

# 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

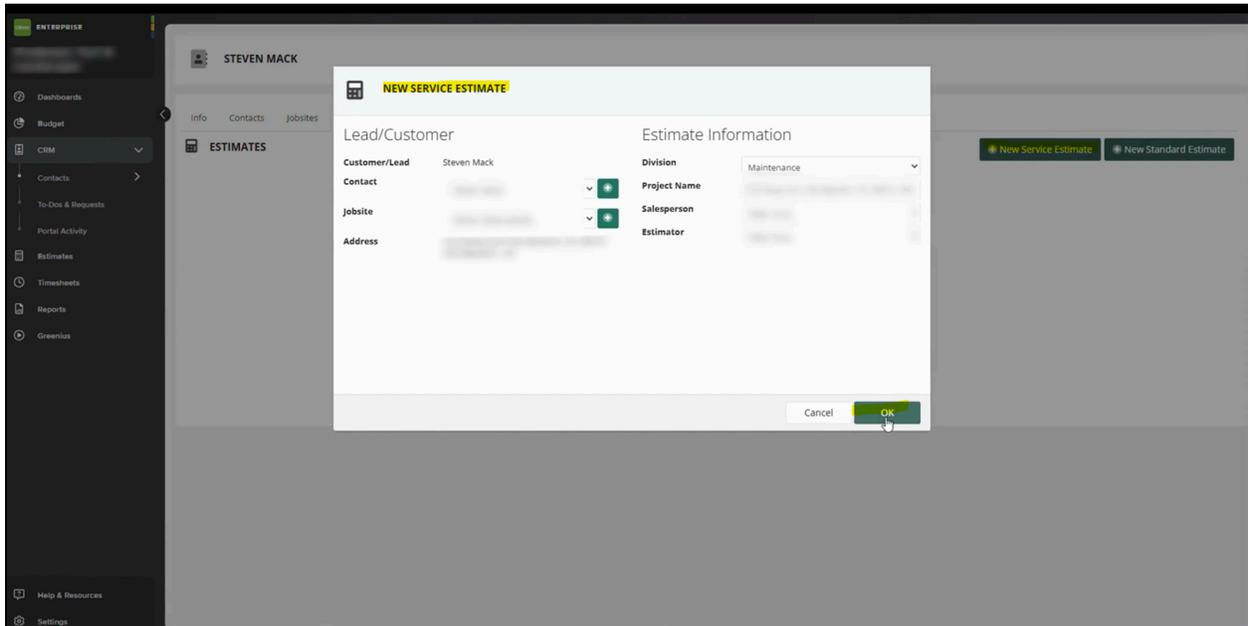
- Log in to LMN and go to the Dashboard.
- Click on **Estimate**.
- Select **New Service Estimate**.

The screenshot shows the LMN software interface for a user named STEVEN MACK. The top navigation bar includes tabs for Info, Contacts, Jobsites, Estimates (highlighted), Communication History, To-Dos, Files, and Customer Portal. The main content area is titled 'JOBSITES' and shows 'STEVEN MACK JOBSITE'. Below this, there are tabs for Jobsite Info, Jobsite Files, Timesheet Photos, and Jobsite Measurements. The 'Jobsite Measurements' tab is active, displaying a table of measurements. The table has columns for Type, Name, Area, and a 'Delete' button. The measurements are as follows:

Type	Name	Area	Unit	Action
Beds	Beds	143.02	sq.ft	Measure Site / Delete
Beds	Beds	1243.62	sq.ft	Measure Site / Delete
Beds	Beds	1203.07	sq.ft	Measure Site / Delete
Beds	Beds	176.61	sq.ft	Measure Site / Delete
Beds	Beds	377.01	sq.ft	Measure Site / Delete
Beds	Beds	631.8	sq.ft	Measure Site / Delete
Turf/Grass	Turf/Grass	713.14	sq.ft	Measure Site / Delete
Turf/Grass	Turf/Grass	274.46	sq.ft	Measure Site / Delete
Turf/Grass	Turf/Grass	8608.55	sq.ft	Measure Site / Delete

