

Performing a Takeoff in LMN

Accurate estimating is the cornerstone of profitability in landscaping. Whether you're bidding on a residential patio or a commercial maintenance contract, a proper takeoff is the first and most critical step. In LMN (Landscape Management Network), takeoffs seamlessly integrate into the estimating workflow—automatically turning measurements into material, labor, and equipment costs. This job aid outlines the step-by-step process and pro tips to help estimators achieve precision and efficiency.

What Is a Takeoff?

A *takeoff* is the process of quantifying the physical dimensions of a landscaping job—like square footage for turf, linear feet for edging, or cubic yards for mulch—and converting them into cost components within an estimate. In LMN, takeoffs automate the population of estimate items, saving time and boosting accuracy.

Step-by-Step: Performing a Takeoff in LMN

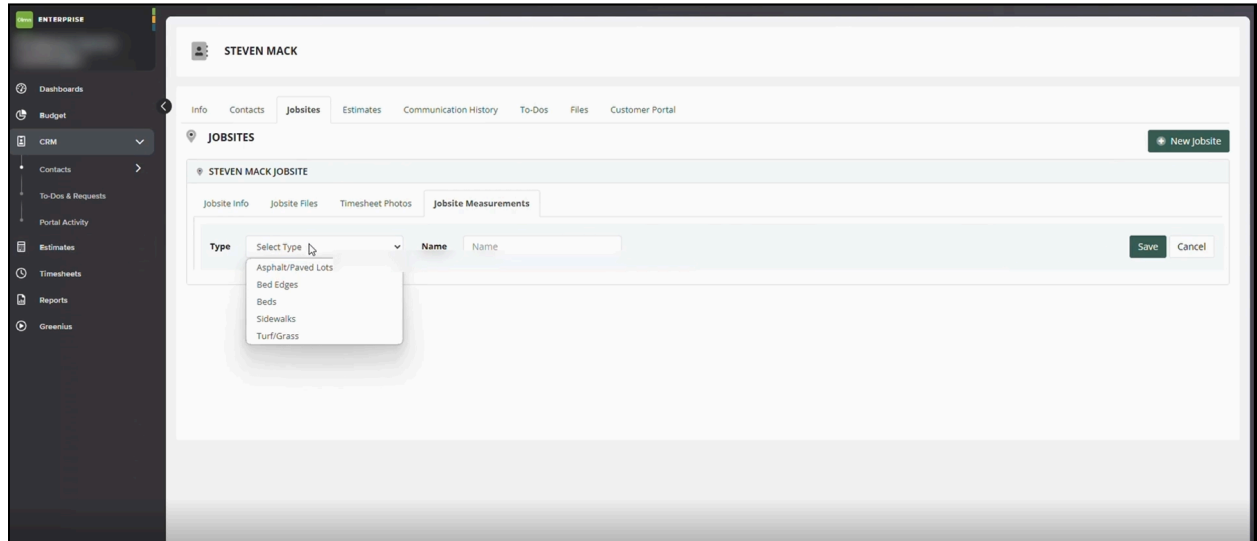
1. Navigate to the Dashboard and Access Jobsite Measurement

- Log in to LMN and go to the **Dashboard**.
- From the dashboard, click on **Jobsite Measurement**.
- Select **New Measurement**.

The screenshot shows the LMN web interface. On the left is a dark sidebar with a menu including: Dashboards, Budget, CRM, Contacts, To-Dos & Requests, Portal Activity, Estimates, Timesheets, Reports, and Greenius. The main content area is titled 'STEVEN MACK' and has tabs for Info, Contacts, Jobsites, Estimates, Communication History, To-Dos, Files, and Customer Portal. The 'JOBSITES' tab is active, showing a list of jobsites with 'STEVEN MACK JOBSITE' selected. Below the list are tabs for Jobsite Info, Jobsite Files, Timesheet Photos, and Jobsite Measurements (which is highlighted with a yellow box and a mouse cursor). The 'Jobsite Measurements' tab contains a form with the following fields: Jobsite Name (Steven Mack Jobsite), Address 1, Address 2 (Beaufort), City, State/Province (NC), Country (US), Postal/Zip (Postal/Zip Code), and Jobsite Contact (a dropdown menu). At the bottom, there is an 'SMS Notifications Contact' section with a checked box for 'Steven Mack (Do Not SMS)' and a note: 'No notifications will be sent for this jobsite'. A 'Delete' button is located in the bottom right corner of the form area.

