

The Backyard Cash Machine

**by Michael J. McGroarty
for McGroarty Enterprises Inc.
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<http://backyardgrowers.com/join>

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Entering into any business venture involves risks. If you are not comfortable with taking risks, then the business world is not for you. Any person considering a business opportunity should seek the advice of a competent tax accountant, and an attorney before proceeding.

I would also like to point out that if you are conducting any type of business from your home, your home owners insurance will not cover somebody who slips, falls, gets bit by your dog or comes to harm in any other way while on your property. Discuss this with your insurance agent and or seek legal advice.

Welcome to the fun and exciting business of growing small plants for profit!

Enjoy, learn, and prosper.

I wish you incredible success and the best that life has to offer.

-Mike McGroarty



**A Note from
Mike McGroarty**

A Note from Mike McGroarty.

Plants. Plants have been a part of my life since about the age of 16 years old when I went to work in a large wholesale nursery because here in little Perry, Ohio there really weren't many other options for a young kid back then in the way of job opportunities. Still aren't, really. This little town only has two traffic lights and no fast food restaurants.

Besides, I'm not and never have been cut out to wear one of those fast food uniforms and do that kind of a job. Nothing wrong with that, it's just not me. I like physical work. Some don't, I do. I did work in a pizza/coffee shop before I landed the nursery gig. But that job really wasn't a very good fit for me.

When I was working in that nursery I have to admit that I had absolutely no interest, zero desire in plants. I actually had a hard time getting my head around the idea that people actually liked plants and that they would pay money for them. Clearly that has changed. Today I am extremely passionate about plants. Not just because I make money with them, but because they are amazing little oxygen producing machines. The smaller the plant the more amazed I am at it's ability to intrigue me.

Today I am a grandfather of three amazing little boys and I recently celebrated my 57th birthday. I am what is known as a serial entrepreneur. Owning a business, running a business and being in business is just who I am. I love and fully believe in the American Dream and still to this day, despite what you read, watch or hear, I truly believe that the American Dream is alive and well here in America and I think it always will be.

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Today, thanks to the Internet, I sell this report all over the world and believe there are many countries around the world that are just as ripe with opportunity and I am sure that you are extremely proud of the country that you call home. As you well should be.

I told you all of that to tell you this. I've been in a number of different businesses, I've worked closely with others in all kinds of varied businesses and industries and I've yet to find one that even comes close to the uniqueness of growing and selling small plants. Before I explain exactly what I mean by that, think about how most businesses work.

A hardware store is a good example. I spend a lot of time at our two, actually three local hardware stores. I like hardware stores because I'm always making something or fixing something. I am amazed at the inventory that they have on hand. Have you ever thought about that? All the stuff in a hardware store?

It's amazing the amount of things they have on hand, and how doggone expensive most of the items are. I recently went to the hardware store to get a few nuts, bolts, clamps etc. Walked out with a small bag about the size of a bag of candy. **Fifty three dollars and change!**

Yes, I gave the hardware store \$53 for a small bag of do dads, but the owner of the hardware store probably paid \$32 for the stuff that I bought. On top of that he has an incredibly high electric bill, a crazy high heating and air conditioning bill, (we're in Ohio!, cold in the winter, hot in the summer) and he probably has at least a dozen employees on the payroll. And I'm pretty sure he does not own the building. Can you imagine the rent on that much commercial space?

He seems to be doing okay, but he has to plow through a lot of customers and a lot of money each and every month before he sees his first dime of profit. Many retail and wholesale businesses are like that.

Now let's take a quick look at the business of growing and selling small plants in your backyard.

Your start up costs are really, really minimal. All you really need is a homemade box for rooting cuttings. I'll show you how to build that in this report. Let's say that you start out growing two different kinds of flowering shrubs. Flowering shrubs are always really hot sellers! As an example let's say that you choose . . .



Variegated Weigela



Java Red Weigela

Two of my personal favorites. And . . . These are great plants to grow and sell because . . .

1. They grow quickly.
2. They are easy to propagate.
3. People go crazy over them when they see the flowers.
4. They will supply *you with an endless supply of cuttings that you can turn into cash.*

Read number four again, and as you do think about the guy that owns the local hardware store in your town. Let's say that in a given calendar year he sells 150 claw hammers. In order for him to sell 150 claw hammers a year, how many does he have to buy before he can sell them?