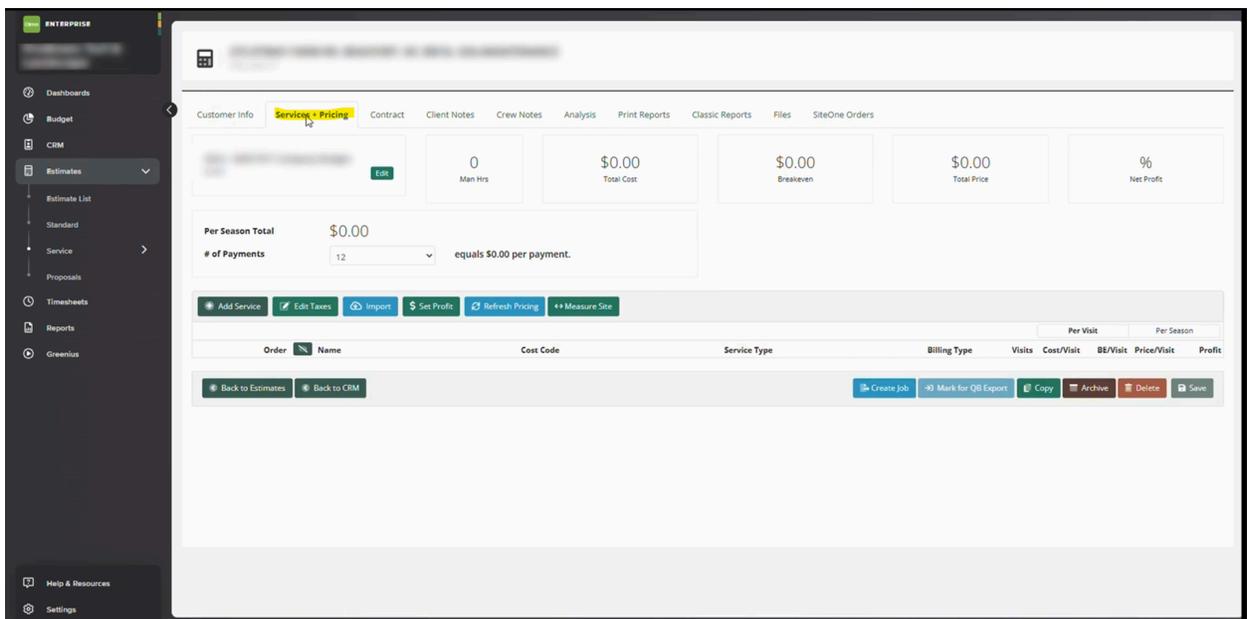
## 2. Enter Division Information

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



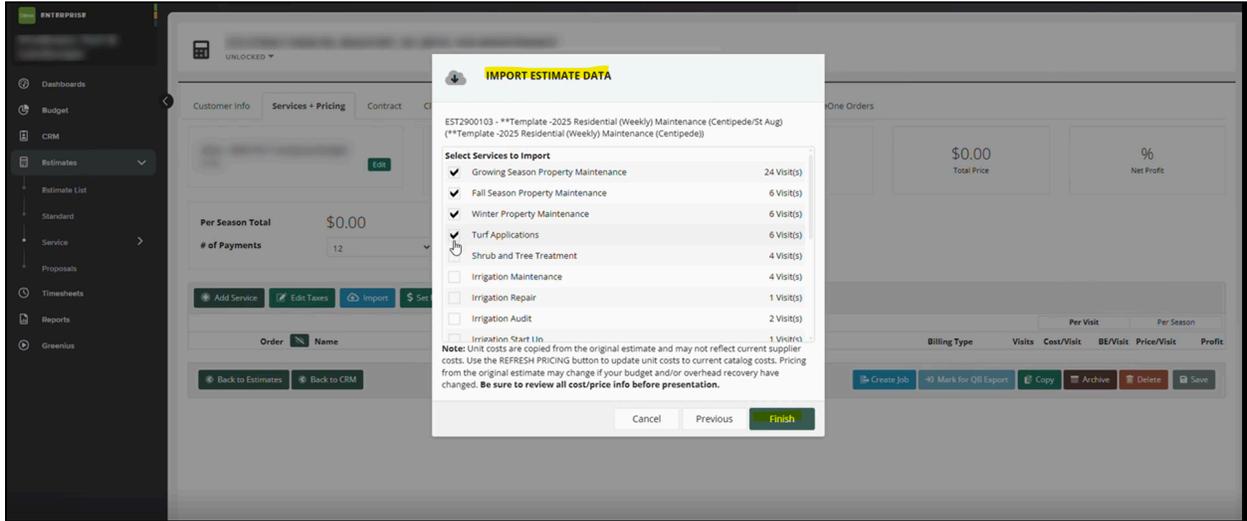
## 3. Review Details and Access Services + Pricing

