# Creating an Estimate in LMN

Accurate estimating is crucial in landscaping projects, ensuring that bids are competitive while still maintaining profitability. In LMN (Landscape Management Network), the estimation process is streamlined and efficient, integrating jobsite measurements directly into project estimates. This job aid outlines the step-by-step process demonstrated in the video, helping you navigate LMN's features effectively and perform estimates with precision.

# What Is LMN Estimating?

LMN Estimating allows you to capture detailed measurements, allocate materials, labor, and equipment costs, and create professional proposals with ease. Through interactive maps and intuitive tools, you can mark jobsite areas, measure accurately, and automatically convert data into cost estimates.

## Step-by-Step: Creating an Estimate in LMN

## 1. Navigate to the Dashboard and Access the Estimate Section

- Log in to LMN and go to the Dashboard.
- Click on Estimate.
- Select New Service Estimate.

Om ENTERPRISE											
THE OWNER OF TAXABLE PARTY.	STEVEN MACK										
⑦ Dashboards											
C Budget	Info Contacts Jobsites Exploses Communication History To-Dos Files Customer Portal										
E CRM V	V O JOBSITES										
Contacts	* STEVEN	MACK JOBSITE									
To-Dos & Requests	Jobsite In	fo Jobsite Files Timesheet Phote	os Jobsit	e Measurements							
Portal Activity											
Estimates											New Measurement
() Timesheets			Manag	Date		442.02	l e.				<b>Delete</b>
Reports	Type	Beas	Name	Beas	Area	143.02	-	sq.n	Ŷ	•• Measure Site	Delete
Greenius	Туре	Beds 🗸	Name	Beds	Area	1243.62	ĥ	sq.ft	~	++ Measure Site	Delete
	Туре	Beds 🗸	Name	Beds	Area	1203.07	ĥ	sq.ft	~	↔ Measure Site	Delete
	Туре	Beds 🗸	Name	Beds	Area	176.61	<b>r</b> ii	sq.ft	~	↔ Measure Site	Delete
	Туре	Beds 🗸	Name	Beds	Area	377.01	ĥ	sq.ft	~	↔ Measure Site	Delete
	Туре	Beds 🗸	Name	Beds	Area	631.8	<b>r</b> ii	sq.ft	~	↔ Measure Site	Delete
	Туре	Turf/Grass 🗸	Name	Turf/Grass	Area	713.14	<b>r</b> ii	sq.ft	~	↔ Measure Site	Delete
	Туре	Turf/Grass 🗸	Name	Turf/Grass	Area	274.46	<b>r</b> ii	sq.ft	~	++ Measure Site	Delete
Help & Resources	Туре	Turf/Grass 🗸	Name	Turf/Grass	Area	8608.55	n.	sa.ft	~	↔ Measure Site	Delete
Settings							-				

## 2. Enter Division Information

• Fill in the **Division** details for the estimate.

Obv	ENTERPRISE									
			STEVEN MACK							
Ø			lafa Castata labalas	NEW SER	VICE ESTIMATE					
٣				Lead/Custor	mer		Estimate Info	rmation		
			ESTIMATES	Customer/Lead	Steven Mack		Division	Maintenance	~	• New Service Estimate • New Standard Estimate
-				Jobsite		<ul><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li><li></li></ul>	Salesperson			
				Address			Estimator			
0										
۲										
								Cancel	ок	
Ţ										
٢	Settings									

## 3. Review Details and Access Services + Pricing

- Review the estimate details.
- Click on Services + Pricing to proceed.

ENTERPRISE					
The second s		the state of the state of the			
⑦ Dashboards					
🕒 Budget	Customer Info Services + Pricing Contract Client Not	tes Crew Notes Analysis Print Reports C	Jassic Reports Files SiteOne Orders		
CRM					
Estimates 🗸	Edit	0 \$0.00 Iao Hrs Total Cost	\$0.00 Breakeyen	\$0.00 Total Price	96 Net Profit
• Estimate List					
* Standard	Per Season Total				
• Service >	# of Payments	uals \$0.00 per payment.			
Proposals					
() Timesheets	Add Service  Edit Taxes  Import  \$ Set Profit	Refresh Pricing      ↔ Measure Site			
Reports					Per Visit Per Season
Greenius	Order 📉 Name	Cost Code	Service Type	Billing Type Visits Cos	t/Visit BE/Visit Price/Visit Profit
	Back as Estimates		P. Com	ala Al Mark (ar OR Samart R Carry	= Austria = Datasa - Da Saus
	Back to Estimates		Le Cleate,	So Shark for QB Export	Audilive Delete B Save
Help & Resources					
Settings					

## 4. Import Services

- Click on Import.
- Search for the required data.
- Select the services you want to import.
- Click Finish.

