount of decisions homeowners have to make on a regular basis, I'm happy to provide the peace of mind that with one call to Hoffman Landscapes, we can do it all!



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