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



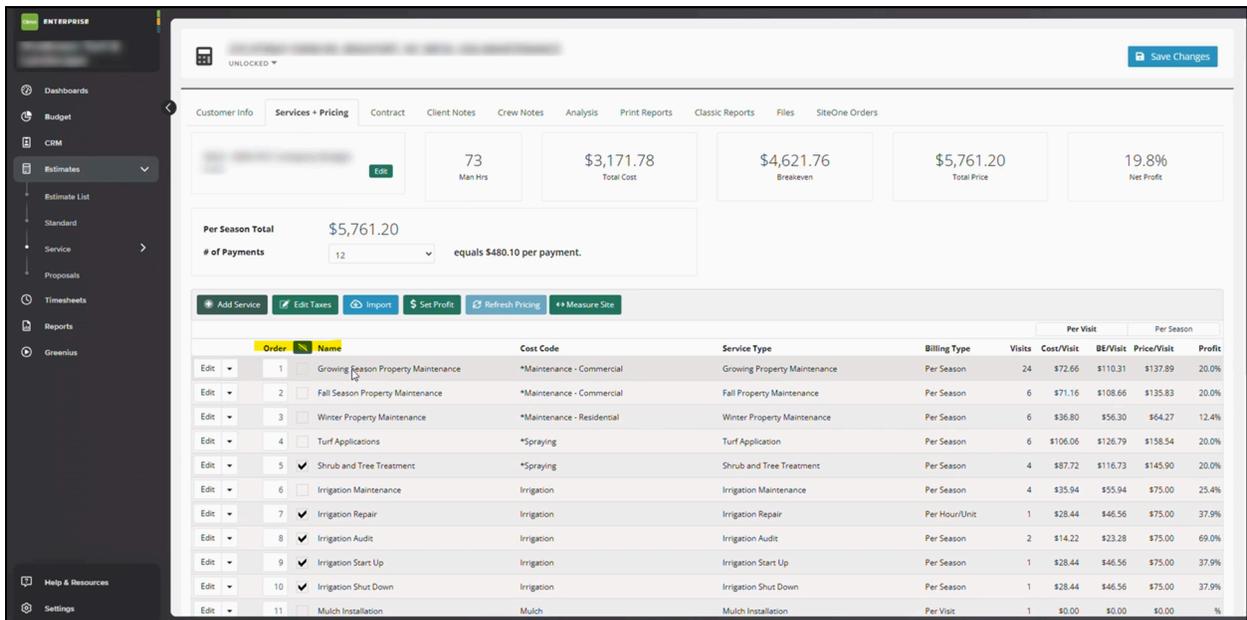
## 4. Import Services

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



## 5. Select the Service and Add Quantity

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



## 6. Update Estimate with Production Rate Calculator

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

The screenshot displays the 'PRODUCTION RATE CALCULATORS' dialog box. It features a search bar and a list of calculator names including Irrigation, Leaf Clean up, Maintenance (selected), Mulch Installation, Paver Driveway (w/ Equipment), Paver Walkway (w/ Equipment), Planting - Annuals and Perennials, and Planting - Shrubs - Bare Root. The 'Maintenance' calculator is open, showing a table of tasks:

Task	Measure	Prod. Rate
Mowing 21" Deck	0 SF	6000 0.00 hrs
Mowing 30" Deck	13,367.28 SF	12000 0.00 hrs
Mowing 36" Deck	0 SF	20000 0.00 hrs
Mowing 48" Deck	0 SF	35000 0.00 hrs
Mowing 60" Deck	0 SF	50000 0.00 hrs
Hard Edging (sidewalks and curbs)	0 LF	8000 0.00 hrs
Bed Edging (using edger)	0 LF	4500 0.00 hrs
String Trimming - Bed edges	0 LF	5000 0.00 hrs

The background shows an estimate list with a 'Per Season Total' of \$5,761.20. The list includes items like '2025 Maintenance Crew (2 m...', 'Crew Cab Chevy 2500 Main...', '\*Maintenance Trailer w equ...', and 'Round Up - Round Up Quick...'. A table on the right shows billing details with columns for Billing Type, Visits, Cost/Visit, BE/Visit, Price/Visit, Profit, and Seasonal Price/Profit.

## 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.

The screenshot shows the 'JOBSITES' section for 'STEVEN MACK JOBSITE'. The 'Jobsite Measurements' tab is active, displaying a table of measurements. Each row includes a 'Type' dropdown, a 'Name' text field, an 'Area' text field, a unit dropdown, a 'Measure Site' button, and a 'Delete' button. A 'New Measurement' button is located at the top right of the table.