One Orders
\$0.00 %
(5) Total Price Net Profit
(s)
(5)
(5)
(2)
(3)
(5)
(5) Per Visit Per Season
ICIBilling Type Visits Cost/Visit BE/Visit Price/Visit Profit er ing
🕼 Create Job 🔄 49 Mark for QB Export 😰 Copy 🚍 Archive 🖀 Delete 🗎 Save

### 5. Select the Service and Add Quantity

- Choose the service (order) from the list.
- Enter the **Quantity**.

-					Save Changes								
② Dashboards													
G Budget	Customer Info Services + Pricing Contract Client Notes	Crew Notes Analysis Print Reports Cla	issic Reports Files SiteOne Orders										
Estimates 🗸	Edit 73	\$3,171.78 Total Cost	\$4,621.76 Breakeven	\$5,761.20 Total Price	19.8% Net Profit								
Estimate List													
Standard	Per Season Total \$5,761,20												
Service >	# of Payments	80.10 per payment.											
Proposals													
() Timesheets	Add Service 🖉 Edit Taxes 🕢 Import 💲 Set Profit 🧭 Re	fresh Pricing 🛛 🕂 Measure Site											
Reports					Per Visit Per Season								
• Greenius	Order Name	Cost Code	Service Type	Billing Type Visits Cost/Vi	isit BE/Visit Price/Visit Profit								
	Edit	*Maintenance - Commercial	Growing Property Maintenance	Per Season 24 \$72	.66 \$110.31 \$137.89 20.0%								
	Edit 👻 2 Fall Season Property Maintenance	*Maintenance - Commercial	Fall Property Maintenance	Per Season 6 \$71	.16 \$108.66 \$135.83 20.0%								
	Edit 👻 3 Winter Property Maintenance	*Maintenance - Residential	Winter Property Maintenance	Per Season 6 \$36	.80 \$56.30 \$64.27 12.4%								
	Edit - 4 Turf Applications	*Spraying	Turf Application	Per Season 6 \$106	.06 \$126.79 \$158.54 20.0%								
	Edit 🝷 5 🖌 Shrub and Tree Treatment	*Spraying	Shrub and Tree Treatment	Per Season 4 \$87	.72 \$116.73 \$145.90 20.0%								
	Edit • 6 Irrigation Maintenance	Irrigation	Irrigation Maintenance	Per Season 4 \$35	.94 \$55.94 \$75.00 25.4%								
	Edit 👻 7 🖌 Irrigation Repair	Irrigation	Irrigation Repair	Per Hour/Unit 1 \$28	.44 \$46.56 \$75.00 37.9%								
	Edit 👻 8 🖌 Irrigation Audit	Irrigation	Irrigation Audit	Per Season 2 \$14	22 \$23.28 \$75.00 69.0%								
	Edit 👻 9 🖌 Irrigation Start Up	Irrigation	Irrigation Start Up	Per Season 1 \$28	.44 \$46.56 \$75.00 37.9%								
Help & Resources	Edit 👻 10 🖌 Irrigation Shut Down	Irrigation	Irrigation Shut Down	Per Season 1 \$28	.44 \$46.56 \$75.00 37.9%								
Settings	Edit • 11 Mulch Installation	Mulch	Mulch Installation	Per Visit 1 \$0	.00 \$0.00 \$0.00 %								

### 6. Update Estimate with Production Rate Calculator

- Open the **Production Rate Calculator**.
- Enter the necessary value.
- Update the estimate.

