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REMEMBERING NELSON COLVIN 8/30/1938 – 8/25/2022



Whether at Nelson's 80th birthday...



Or trying to fly a plane to the next event...



Creatively Auctioneering for scholarships...



Or all smiles next to his sweetheart Leslie...

NELSON, WE MISS YOU!

We all have much to remember about our dear friend, Nelson Colvin – his wit, his zany ideas that always seemed to work out great, his love and commitment to the chapter and CLCA, that tough-guy demeanor he'd put on in debate that covered a big heart of gold, and much more. Two of his long-time friends, Mickey Strauss (page 7) and Dave Junod (page 15), share some personal thoughts about Nelson.

Thank you, Nelson for all you have done for us. We will never forget you.

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STATE AND LOCAL EVENTS

Don't miss any of these very important events!

Subject to Change – Check with Chapter Office First

WATCH FOR LAST-MINUTE CHANGES DUE TO COVID-19

- Sept. 19 SFV Golf Tournament, Tierra Rejada Golf Club, Moorpark.
- Oct. 6 Board Meeting 10 a.m. via Zoom.
- 13 CI Supplier Showcase and Technology Summit, 5 p.m., SiteOne Landscape Supply, 3288 E Vineyard Ave., Oxnard. Free to contractors. SFV welcome.
- 27 SFV Auxiliary Education Scholarship Auction, Mandarin King Restaurant, 17092 Devonshire St., Northridge; (818) 366-8999
- Nov. 9-12 CLCA Convention, Hyatt Regency Resort and Spa, Indian Wells, CA
- 17-18 2022 Anaheim Landscape Expo, Anaheim Convention Center
- Dec. 10 Holiday Party TBD



**SFV Nominations
Committee Open to
2023 Chapter Board
Office Seekers**

• Ballots to be Sent in Late September

The SFV Nominations Committee has begun to consider potential Chapter Officers for the 2023 CLCA year. The committee will develop a slate of candidates it will send out to Chapter members via Constant Contact in late September as part of the elections process.

There are vacancies on the current Board for officers and committee chairs. SFV members who wish to run for a Chapter office should contact President Francisco Salazar at (818) 970-7593 or francisco@groundcarelc.com. Do this ASAP to ensure that your name will be on the ballot.

The results of the election will be announced at the SFV Auxiliary Scholarship Auction October 20. Traditionally, the Associate Members present at that meeting will elect the Chapter's Associate Member Representative for next year.

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FRANCISCO SALAZAR
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Join the Ranks – We Need You!

Hello fellow San Fernando CLCA members. September is here and almost over, but before it is gone, we still have spots to fill in our board of directors. So, get in touch with us to get on the nominating list. If you are an active member, then you know that this year we have been having more events and are finally getting into the rhythm of things. If you have not been active but are considering becoming active, then this is your chance.

Become an active member of CLCA – or better yet, a member of our board – will increase your relations with other landscapers and our sponsors, and get you on a first name basis with reps from various Green Industry companies, and members statewide. It will also offer you the opportunity to give back to your community, to work on professional development, and to become a better leader not only in the association, but in your company as well. If you are an Associate Member this is the time to send an employee to join our board and be more active, two things that will fine tune their professionalism and networking skills, which will result in a more effective salesperson.

On another note, remember that CLCA is working hard to offer member-only benefits all the time. Soon the government will be freeing up vouchers to transition to battery power equipment. This is something that CLCA is keeping an eye on and will help us mem-

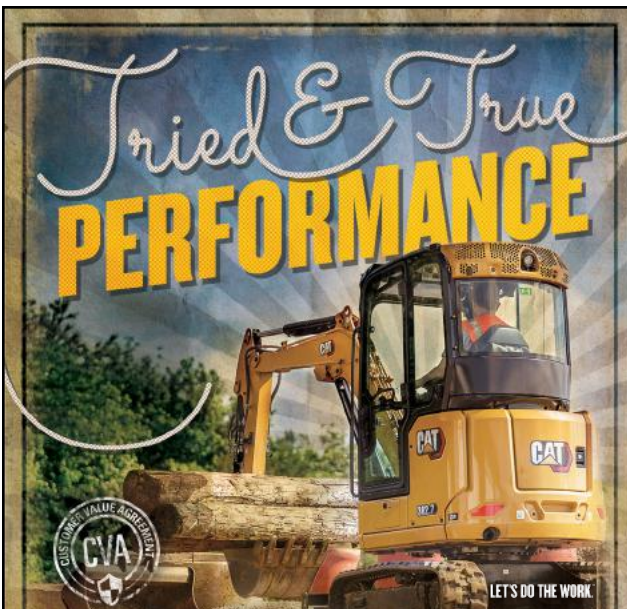
bers with resources regarding this topic. So be on the lookout or contact us for updates.