The answer is obvious isn't it?

He has to buy in at least 150 claw hammers in order to sell 150 this year. He doesn't have to buy them all at once, but he does have to buy them before he can sell them. Next year, same thing. If he is to sell 150 claw hammers next year, he has to buy another 150 claw hammers and hang them on the tool rack before he can sell them.

If a claw hammer sells for \$19.99 I think it's safe to say that his cost per hammer is approximately \$12.00. \$8.00 profit per hammer, but he has to tie up his money in every single item in that store before he can sell anything.

Now let's flip back to me and you and the plants in our backyard. Specifically the two plants that I've shown here as an example for you to grow. Two different kinds of weigela. Java Red Weigela and Variegated Weigela .

This is the beauty of the plant business.

You only have to buy your initial stock plants one time. **That's it! One time!** Once you have them growing in your yard you have them. Every spring when the leaves appear they start putting on new growth. You can take cuttings from that new growth and root each and every one of those cuttings and sell them for cash as rooted cuttings.

As soon as you take the cuttings the plant is stimulated to grow again, and suddenly you have more new growth that you can remove and use for cuttings. And this just keeps happening over and over and over for years!

You can start with a single plant to use as a stock plant, or you can start with several plants to use as stock plants. But this is the thing that you need to remember . . .

"You only have to buy your stock plant or plants one time!"

Compare that to the hardware store.

The hardware store owner is working on a 40% mark up. When you root your own cuttings and sell them as cuttings or as small plants your margin of profit is insanely higher. The actual cost to make a rooted cutting is so low that I'm not even sure how to calculate the actual cost. Nor do I want to because I don't want to start making pie in the sky claims.

But I will tell you this, and these are facts. I bought 50 Java Red Weigela on the wholesale market for 65¢ each. \$32.50 for all 50 of them. I planted them in a small bed in my nursery, probably an area 48" by 48". Not a big area at all. From those 50 plants, last summer I took at least 500 cuttings. I actually took cuttings in June, then from the very same plants I took cuttings again in the fall. I'll stick some diagrams in here to show you how that works.

This spring I'll dig my 50 original plants and put them in small pots and sell them for \$4.97 each. Let's see, 50 times \$4.97 equals \$248.50. My initial investment was \$32.50 for my original stock plants. That alone is a pretty good profit, but that's just the beginning. I've still got the 500 rooted cuttings that I got from my original stock plants.

Now when I pot up my original stock plants there will be some expense in doing that. I'll have to buy the pots, the soil and some fertilizer. When growing plants in containers you don't use regular dirt from the yard, that just doesn't work. You need a potting mix, but I'll teach you how to make

your own potting mix.

Let's say that I have to spend 25¢ on a pot, which is really on the high end. I actually buy them for a lot less than that, but for this example we'll say 25¢ for the pot.

On average it costs me right around, no less than \$32.00 per cubic yard to mix up my own potting soil. I can easily fill 1,050 4" round pots with one cubic yard of potting soil. That works out to just a smidgen over 3¢ for the soil, but we'll round that up to 5¢ for the soil just to keep the math simple.

Fertilizer. Small plants grown in containers need a very special blend of **slow release** fertilizer that is designed for container growing. The product that I use is called **Osmocote 14-14-14** and it's a 3 to 4 month release product. That means that it takes the fertilizer approximately 3 to 4 months to completely release all of the nutrients to the plant. Osmocote is a pretty handy product because it slowly feeds your container grown plants a little each day. Sorta like a plant nanny.

Warning! Warning! Warning!

There are two kinds of plant fertilizers on the market. Those that will help your plants a lot, like **Osmocote**. And those that will . . .

Kill Your Plants Deader than a Doornail!

Seriously, regular everyday garden and plant fertilizers very easily could kill your plants. I've seen it happen to people over and over and over. Hardy plants like flowering shrubs and evergreens cannot use the amount of nitrogen that a regular everyday fertilizer release as soon as it is applied. You absolutely, positively, must use a product like Osmocote that releases very slowly over a period of at least 3 to 4 months.