	Per Season Total	5 761 20								
Trademark State 2	# of Payments	equals \$480.1	0 per payment.							
		PRODUCTION RATE CALC	ULATORS							
Desnboerds	Add Service Z Edit Taxes					_				
G Budget		Type to search	Maintenance					Per Visit	5	er Season
	Order Nam	Calculator Name	Task	Measure	Prod. Rate	Billing Type	Visits 0	ost/Visit I	E/Visit Price/	fisit Profit
Estimates V	Close + 1 Grou	Irrigation	Mowing 21" Deck	0 SF	6000 0.00 hrs	Per Season	24	\$72.66	\$110.31 \$13	7.89 20.0%
Estimate List	S Edit Pricing Edit Notes	Leaf Clean up	Mowing 30" Deck	13,367.28 SF	12000 0.00 hrs				Add Iter	ns + Templates
* Standard	Order Name	Maintenance	Mowing 36" Deck	0 SF	20000 0.00 hrs	Price/Visit	Profit	Seasonal Unit Price	Seasonal Price	Seasonal Profit
• Service >	1 2025 Maintenance Crew (2 m	Mulch Installation	Mowing 48" Deck	0 SF	35000 0.00 hrs	\$105.40 20	.00% 🔊	\$52.70	\$2,529.60	20.0%
Proposals	2 Crew Cab Chevy 2500 Mainte	Paver Driveway (w/ Equipment)	Mowing 60" Deck	0 55	50000 0.00 hrs	\$11.72 20	0.00% 5	\$11.72	\$281.28	20.0%
() Timesheets	3 *Maintenance Trailer w equip	Paver Walkway (w/ Equipment)	Hard Edging (sidewalks and curbs)	0 15	8000 0.00 brs	\$16.64 20	0.00% 5	\$16.64	\$399.36	20.0%
Reports	4 Round Up - Round Up Quick I	Planting - Annuals and	Pad Edging (using edges)	0 15	4500 0.00 hrs	\$4.13 20	0.00% 🔊	\$4.13	\$99.12	20.1%
Greenius		Perennials	Bed Edging (dsing edger)	0 15	4300 0.00 hrs	\$137.89	20.0%		\$3,309.36	20.0%
	Edit • 2 Fall S	Planting - Shrubs - Bare Root	String Trimming -Bed edges	0 LF	5000 0.00 hrs	<sup>b</sup> er Season	6	\$71.16	\$108.66 \$13	5.83 20.0%
	Edit - 3 Winte			Cance	Update Stimate	Per Season	6	\$36.80	\$56.30 \$6	4.27 12.4%
	Edit • 4 Turf A	Aburanous	Shiahik	Turi oppication		Per Season	6	\$106.06	\$126.79 \$15	8.54 20.0%
	Edit 👻 5 ✔ Shrub	o and Tree Treatment	*Spraying	Shrub and Tree Treat	ment	Per Season	4	\$87.72	\$116.73 \$14	5.90 20.0%
	Edit • 6 Irrigat	tion Maintenance	Irrigation	Irrigation Maintenanc	e	Per Season	4	\$35.94	\$55.94 \$7	5.00 25.4%
	Edit 👻 7 🖌 Irrigat	tion Repair	Irrigation	Irrigation Repair		Per Hour/Unit	1	\$28.44	\$46.56 \$7	5.00 37.9%
	Edit 👻 8 🖌 Irrigat	tion Audit	Irrigation	Irrigation Audit		Per Season	2	\$14.22	\$23.28 \$7	5.00 69.0%
	Edit - 9 V Irrigat	tion Start Up	Irrigation	Irrigation Start Up		Per Season	1	\$28.44	\$46.56 \$7	5.00 37.9%
D Help & Resources	Edit • 10 • Irrigat	tion Shut Down	Irrigation	Irrigation Shut Down		Per Season	1	\$28.44	\$46.56 \$7	5.00 37.9%
Settings	Edit - 11 Mulch	hInstallation	Mulch	Mulch Installation		Per Visit	1	\$0.00	\$0.00 \$	0.00 %

### 7. Repeat for All Selected Services

- Follow steps 5 and 6 for each imported service.
- Review all the data and click save.

## 8. Navigate to Jobsite Measurement and Review Details

- Go to Jobsite Measurement.
- Review all the entered details.