Auxiliary Scholarship Auction and Convention Ahead

Regarding coming events, don't miss the SFV Auxiliary Education Scholarship Auction being held October 27 at Mandarin King Restaurant, 17092 Devonshire St., Northridge. The event is put on by the Auxiliary is a lot of fun, and raises funds for LEAF scholarships.

Lastly, our CLCA state convention is coming up quickly, so if you are planning on attending now is the time to register and make those reservations. As in past years there will be lots of events with great networking opportunities. This year it will be held at the Hyatt Regency Resort and Spa in Indian Wells on November 9, 10, 11 and ending on the 12th with a golf tournament.

See you there. – Francisco



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Unconventional Business Advice from Successful Entrepreneurs

From an article by Carrie Smith in *all Business*

We asked some of today's top online entrepreneurs, bloggers and authors what unconventional business advice they'd like to share with other aspiring entrepreneurs. Below are some of their insightful and inspiring answers.

Don't Stop Hustling

The ones who become the most successful are the ones working their butts off the most – *whether you see them doing it or not (and believe me, you rarely see them doing it)*. – J. Money, *Founder of Budgets Are Sexy*

Don't Give Up

Don't give up on your vision no matter what is happening outside of you. Maybe you'll have to get a day job to make ends meet, maybe things will get tough for a bit, and maybe you'll have to make some sacrifices (I've done all three). But don't let comfort or fear get in the way of your ultimate vision. – Amanda Abella, *Career Coach & Writer*

Take the First Step

It's important to just start – even if you don't know which direction to go. I tried out a dozen different ideas, I learned things at every step which helped build what I have going today – and the things I have going on today will help me tomorrow. NO ONE KNOWS what the first step to take is. You just step out there and correct your course as you go. – Brandon Turner, *Senior Editor of BiggerPockets*

Become the Obvious Expert

Choose a marketable skill that commands seriously high compensation, and become the obvious expert so employers have no choice but to hire only you. Then beware of low paying skills that you might enjoy – it's a dead-end trap. There must be demand for the skill and lucrative compensation to justify the effort. – Todd Tresidder, *Financial Coach & Founder of Financial Mentor*

Build Your Portfolio

When you're first starting out, the most important goal is to build a portfolio and credibility. Set clear expectations for your long-term goals, but be flexible in the projects that you take on in the beginning. No project is too small when you're building your portfolio. You never know where a small project could lead if you do a rockstar job on it. – Berrak Sarikaya, *Amplifier*

Focus on Big Projects Daily

Work on something BIG that is just for you, every day. Even if you have a day job or are swamped with client work and deadlines, working on your "next big thing" on a daily basis – *even for only 20 minutes – will yield awesome results*. – Shawndra Russell, *Digital Strategist & Writer*

Always Ask Questions

Get everything in writing and don't be afraid to ask questions. You want to show clients that you are a professional. Sometimes people think that means that we have to know everything, but the truth is that in order to get all the details and fully understand the client's

expectations you have to ask questions. – Tahnya Kristina, *Founder of My Diary Entry*

Learn From a Well-Connected Client

It's good to work with several clients (to reduce your risk), but don't be afraid of spending a big chunk of your time with a successful, well-connected client that you want to learn from. If you do good work and become a trusted source, a client is likely to invest in you and be your biggest advocate when you're ready to go to the next level. – Philip Taylor, *Founder & Editor-in-Chief, PT Money*

Invest in a Better You

Become a better you, professionally. Regardless of what your business is, there likely are professional organizations and continuing education programs for it. Take the classes, webinars and seminars. Go to conferences. Select the top one or two professional groups in your field and join. – Kay Bell, *Owner of SKB Editorial Services*

Put Systems in Place

Put systems into place right away so you aren't always reinventing the wheel. You can always make changes to a procedure, but you won't have to start at the beginning every time. Systems save you time and money! – Colleen Wietmarschen, *Owner of Clerical Plus Support*

Connect, Learn and Grow at CLCA's 2022 Annual Convention

Need better clients? In their Marketing to Attract Your A-Client presentation, the experts from Intrigue Media will show convention attendees how to get higher quality leads and better outcomes, resulting in fewer tire-kickers and more ideal clients.