Those last two paragraphs are really, really important.

Now, with all of that said, a good slow release fertilizer like Osmocote is not cheap when you compare it to plain, old, everyday garden fertilizer. You can pick up a bag of garden fertilizer at your local garden store or farm supply store less than \$10.00. The same size bag of Osmocote will cost you approximately \$75.00 at the time of this writing.

Why such a huge difference?

The simple answer is . . . one will **Kill your plants and the other won't.**

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Okay, I've pounded on that very important point long enough. Make sure you use Osmocote 14-14-14. It's what your plants really, really need.

How many plants can you fertilize with one bag of fertilizer? I don't honestly know but I'm sure it's well over 1,000. Each plant only gets between a teaspoon and a tablespoon depending on the size of the plant and the size of the pot. So for simple math we'll divide the \$75.00 for the bag of Osmocote by 1,000 (the number of plants we can fertilize with one bag of fertilizer. That means that it will cost 7.5¢ to fertilize each plant at the time of potting. We'll call that 8¢.

Let's see now . . .

25¢ for the pot.

5¢ for the potting soil.

8¢ for the fertilizer.

The cutting was as close to free as you can get, we rooted that ourself. So for each plant that we can sell for \$4.97 our actual cost to make those plants is 38¢. Let that sink in. Then think about the guy or gal that owns the hardware store.

He can't even double his money on the products that he has to buy and resell and we can easily multiply our investment by thirteen times.

I know it sounds amazing, but it really does work that way. Of course the catch is that you need customers who are willing to buy your plants. I'll show you where and how to find the customers that will jump at the chance to buy your plants.

I've been doing this and teaching it to others for years. It really does work. I'm not claiming that this will make you rich. That would be a crazy thing for me to do. But what I am telling you is that in a very small area in your backyard you can convert small amounts of money and effort into cold hard cash. How much? That depends on you and how big you want your business to be. The demand for small plants is huge. All you have to do is tap into that demand.

I'm sure that by now you are already starting to connect the dots. As you go through this report I want you to think about the guy at the hardware store. The woman who owns the dress shop, the guy with the auto parts store and just about any other business that you can think of. Then think about how much simpler this business model is. Think about the advantage of only having to buy your stock plant or plants one time.

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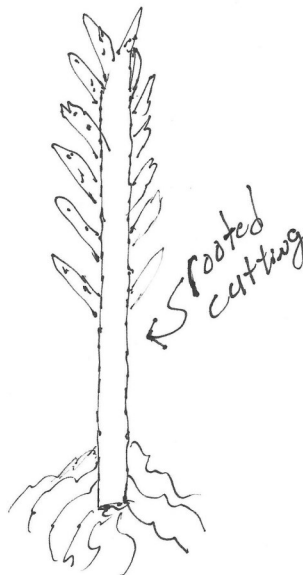
These four points are worth repeating.

1. They grow quickly.
2. They are easy to propagate.
3. People go crazy over them when they see the flowers.
4. They will supply *you with an endless supply of cuttings that you can turn into cash.*

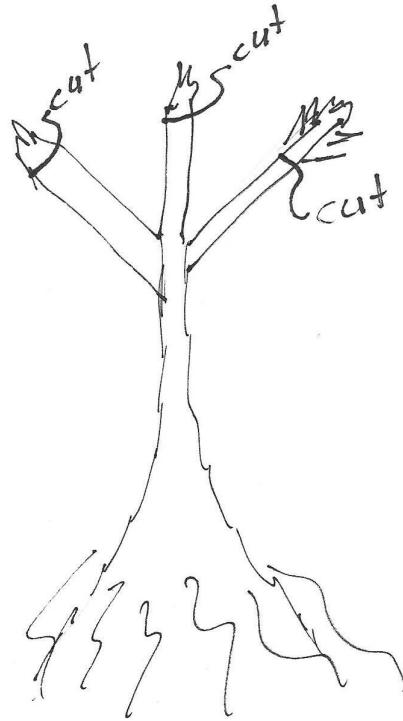
I promised you some diagrams that will help you understand how and why you only have to buy your stock plants one time. Don't make fun of my drawings! An artist I am not.