Type	Name	Area	Unit	Measure Site	Delete
Turf/Grass	Turf/Grass	8608.55	sq.ft	Measure Site	Delete
Turf/Grass	Turf/Grass	274.46	sq.ft	Measure Site	Delete
Turf/Grass	Turf/Grass	713.14	sq.ft	Measure Site	Delete
Beds	Beds	631.8	sq.ft	Measure Site	Delete
Beds	Beds	377.01	sq.ft	Measure Site	Delete
Beds	Beds	176.61	sq.ft	Measure Site	Delete
Beds	Beds	1203.07	sq.ft	Measure Site	Delete
Beds	Beds	1243.62	sq.ft	Measure Site	Delete
Beds	Beds	143.02	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**.

The screenshot shows the 'Client Notes' page for 'STEVEN MACK JOBSITE'. The 'Client Notes' tab is active, displaying a list of services with checkboxes and 'Add Terms & Conditions' buttons. A text editor is open at the bottom, showing the following text:

**ESTIMATE HEADER TERMS & CONDITIONS**

ESTIMATE NOTES

GROWING SEASON PROPERTY MAINTENANCE

FALL SEASON PROPERTY MAINTENANCE

WINTER PROPERTY MAINTENANCE

TURF APPLICATIONS

SHRUB AND TREE TREATMENT

IRRIGATION MAINTENANCE

IRRIGATION REPAIR

IRRIGATION AUDIT

IRRIGATION START UP

IRRIGATION SHUT DOWN

MULCH INSTALLATION

PINE STRAW

Edit - Format - Tools

Formats - B / I [bold icons]

Pine straw installed to cover all beds in spring prior to Memorial Day

Approx \_\_\_\_ bales @ \$15 per bale installed

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**.

Item	Description	Unit	Quantity	Unit Price	Total Price	Percentage	
5	Shrub and Tree Treatment	**Spraying	4	\$91.43	\$122.81	20.0%	
6	Irrigation Maintenance	Irrigation	4	\$35.94	\$55.94	25.4%	
7	Irrigation Repair	Irrigation	1	\$28.44	\$46.56	37.9%	
8	Irrigation Audit	Irrigation	2	\$14.22	\$28.28	69.0%	
9	Irrigation Start Up	Irrigation	1	\$28.44	\$46.56	37.9%	
10	Irrigation Shut Down	Irrigation	1	\$28.44	\$46.56	37.9%	
11	Mulch Installation	Mulch	1	\$0.00	\$0.00	%	
12	Pine Straw	Pine Straw	1	\$0.00	\$0.00	%	
13	PGR - Trim Tect Application	**Spraying	1	\$68.41	\$97.49	\$121.91	20.0%
14	CentSc Aug - Turf Application 1 of 6	**Spraying	1	\$62.48	\$74.67	\$93.37	20.0%
15	CentSc Aug - Turf Application 2 of 6	**Spraying	1	\$62.48	\$74.67	\$93.37	20.0%
16	CentSc Aug - Turf Application 3 of 6	**Spraying	1	\$62.48	\$74.67	\$93.37	20.0%
17	CentSc Aug - Turf Application 4 of 6	**Spraying	1	\$62.48	\$74.67	\$93.37	20.0%
18	CentSc Aug - Turf Application 5 of 6	**Spraying	1	\$62.48	\$74.67	\$93.37	20.0%
19	CentSc Aug - Turf Application 6 of 6	**Spraying	1	\$62.48	\$74.67	\$93.37	20.0%

## 11. Update Contact Information

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

**Customer Info** Services + Pricing Contract Client Notes Crew Notes Analysis Print Reports Classic Reports Files SiteOne Orders

**Estimate Information**

Project Name: [Text Field]  
Estimate ID: EST3118316 Version #: [Text Field]  
Relations: [Dropdown: None]  
Estimate Date: 28-Apr-2025  
Estimate Close Date: [Text Field]  
Contract Start Date: [Text Field]  
Contract End Date: [Text Field]  
Division: Maintenance  
Estimate Status: Estimate Pending Internal Approval  
Exclude from Stats?  When checked, excludes this estimate from dashboard stats + CRM reports

**Client Information**

Client Name: [Text Field]  
Billing Address: [Text Field]  
Contact Name: [Text Field]  
Contact Info: [Text Field]  
Jobsite Name: [Text Field]  
Jobsite Address: [Text Field]  
Referral: <UNKNOWN>  
Ref. Note: Referral Notes  
Map Site Change Client/Jobsite

**Estimate Assignments**

Salesperson: Peter Knox Estimator: Peter Knox  
Confidence Level: 50%  
Updated By: Peter Knox Apr 28 2025 3:06PM

## 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.