Looking for inspiration for low-water usage landscapes? Plan on joining curator Paul Sturwold, ASLA, for a behind-the-scenes tour of the Living Desert Zoo and Gardens. Here's what the influential *Condé Nast Traveler* said in their listing of the Ten Best Zoos in the U.S.: "Seeing the animals here feels a little like stepping onto the set of *The Lion King*. The desert animals roam free with little inhibition, while visitors can roam the 50 gardens of 1,400 different plant and animal species in what's undoubtedly the best desert-themed zoo in America."

Afterwards, all are invited to the SiteOne Showroom Premier & Happy Hour. Plan on catching up with old friends and making new ones.

Hotel Reservations

Our host hotel is the Hyatt Regency Indian Wells Resort & Spa. Convention attendees are encouraged to reserve their hotel rooms A.S.A.P. Call reservations at (877) 803-7534 or book online.



JOSÉ ROBLES

Owner

Landscape Warehouse

A Life Story Worth Listening To

Life is a never-ending story, a journey not a destination. It is up to us to fill it with opportunities we did not pass up, and victories over obstacles we did not avoid. This is how personal growth is achieved, and where the entrepreneurial spirit is given space to soar.

We all have a life story to tell. I am fortunate to be able to tell mine from the perspective of a small business owner that has worked for

decades in an industry that I love. Not too different from your life story, I'm sure.

Very different however, are the life stories of Salvadorans, Guatemalans and other Hispanics from Central and South America who have traveled thousands of miles – much of it on foot – through one country after another and up through Mexico, just to get a shot at the “American Dream.”

While passing through Mexico, these travelers must have been told an expression often repeated there. It talks about getting to the U.S. because it's so prosperous, “...you can sweep up the dollar bills from the floor.” I'm not sure if they would be encouraging the migrants on their journey or using it as a way of getting them to move on to the next town, because they are often looked down upon.

I recently interviewed someone from Guatemala who applied for a position in my company. He has a life story that would break your heart, no matter which side of the immigration issue you stand. I will help him as much as I can, just as others helped me.

On a related matter, I am now an American Citizen and proud of it. So, when I hear someone knocking our country, I would ask what they would do to change it. Yes, with inflation and high gas prices, there is a lot to complain about...but there is still so much more to be thankful for.

Also, whenever I hear someone talking about “the good old days” or the way it was “back when...” I think to myself, are they just reliving some good times, or are they stuck in them, making comparisons for their next complaint session? Sure, I sometimes think about terrific times I have had with friends and family, but I don't dwell on them. I am too busy enjoying the present and pressing on to the promises of the future.

May your life story be one of good works, compassion, helpfulness, and laughter. – José

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Remembering Nelson Colvin 8/30/1938 – 8/25/2022 by Mickey Strauss

Losing Nelson is like losing a brother!

Over the years Nelson and I have been Fellow Employees, Friendly Competitors, and Employer/Employee. In addition, for some 20 years I've been on the Board of Directors of Golden Oak Co-Op, and Nelson was President, where he thought the Board worked for him.

Most of the time we've just been close friends. However, there were times you wouldn't know it by all the bantering that went on back and forth.

I first met Nelson when I was an estimator at ValleyCrest (now BrightView) in 1967. I received a phone call from a stranger who said "Hi, I'm Nelson Colvin and Larry Dervin said I could help him bid the grading for a large residential project in Beverly Hills". I knew Larry as a previous ValleyCrest employee. Since ValleyCrest didn't do residential, yes, I helped him bid the job. Then about two hours later the company Nelson was working for beat ValleyCrest by \$1,000.00 on a bid for a Public Works Project in West L.A.