This is a rooted cutting which is exactly as it sounds, usually 4" to 6" long, a single cutting from a plant that has been rooted. Basically a small stick with roots and leaves, no branches. It usually takes a few weeks to get a cutting to make roots. Once it's rooted, it has a cash value and there is a market for rooted cuttings. On the wholesale market rooted cuttings sell for 50¢ to \$1.25 each and buyers often buy dozens if not hundreds of them at one time.

Once a cutting is rooted and is planted or put in a pot it starts to grow branches. A rooted cutting that has been grown for one season and has some branches is called a liner. Short for lining out stock. In other words, back when all nursery stock was grown out in the field a plant had to be branched and a little bigger than a rooted cutting to be strong enough to be lined out in the field. Thus the terminology liner or lining out stock.



In the above photo I've drawn a rooted cutting that has started to branch out and I've also indicated approximately where you need to cut this plant in order to encourage it to branch out more. Of course when you make

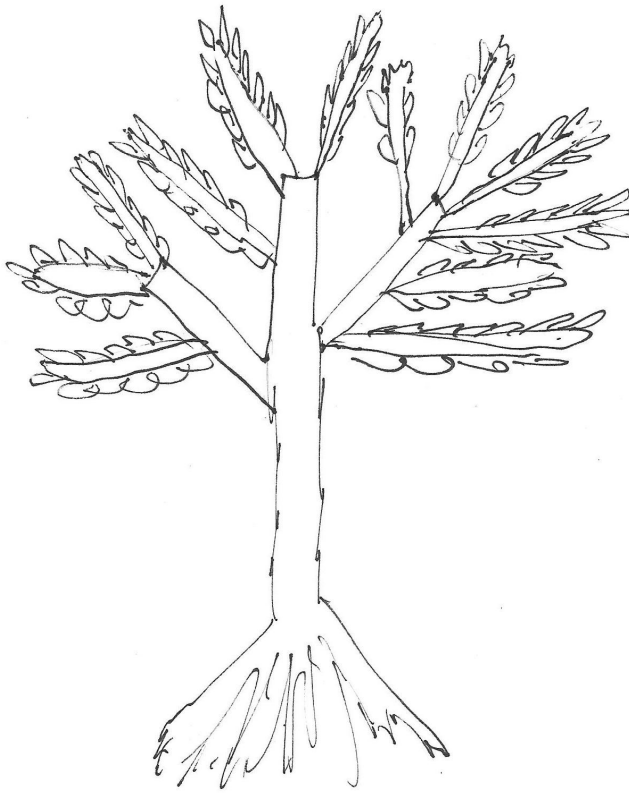


those cuts what you are really doing is taking cuttings from your plant so you grow more of the same. In the first growing season you should be able to harvest from a single rooted cutting at least 6 to 20 more cuttings.

At the top of page 11 I've drawn you a photo of liner that has been trimmed to show you what happens when you trim your liners or rooted cuttings as I've described. Plants have both terminal buds and lateral buds. Terminal buds tend to grow upwards or outwards in a single direction. When you take a cutting, or prune a plant you are removing the terminal bud so the plant automatically attempts to replace the growth that you removed, but for each cut that you make, the plant will usually set three, four or five buds where you removed a single cutting or branch. Looking at the drawing you can see where we only made three cuttings, but ended up with multiple new branches.

So essentially, the more cuttings that you take from your stock plants, the more cuttings the plants will produce. And that's what makes this business of growing and selling small plants so awesome. The more cuttings you take, the more cuttings the plant makes. It's an endless supply of cuttings. Before long, in your yard, no matter how small it is, you have a self replenishing inventory of plants that you can propagate.

No other business in the world has that advantage!



like to touch on some of the hidden advantages of growing and selling small plants. This kind of gardening improves both your . . .

Mental Health and Your Physical Health.

Do you like to go to the gym and exercise? Weight machines, treadmills, elliptical machines, dumbbells etc.? Me either.

Maybe you do like to exercise. Some people live for the hours they spend at the gym. I'm not one of them. During the winter when I can't do much else I will go to our local fitness center and work out, but it's not something that I really enjoy. I do it, not all that often, and when I do, I really don't enjoy it.