ENTERPRISE											
-											
② Dashboards											
🕒 Budget	Info Contacts Jobsites Estimates Communication History To-Dos Files Customer Portal										
CRM	♥ JOBSITES ● New jobsite										
Estimates	* STEVEN	MACK JOBSITE									
C Timesheets	Jobsite Inf	o Jobsite Files Timesheet Phot	os Jobsit	e Measurements							
Reports											
Greenius											New Measurement
	Туре	Turf/Grass 🗸	Name	Turf/Grass	Area	8608.55	<b>f</b> ili	sq.ft	~	↔ Measure Site	Delete
	Туре	Turf/Grass 🗸	Name	Turf/Grass	Area	274.46	<b>r</b> ii	sq.ft	~	↔ Measure Site	Delete
	Туре	Turf/Grass 🗸	Name	Turf/Grass	Area	713.14	<b>r</b> ii	sq.ft	*	↔ Measure Site	Delete
	Туре	Beds 🗸	Name	Beds	Area	631.8	<b>r</b> ii	sq.ft	~	↔ Measure Site	Delete
	Туре	Beds 🗸	Name	Beds	Aliza	377.01	<b>r</b> ii	sq.ft	~	↔ Measure Site	Delete
	Туре	Beds 🗸	Name	Beds	Area	176.61	ĥ	sq.ft	~	↔ Measure Site	Delete
	Туре	Beds 🗸	Name	Beds	Area	1203.07	<b>r</b> ii	sq.ft	~	↔ Measure Site	Delete
	Туре	Beds 🗸	Name	Beds	Area	1243.62	<b>r</b> ii	sq.ft	~	++ Measure Site	Delete
Help & Resources     Settings	Туре	Beds	Name	Beds	Area	143.02	<b>r</b> ii	sq.ft	~	↔ Measure Site	Delete

#### 9. Access Client Notes and Update Values

- Go to Client Notes.
- Select the services you want to update.
- Modify the estimate values.
- Click Save.

ENTERPRISE												
The second se	Customer Info Services + Pricing Contract. Client Netes. Crew Notes Analysis Print Reports Classic Reports Files SiteOne Orders											
Dashboards	≡ ESTIMATE HEADER TERMS & CONDITIONS	Add Terms & Conditions										
Budget												
	GROWING SEASON PROPERTY MAINTENANCE											
Estimates V	Z FALL SEASON PROPERTY MAINTENANCE	Add Terms & Conditions										
* Estimate List	WINTER PROPERTY MAINTENANCE     ■	Add Terms & Conditions										
Standard	☑ TURF APPLICATIONS	Add Terms & Conditions										
• Service >	☑ SHRUB AND TREE TREATMENT	Add Terms & Conditions										
Proposals	☑ IRRIGATION MAINTENANCE	Add Terms & Conditions										
() Timesheets	☑ IRRIGATION REPAIR	Add Terms & Conditions										
Reports	☑ IRRIGATION AUDIT	Add Terms & Conditions										
• Greenius	☑ IRRIGATION START UP	Add Terms & Conditions										
	🗭 IRRIGATION SHUT DOWN	Add Terms & Conditions										
	Z MULCH INSTALLATION	Add Terms & Conditions										
	(PINESTERN)	Add Terms & Conditions										
	Edit • Format • Tools •											
	h r Formats▼ B I E Ξ Ξ E E + E + Ξ Ξ Φ											
	Pine straw installed to cover all beds in spring prior to Memorial Day	ĺ										
	Approx bales @ \$15 per bale installed											
Help & Resources												
Settings	We recommend pine straw installation as part of your landscape maintenance plan. When applied correctly, pine straw offers several benefits:											

## 10. Return to Services + Pricing for Final Calculations

- Go back to Services + Pricing.
- Add or calculate the estimate values for each service.
- Click Save.