If you ever tried arguing with Nelson, not a good idea, he was never wrong. When Nelson worked for me, his office was at the opposite side of the building and still I could hear him yelling at his estimators. I would call him on the intercom and tell him "To watch your heart." When Nelson got mad his face turned red and his jugular vein would pop out. He would bring his employees to tears when they argued with him and then he would bribe them with a joint to get them to stop crying. (Busted).

Driving with Nelson was an experience in itself! Nelson thought the lane dividers on the road were his own personal guidance system. Nelson would drive around in circles for an hour before he would admit he was lost.

One time when our office was at our nursery, he sold 15-gallon Nandinas to a customer. When Nelson told me what he sold, I was a bit puzzled. You see, we didn't have any Nandinas. It turned out that he sold them Bottlebrush. The funny ending to the story is that the same customer came back a few days later and bought ten more of those Nandinas. The customer was as dumb as Nelson!

Did you know that Nelson had a shoe fetish? At the CLCA Convention the year I was installed as President, Nelson stole all the shoes from my room. That's OK – I don't get mad, I get even. Later that evening we short sheeted his bed, sprinkled sugar in it and stole all the TP and Kleenex from the room. And put Vaseline on the toilet seat. (Sorry Leslie)

Nelson has received almost every award CLCA has to offer for his dedication to CLCA. In 2010 Nelson was inducted into the Green Industry Hall of Fame for his dedication to the Green Industry.

It's been a fun, interesting 55-year friendship. I would not trade any of it. My sincere condolences to Leslie, Adam, and the family. Nelson will be sorely missed.

Nelson, we love you. Rest in Peace my friend.

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Worst Piece of Business Advice I Ever Heard *From an article in allBusiness*

There's a market for everything

The truth is, you can't just randomly create a product and expect people to buy it. To be a successful business owner, you need to create products that people are willing to buy. For that, your product should be able to solve people's problems. So instead of thinking that there's a market for everything, do your research first.

— *Josh Kohlbach, Wholesale Suite*

Open your business when you're ready

The truth of the matter is that you will never be ready. You'll always feel that there's something else you must learn, and that's okay. When building a business, you learn only by doing; there's no escaping that learning curve. For that reason, if building a business is your dream, then you must start now. — *Alfredo Atanacio, Uassist.ME*

Follow your passion and money will follow

Being passionate about what you do is only one side of the equation. You also need to make sure your offering has a demand and that you can sell it. — *Kristin Kimberly Marquet, Marquet Media, LLC*

Don't reinvent the wheel

I understand the logic, but I think this idea actually blocks creativity. In a way, you have to constantly reinvent in order to move forward and come up with great products and services. Think how

many ways the wheel itself has changed over time. The same is true for everything. — *Kalin Kassabov, ProTexting*

Pay yourself first

I understand that you have to set a reasonable compensation for yourself, but the harm comes when it's first about you and how much you make, and then your team gets what's leftover. Find a balance between what you take home and what you pay the team. — *Joel Mathew, Fortress Consulting*

Don't treat team members as family

I don't know what could be worse than a leader who treats staff members like numbers. These are the people you see every day, who are literally helping you, your customers, and each other. If that's not family, I don't know what is. My rule: treat others as you would have them treat you. — *Kelly Ann Collins, Vult Lab*

Don't make friends in business

While I do believe there are boundaries you shouldn't cross, I don't think there's anything wrong with forming deeper connections with your team. Doing so could improve business operations and relationships, which in turn could improve overall results.

— *Stephanie Wells, Formidable Forms*

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Turning Strangers Into Friends From an article by Mark Matteson, Sparking Success

“You can win more friends in two days by being genuinely interested in them than you can in two years trying to get them interested in you!” – Elbert Hubbard, Author, Speaker

Most people we meet are looking for three things, Appreciation, Respect and Understanding. The average person never learns to adopt the following twenty-one human relations principles. If you are reading this, you’re not average. Let’s get started.

I discovered these simple (not easy) ideas in a book I found at a garage sale for fifty cents. As I began to apply some of these ideas, the results were remarkable. I began closing business right and left. Promotions and increased income flowed to me like a river’s current. Oh yes, and I began turning strangers into friends. It was, in a word, amazing!