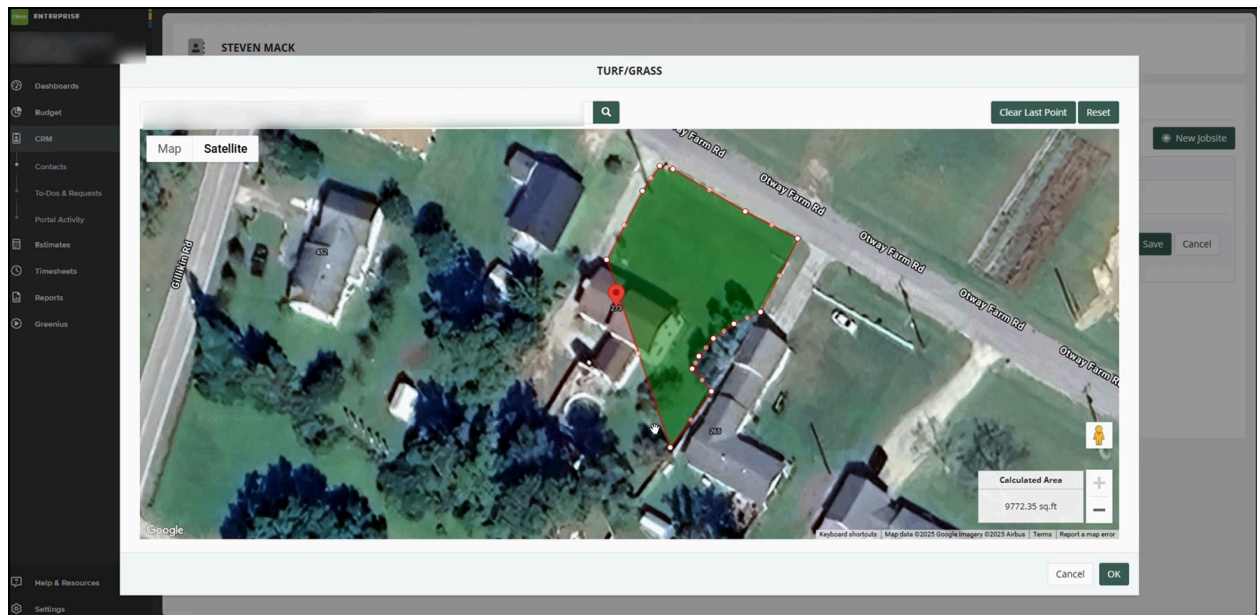
2. Select the Measurement Type

- Choose the appropriate **type** for the measurement.
- Enter Name



3. Locate and Measure the Area

- To select the area, go to **Maps** and identify the **specific area or location**.
- Use the map tools to **collect the measurement** data accurately.



4. Return to the LMN Jobsite and Enter Measurement Details

- After collecting the measurement, go back to the **LMN Jobsite** screen.

The screenshot shows the 'JOBSITES' section for 'STEVEN MACK JOBSITE'. The 'Jobsite Measurements' tab is active. A dropdown menu for 'Type' is open, showing options: Select Type, Asphalt/Paved Lots, Bed Edges, Beds, Sidewalks, and Turf/Grass. The 'Turf/Grass' option is selected. The form shows a table with columns: Name, Area, and Unit. The first row has 'Turf/Grass' in the Name field, '8608.55' in the Area field, and 'sq.ft' in the Unit field. There are 'Save', 'Cancel', and 'Delete' buttons.

5. Select the Area for Takeoff

- Click on **Measure Site**.
- This action redirects you to the **Takeoff Dashboard**.

The screenshot shows the 'JOBSITES' section for 'STEVEN MACK JOBSITE'. The 'Jobsite Measurements' tab is active. The 'Measure Site' button is highlighted in yellow. The form shows a table with columns: Type, Name, Area, and Unit. The first row has 'Turf/Grass' in the Type field, 'Turf/Grass' in the Name field, '0' in the Area field, and 'sq.ft' in the Unit field. The second row has 'Turf/Grass' in the Type field, 'Turf/Grass' in the Name field, '8608.55' in the Area field, and 'sq.ft' in the Unit field. There are 'Save', 'Cancel', and 'Delete' buttons.

6. Save the Measurement

- On the Takeoff Dashboard, **select the measured area**.
- Click **Save** to confirm.

The screenshot displays the LMN software interface for a user named STEVEN MACK. The 'JOBSITES' section is active, showing a table of measurements for 'STEVEN MACK JOBSITE'. The table has columns for Type, Name, Area, and units. Three rows are visible, all for 'Turf/Grass'. The first row has an area of 713.14 sq.ft. and a 'Save' button highlighted. The second row has an area of 274.46 sq.ft. and the third row has an area of 8608.55 sq.ft. Each row also has a 'Delete' button. A 'Measure Site' button is present for each row. The sidebar on the left contains navigation links for Dashboards, Budget, CRM, Contacts, To-Do & Requests, Portal Activity, Estimates, Timesheets, Reports, and Greenius.

Type	Name	Area	Units	Measure Site	Delete
Turf/Grass	Turf/Grass	713.14	sq.ft	Measure Site	Save
Turf/Grass	Turf/Grass	274.46	sq.ft	Measure Site	Delete
Turf/Grass	Turf/Grass	8608.55	sq.ft	Measure Site	Delete

7. Repeat for Additional Areas

- Follow the same procedure for any additional areas that need to be measured.

8. Review Cost Summary

- As takeoff items are linked, LMN updates the estimate.
- Review:
 - **Total labor hours**
 - **Material costs**
 - **Markups and profit margins**

Why Takeoffs Matter

Performing takeoffs in LMN helps:

- Eliminate guesswork in estimating.
- Improve bid accuracy and win rates.
- Align field expectations with actual time and material requirements.

A precise LMN takeoff sets the stage for profitable, professional landscaping estimates. By following these structured steps, you ensure consistent estimating standards and streamline

your bid process. Takeoffs are not just a technical step—they're the bridge between job vision and job execution.