But working outside with plants? I love working outside and I love working the small plants. The more I work with them the more I appreciate the time I spend with them. But better than that, working with small plants burns calories, it burns energy and it will invigorate you! I promise it will!

30 minutes of exercise feels like really, really hard work, where all day working with plants burns more energy, more calories and it's just flat out fun and relaxing. You go to bed tired but completely relaxed. It's a great way to get into shape without doing exercise that you don't enjoy.

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Medical experts often recommend gardening because it does burn a lot of calories, reduces stress and has been known to lower blood pressure and it can have a profound effect on your mental health.

When somebody is actually excited to give you money for a plant that you grew with your own two hands there is no better feeling in the world. It's amazing because those who buy plants from you will be in awe of what you do. It is one of the most satisfying things in the world! I love what I do! Can you tell?

Okay. On to the nuts and bolts of making this work!

I'm presenting this as a home based business, but of course you can do it anywhere you want. As a home based business there are things that you have to take into consideration.

Am I allowed to do this at my house, in my town? I don't know the answer to that. If you live in a city I am sure they have some rules on the books regarding what is allowed and what is not allowed. My advice is to go to your public library and see if they have a book of the codified ordinances on hand. You may also be able to find those online as well.

I suggest that you read those ordinances before you talk to anybody at your town hall or city hall offices. Make sure you understand them before you approach your local government officials. Once you understand what is and what is not allowed, it's possible that you can design your home based business in such a way that it complies perfectly.

Think about the language that you use before you speak to any public officials. Don't make what you are doing sound more involved, or more grandeur than it really is. Ask yourself this. Exactly what is it that I am doing?

If you tell somebody that you are going to start a nursery in your backyard they are going to see images of big greenhouses, tractors, big piles of growing materials, migrant workers and a ton of traffic in and out of your yard. That's not what you are doing, so be very careful to not let anybody paint that mental picture of what you are doing.

What you are really doing is growing really small plants. Maybe it's a hobby that you enjoy and since you like growing them, maybe you'd like to sell a few to make some extra money. If you know or suspect that having retail customers coming to your home is going to throw up a great big red flag, then make sure that your business model does not involve people coming to your home.

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Having people come to your home is not really the ideal way to do this business. Plants ship nicely. I buy plants all the time from people all over the country. I buy a lot of plants from customers of mine that learned this business from me. Really. I really do buy a lot of plants from my customers. I'm proud of that. I'd like to think that I am doing something right if my customers are doing such a great job that I can buy from them.

I just place an order, they pack them in box and they either ship them Priority Mail through the post office, or they ship them to me via UPS or Fed Ex. It's usually UPS because when I order I usually order a lot! Hundreds of dollars worth of stuff at a time. But a lot of customers place smaller orders so Priority Mail works perfectly.

Plants ship nicely and never having to meet or deal with customers in person has its advantages. Especially if you are in a residential neighborhood and don't want to attract a lot of unneeded attention to what you are doing.

If you live in a neighborhood that has a homeowners association, chances are there are some rules that you have to follow. Here's my advice. I'm not suggesting that you do anything that is not allowed, but regardless of what's allowed and what isn't, I suggest that you tell your neighbors absolutely no more than you have to.

People are quirky. If they think that you are all of a sudden making a bunch of easy money, they'll try and create some grief for you. Secretly of course. They'll smile at you and all of that, maybe even visit more than ever before, but there are some that just won't be able to accept the fact that you are making a little extra money. It's human nature. I'm not sure why, but that's how it is. Just let 'em wonder what you're up to.

Quick recap. Don't let your neighbors or people in your local government offices get an overblown impression of what it is that you are actually doing. In the simplest form, you are growing small plants in your backyard and would like to sell some of them. If you live in a rural area and have a lot more liberties when it comes to what you can and cannot do at home, you can expand your operation considerably.

If you live in a residential neighborhood that is really restrictive you can probably find a place away from your house where you can set up a small growing operation. There are a lot of businesses that have room behind the business that is being used for absolutely nothing. The business owners usually have to pay somebody to keep those areas mowed and clear of debris.