To get you started, write one of these on a 3 x 5 card and put it on the dashboard of your car. When you stop at a light, say it aloud with enthusiasm and conviction. Shoot for ten times a day. Try it for 21 days. It takes 21-35 days to form a new habit. First, we form habits...then they form us! If you are like me, you will be amazed at the results. Then choose another affirmation and repeat the process.

- 1) I talk ill of no man and speak all the good I know of everyone. Any fool can criticize and condemn, and most fools do.
- 2) I am hearty in my approbation and lavish in my praise. I avoid criticism at every turn by thinking twice and speaking once (or not at all). I am a creative ‘Good-finder’.
- 3) I first arouse in the other person an eager want and speak in terms of other people’s interests. I listen to understand his or her point of view. I am an empathetic person.
- 4) I Smile all day long and mean it. It says I am glad to see you and I like you. I expect good things and am grateful, and it shows.
- 5) I have an incredible memory for remembering other people’s names. I employ daily: I.R.A. = Impression Repetition Association.
- 6) I dominate the listening in every conversation, and people

enjoy being around me. L.P.Q.P. = Listen, Pause, Question, Paraphrase. I let the other person do most of the talking.

- 7) I talk in terms of other people’s interests, pinpointing their passions and keeping the focus on what they love to talk about.
- 8) I make other people feel important and do it sincerely. I look for and find things I admire about them and tell them naturally and easily, both in person or in writing.
- 9) I avoid arguing. I’d rather be happy than right. The only way to get the best out of an argument is to avoid them. “A man convinced against his will, is of the same opinion still.”
- 10) I show respect for other people’s opinions. I never tell a man he is wrong. The longer I live, the less I know.
- 11) When I am wrong, I admit it promptly. Life is too short to be a jerk.
- 12) I begin conversations in a friendly way. I catch more flies with a spoonful of honey than a gallon of vinegar.

I discovered these simple (not easy) ideas in a book I found at a garage sale for fifty cents. As I began to apply some of these ideas, the results were remarkable...

- 13) I let the other person think the idea was theirs. There is no limit on how much I can get done if I don’t care who gets the credit.
- 14) I appeal to the better nature of others and noble motives. I like to throw down a challenge to inspire those I care about.
- 15) I call attention to other people’s mistakes indirectly, often bringing my mistakes up first. I am humble and kind.
- 16) I ask questions instead of giving orders; “How do you feel about...”
- 17) I let the other person save face. I never embarrass others in public. I praise in public and admonish in private, if at all.
- 18) I give the other person a fine reputation to live up to. I often give them positive nicknames.
- 19) I praise the progress of others, often saying, “Great job, I love your persistence and concerted efforts. You are on your way!” I make the changes seem easy to make for others.
- 20) I make the other person happy about the things I suggest.
- 21) I am grateful to be alive and for the opportunity to serve others. My rewards in life are in direct proportion to the quality and quantity of my service to others!

Virtually everything we accomplish in life and business is with and through people. No one succeeds alone. We need others. These principles will change your life and the lives of the people you care about and work with. Again, simple, not easy.

Mark Matteson is an inspiring speaker and the author of the international bestseller, Freedom from Fear. His company, Sparking Success, is located in Edmonds, WA. Phone: (206) 697-0454.



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John Marman, VP of Sales at West Coast Turf, Passes Away at 51

John Marman, the vice president of Sales and Marketing at West Coast Turf, passed away suddenly and unexpectedly Sunday, August 14. He was 51.

Marman worked for West Coast Turf for 27 years, starting right after graduating from the University of California, Riverside. His sister Danielle, then the marketing and PR director, convinced company president John Foster to “hire her little brother to work in the sod fields.” Marman worked his way up the company ladder in the intervening years, spending many years in the WCT Las Vegas office, eventually becoming regional manager, until his promotion to VP of Sales and Marketing in 2015.

In a statement, John Foster said, “The West Coast Turf Family has suffered a tragic loss. John Marman, our VP of Sales and Marketing has passed away...He leaves behind his sister Danielle Scardino, sister Sue Hanks, and his 11-year-old son Knox, the light of his life. He was a friend to all. There are no words that



can describe the terrible grief and pain his loss brings to all of us in the West Coast Turf Family.”