ENTERPRISE					\$290.76 20.09		\$1,	744.55 20.01	•
	Edit •	5 Shrub and Tree Treatment	Spraying	Shrub and Tree Treatment	Per Season	4 \$5	1.43 \$122.81	\$153.51	20.0%
⑦ Dashboards	Edit •	6 Irrigation Maintenance In	rrigation	Irrigation Maintenance	Per Season	4 \$3	5.94 \$55.94	\$75.00	25.4%
🕒 Budget	Edit 👻	7 V Irrigation Repair In	rrigation	Irrigation Repair	Per Hour/Unit	1 \$2	8.44 \$46.56	\$75.00	37.9%
CRM	Edit 👻	8 🗸 Irrigation Audit In	rrigation	Irrigation Audit	Per Season	2 \$1	4.22 \$23.28	\$75.00	69.0%
Estimates 🗸	Edit 👻	9 V Irrigation Start Up In	rrigation	Irrigation Start Up	Per Season	1 \$2	8.44 \$46.56	\$75.00	37.9%
Estimate List	Edit 💌	10 V Irrigation Shut Down In	rrigation	Irrigation Shut Down	Per Season	1 \$2	8.44 \$46.56	\$75.00	37.9%
* Standard	Edit 🝷	11 Mulch Installation M	fulch	Mulch Installation	Per Visit	1 4	0.00 \$0.00	\$0.00	96
Januaru	Edit 👻	12 V Pine Straw Pi	fine Straw	Pine Straw Installation	Per Visit	1 4	0.00 \$0.00	\$0.00	96
Service	Edit 👻	13 V PGR - Trim Text Application **	Spraying	PGR - Trim Tect Application	Per Visit	1 56	8.41 \$97.49	\$121.91	20.0%
* Proposals	Edit 👻	14 Cent/St. Aug - Turf Application 1 of 6	Spraying	Cent/St. Aug - Turf Application 1 of 6	Per Visit	1 56	2.48 \$74.67	\$93.37	20.0%
() Timesheets	Edit 👻	15 Cent/St. Aug - Turf Application 2 of 6	Spraying	Cent/St. Aug - Turf Application 2 of 6	Per Visit	1 56	2.48 \$74.67	\$93.37	20.0%
Reports	Edit 💌	16 Cent/St. Aug - Turf Application 3 of 6 *	Spraying	Cent/St. Aug - Turf Application 3 of 6	Per Visit	1 56	2.48 \$74.67	\$93.37	20.0%
Greenius	Edit 💌	17 Cent/St. Aug - Turf Application 4 of 6	Spraying	Cent/St. Aug - Turf Application 4 of 6	Per Visit	1 56	2.48 \$74.67	\$93.37	20.0%
	Edit 👻	18 Cent/St. Aug - Turf Application 5 of 6	Spraying	Cent/St. Aug - Turf Application 5 of 6	Per Visit	1 56	2.48 \$74.67	\$93.37	20.0%
	Edit 👻	19 V Cent/St. Aug - Turf Application 6 of 6	Spraying	Cent/St. Aug - Turf Application 6 of 6	Per Visit	1 56	2.48 \$74.67	\$93.37	20.0%
	_								
	Back to E	Estimates Seck to CRM		🖨 Create Job	+J Mark for QB Export	🕻 Сору	Archive	Delete	
Main & Desources									
Settings									

### **11. Update Contact Information**

- Go to contact info.
- Update the estimate status to maintenance.
- Click save.

-				1.10.000				B Guye Charges
⑦ Dashboards								
🕒 Budget	<	Customer Info Services +	Pricing Contract Clien	nt Notes Crew Notes Anal	ysis Print Reports Cl	assic Reports Files SiteOn	e Orders	
CRM		Estimate Information				<b>Client Information</b>		
Estimates	~	Project Name				Client Name	B. Transford	
Estimate List		Estimate ID	EST3118316	Version #	Version	Billing Address		
Standard		Relations	None	~		Contact Name		
• Service	>	Estimate Date	28-Apr-2025		=	Contact Info		
Proposale		Estimate Close Date			=	Jobsite Name		
() Timesheets		Contract Start Date			=	Jobsite Address	distribution	
D south		Contract End Date			=	Referrar		•
Heports		Division	Maintenance		Ť	Kel. Note	Referral Notes	
Greenius		Estimate Status	Estimate Pending Internal Ap	pproval	~		Map site of Change Client/Jobsite	
		Exclude from Stats?	When checked, excludes this	s estimate from dashboard stats + CRM	1 reports			
		Estimate Assignments						
	-	Salesper Peter Knox	n son	Peter Knox	tor	Confidence	E Lorei	Updated by Updated For Apr 28 2025 3:06PM
<ul> <li>Help &amp; Resources</li> <li>Settings</li> </ul>		Back to Estimates	Sack to CRM				Create Job 43 Mark for QB Export	Copy TArchive Toelete Save

#### 12. Review and Finalize the Estimate

- Review the entire estimate carefully.
- Make any necessary changes.
- Click **Save** to finalize the process.

## Why Accurate Estimating Matters?

Accurate estimates in LMN help:

- Improve bid accuracy and win rates.
- Prevent costly overruns by aligning expectations with actual requirements.
- Build client confidence with transparent, well-structured proposals.

By following these structured steps, you ensure consistent estimating standards and streamline your bid process. A well-constructed estimate sets the stage for successful project execution and long-term profitability.