It's possible that you can work a deal with a business owner, or a building

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owner and use a small area behind their business. Offer to trade your service in lieu of paying rent on that space. Offer to cut the grass and/or wash the windows for the business owner. When you start growing small plants you really only need a very small area. You can get started in an area as small as 5' by 10'. More about that when we get in to the actual growing of the plants.

But before we move on there's a point that I have to make. Don't let anything or anybody discourage you about doing this business. Once in a while I get an Email from somebody that says; "Mike, I can't do this because blah, blah, blah."

My wonderful grandmother used to say to me and anybody else she heard tossing around excuses about something that couldn't be done; "Honey, if there's a will, there's a way." Simply said, but really deep. I won't call you Honey like Granny did, but I beg you to not give up easily. I have seen this simple little business become a life changing event for many, many people. Don't let anybody or anything crush your dreams.

Find an index card, an envelope, or a cereal box top and write out these words; **"If there's a Will there's a Way!"**

Got it? Good.

Okay, once you have decided on how to present your home based business and have done some research on local zoning, ordinances and homeowner association rules etc., it's time to move forward and get things moving in a forward direction.

Legal stuff. Business licenses etc.

The good news is that most of what you need is pretty basic and simple. Essentially you need the same permits etc. that anybody with a home based business would need, with one exception because you are dealing with plants. Many communities are now realizing that more and more people are working from home and they are changing what is required and what is or is not allowed.

I suggest that you research what you'll need, then decide when you need to fill out those applications. In many cases you won't need the permits or licenses until you are ready to start selling your small plants, but it's good to know for sure in advance what you'll need and when.

Beware of the government office clerk who makes up her own rules and interprets things they she'd like them to be and not the way they really are.

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That's why I suggested that you research the rules and regulations before you present yourself at any government office.

I spent 25 years working for a city and on a daily basis I couldn't believe what low level government employees were telling people. They really do make up their own rules! My advice. Stay calm, stay relaxed and just listen and take notes, including clerks name. Just doing that, obtaining his or her name and writing down what they tell you will really make them think about what they are telling you.

You may or may not need a local business license. That varies from city to city and state to state. Inquire at your county offices about that. In most states you need a vendor's license so you can charge sales tax on the things you sell and remit those taxes to the state. I'm sure you can apply online or at your county offices. But in most cases you don't need the vendor's license until you are actually ready to start making sales.

It's a pretty simple process, you apply for the license, they give you a vendor number. When you make a retail sale you charge sales tax based on the tax rate in your county. Then either monthly, quarterly or on a semi annual basis you remit the taxes you collected to the state. It's important that you give your customers a receipt and keep a copy for yourself showing what was sold, for what amount, and the sales tax collected.

As a plant producer you will also need a license from your state department of agriculture. The purpose of the state license is to make sure that nobody is selling plants that are infected with disease or insect infestations that can be spread to other areas of the state or the country. This is to protect all of us as commercial plant buyers as well as retail plant buyers.

When I go to a local garden center, a big box store, or place a large wholesale order from somebody in another state, I want to be able to make that purchase in confidence. I certainly don't want somebody sending me plants that are disease or insect infected. All nursery stock producers have to be licensed and inspected, then they are issued a certification from their state department of agriculture that they can pass on to their customers certifying that their plants are certified as disease and insect free.

It sounds like a bigger deal than it is. And again, you probably don't need this until you are ready to start selling your plants. You should be able to fill out the application online. Once you apply the agricultural inspector will stop by to visually inspect your plants then you are usually mailed your certification.

Don't be concerned about this process. It's very routine and the inspectors

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are very friendly and helpful. They are not coming to inspect your house, property or anything like that. All they are interested in are the plants that you intend to sell. They simply look at the plants looking for things that you may not be aware of. Primarily insects and diseases. I've been doing this for years and years and my experiences with my local inspectors have been nothing but positive and informative.

I'll let you in on a little secret. These folks are spread really thin and they work pretty darn hard trying to get all of their inspections done. Many of the places that they inspect cover hundreds if not thousands of acres. It's a difficult and boring process to visit all of the fields, inspect all of the plants, then issue any reports that need to be issued. When they get a chance to inspect a small place like mine or yours, especially somebody that is just getting started, it really is a break for them! Bing, bam boom and they are done. My report usually says; "No apparent pests found."