The list of projects Marman helped with is long, including numerous Super Bowls and World Series, the Rose Bowl, Dodger Stadium, Angel Stadium, the LA Coliseum, Candlestick Park, and even a trip to Singapore to work on natural grass projects.

He spent many years of service on the Certification Board of Governors of the Golf Course Builders Association of America (GCBA), was a member of Sports Field Managers Association, California Landscape Contractors Association, Golf Course Superintendents Association, and started the Nevada Landscape Association with the late Barry Mohon, his mentor. He also loved to speak at conferences, including last year’s Golf Inc. Summit.

His family requests that remembrances be made in the form of a tribute gift to Sticks for Kids or St. Edwards the Confessor Parish School.

Seven Ways Leaders Can Improve the Workplace for Employees

From an article by Brett Farmiloe, CEO Terkle.io in allBusiness

1. Ensure employees are part of goal setting

“I make sure that all deliverables and goals are in alignment with each person’s lifestyle, culture, and workload. I have seen that by just ensuring employees are part of goal setting, I have been able to really improve overall engagement from my employees.”

– Mogale Modisane, ToolsGaloreHQ

2. Change negative attitudes toward corporate women

“We live in the twenty-first century, and we are all about supporting women in the workplace, but still, behind the big corporate image there are some departments and areas where women’s opinions are neglected or not given the amount of appreciation that they deserve. Now is the time to show the correct place for such egos and create an equal work environment for everyone.”

– Nathan Hughes, Diggity Marketing

3. Focus on employee development and growth

“By focusing on employee development and growth, and helping staff achieve their goals, it not only promotes a healthy work environment, but also enhances a person’s sense of belonging, well-being, and productivity.” – Jordan Fabel, ApprovedCourse

4. Encourage a healthy work-life balance

“We promote a healthy work-life balance for our employees which includes flex scheduling, no dress code, and leaving the office early Friday. These are just a few things we’ve implemented to give more time and balance back to our staff.” – Travis Lindemoen, nexus IT group

5. Establish clear communication channels

“The topmost priority for improving my workplace is to establish clear communication channels and build trust with my employees. This enables us to have open and honest discussions about everyone’s needs and expectations, as well as mine. It is also important for us to be on the same page so that we can work towards a common goal.” – Ammad Asif, Stream Digitally

6. Create a more human work environment

“The push to create a more human work environment that is empathetic and understanding of different cultures is one of the most important issues facing HR teams today. It has been proven that the more diverse a company is, the more successful it can be. Welcoming different viewpoints and cultures make organizations stronger and much better places to work.”

– Georgi Todorov, ThriveMyWay

7. Improve employee engagement and productivity

“Since we work remotely, our employees can sometimes feel disconnected, demotivated, and even isolated. So, we’ve tried to boost employee engagement and productivity by creating virtual team-building events and activities, such as board game nights, virtual karaoke, and other events. We also highlight employee accomplishments.” – Nicole Thelin, Low Income Relief

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Five Common Technology Mistakes Companies Make

From an article by Ben Taylor, Founder of HomeWorkingClub.com

1. Choosing equipment purely based on cost

In my first few years in business, I spent a lot of time researching “cheap” laptops for startups. I have far less patience for this false economy nowadays.

Obviously, many new businesses are bootstrapped and operating on a shoestring. But going out looking for mission-critical equipment with “cheapest” as a priority is shortsighted and unwise, and one of the most common technology mistakes new businesses make.

The cheapest equipment out there isn’t designed for business use. It doesn’t come with suitable warranties or support provisions, and it’s rarely made with ergonomics or build quality at the top of the list. Companies will do everyone a favor – especially themselves – if they buy computers that are properly suited to regular heavy business use.

2. Assuming data loss won’t happen to them

Trying to make people realize the importance of backups is a frustrating endeavor. However, there’s one demographic that always prioritizes backups: the people who’ve actually experienced a significant data loss incident and had to deal with the fallout.

Ensuring against data loss isn’t something you can place entirely in the hands of the IT team. Data needs to be in the right place so that it’s backed up. Furthermore, there may be a manual task to com-

plete, from kicking off a regular backup to plugging in or swapping a drive over in the office.

3. Using friends and family for technical tasks

Here are a couple of phrases that send shivers down an IT consultant’s spine:

“My brother’s putting a website together for us.”

“The server’s over there – my best friend set it up.”

I must make clear that I’m sure there are plenty of best friends and brothers out there doing a great job with small business websites and servers; however, these arrangements often unravel further down the line. They unravel when the IT consultant has to change something on the server and there’s no professional documentation on how it was set up. They unravel when the company’s website disappears, and it transpires that the renewal notifications were going to a family member’s long-dormant Gmail account.

4. Allowing unrestricted BYOD (bring your own device)

Another of the most common technology mistakes that companies make is allowing staff to use their own laptops and devices on the office network with no controls in place. This is particularly common in “young” startups, where everybody is reasonably tech savvy.

Continued on page 14

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Common Technology Mistakes, from Page 13

To be clear, plenty of big companies allow BYOD, but they do so with rules and restrictions.

It's obvious why unrestricted BYOD is popular. For one thing, it saves companies a lot of money if staff are using their own equipment. However, a lot can go wrong. Unrestricted use of personal devices means data strewn all over the place, often without suitable encryption. This doesn't just risk data breaches and allowing viruses into the system, it also potentially puts companies in a sticky situation with regard to legal compliance.

5. Falling for sales pitches

For many small business owners, technology is a necessary evil. They may have to use a computer every day, but they have no interest whatsoever in learning its intricacies.

Unfortunately, people who feel that way are easy pickings for software salespeople.

On many occasions, I've seen companies who have economized on tech suddenly announce that they've signed up for a really expensive bespoke database, custom CRM system, or similar.

Unfortunately, the implementation of many of these systems marks the expensive start of a whole new load of problems.

The reality is that businesses are generally better served by investing time in research and learning than by investing money in what they hope will be easy solutions. As a company grows, leaders should set aside time to properly work and concentrate on the technical side.

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Remembering My Friend Nelson

I've just been informed that my friend Nelson Colvin just made his transition. That was a hard moment to digest, coming as a shock. I met Nelson when he came into Sheridan Garden Nursery and introduced himself. He asked what was I doing in the nursery since I was doing landscaping. He invited me to a landscape chapter meeting and introduced me to those that were there. It was voting night. I was asked and voted in as Secretary.

Nelson worked fast. Cy Holden was Executive Secretary and my mentor...and the rest is history. Nelson became a terrific friend, associate, and advisor at times over the years. And, yes, he even won the two projects over my bid when he worked for California Landscape... and, yes, "Lessons learned."

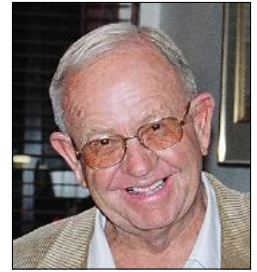
I was honored to become a friend of Nelson. He was a formidable leader and was sure to let you know he was knowledgeable. Yet, I knew the one who was a pillar of his strength...

Leslie, his lovely wife. She was and is strong, loving and was his personal advisor as his mate, wife, and "teacher." She supported Nelson as he moved into different industries and experiences.

Nelson was a man's man. He had a strong handshake and put meaning and warmth into it. He was my friend. Nelson's gone, but

memories in my heart of hearts remain. And, again, yes, as a senior, I cry sometimes.

Nelson was a man's man. He had a strong handshake and put meaning and warmth into it. He was my friend. Nelson's gone, but memories in my heart of hearts remain. And, again, yes, as a senior, I cry sometimes.



DAVID JUNOD
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I have noted before, "As the flowers turn towards the morning's sunrise, so it is with each person that recognizes the warmth of the love of our Creator who we know as God. That warmth of love surrounds us at all times, while on life's journey. We all – each individual – can tap into this treasure and cocreate a life of wonderful creativity, love, joy, happiness, health, and abundance.

It is done unto you as you believe and as you think. Those in our vocations know this instinctively as we work in rapport with nature and with love.

I still like what President Lincoln is reported to have said, "God must have really loved people 'cause he made so many."

Love does – absolutely. Namasté – Dave



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