If you are just starting out it might take them months before they even make it to your place, they are that busy! So I always suggest that people apply at least six months before you start selling plants. That gives them plenty of time to get to you.

Remember! It's a very simple, painless process. And if you're lucky enough to be there when they stop by you'll learn a ton in just a few minutes visiting with your inspector. They are walking and talking encyclopedias when it comes to plants.

Properly Named Plants

This is really, really important. When you are growing and selling small plants you can't guess at the name of the plant that you are growing and selling. You must have documented proof of the exact common and botanical name of the plants that you are growing and selling. The only way to get that document proof is to have the original plant tag that came on your plant the day you bought it.

Why is that so important?

Because there are so many plants that look almost identical to each other, but they are not exactly the same. Think about the Japanese maple tree. Nice plant right? How many different kinds of Japanese maples are there? Do you know? There are more than 250 different varieties of Japanese maple trees. You can't tell them apart by looking at them! So many of them look very, very similar to one another.

lies. There are all kinds of different Japanese Hollies. They look a lot alike, but they are not identical to one another. The only way to know for sure what variety that you are looking at is to have the tag in front of you.

This really is serious stuff. In the nursery industry they take this really serious and you need to get started off on the right foot. Don't guess at what kind of plant you have. If you don't have the tag, you honestly don't know. You have to trust me on this. I learned it the hard way and I had to throw away plants because I "thought I knew what they were". I was wrong and I figured it out way too late. Don't make that mistake.

Patented Plants, Registered Trademarks

Some plants are patented and it's actually against the law to propagate them. What????? How can that be?

This is how that works. There are two ways for plants to be reproduced. Nature intended for plants to reproduce through sexual reproduction, which is basically by seed. The plants bloom, the blooms are pollinated by bees and other insects moving pollen from one plant to another and seeds are produced.

When plants are grown from seed the off spring that are produced are not always predictable, and in many cases not predictable at all. Just like with humans and others mammals, the off spring is not an exact clone of the parent. Same with plants. Therefore plants that are grown from seed are usually not patented.

If they are, it's not something that I am familiar with. I think with some farm crop seeds that have been genetically engineered might be patented, but I won't pretend to know a lot about that because I don't!

But for all practical purposes here, most landscape plants that are patented are only protected against asexual reproduction which does not involve seed, but using tissue to create new plants. The tissue, whether it's a cutting, a bud, a graft scion of a very small amount of tissue as is the case with tissue culture propagation, the tissue that is used to make new plants contains the exact DNA of the parent plant. Therefore the off spring are exact clones of the parent plant. That's a sexual reproduction.

So where do new plants come from and how are they patented?

In many cases new plants are what are called chance seedlings. Many plants are grown from seed in the nursery industry. Evergreens like Blue Spruce, Canadian Hemlock, White Pine are often grown from seed and

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beautiful plants are produced. But because they are grown from seed they vary in color, size and shape.

But every once in a while, one of those seedlings is truly unique compared to all of the others in the batch and that particular seedling might have outstanding characteristics that are highly desirable. When that happens a very astute grower notices, isolates that plant and grows it for a number of years. If the plant maintains those desirable characteristics the grower starts propagating the plant via asexual reproduction to get exact clones of the original plants.

In order for a plant to qualify for a plant patent it must be unique to all of the other varieties in that species and the reproductions from the original must remain stable. In other words, the desirable characteristics of the original plant must be transferred to the off spring with every single clone that is grown.

If all that happens the grower can apply for plant patent which protects the plant for a period of 20 years. During that time nobody can propagate that plant via asexual reproduction without written permission from the patent holder. Usually the holder of the patent will issues licenses allowing others to propagate their patented plant with very strict terms.

A typical license agreement might involve an up front fee of one thousand dollars or more and a per plant royalty that can range from 25 cents on low priced plants to a dollar or more on trees. In some cases the licensee must agree to promise to produce and sell a certain amount of the patented plant per year before they are issued a license. That can be in the neighborhood of ten thousand plants per year. It's big business.

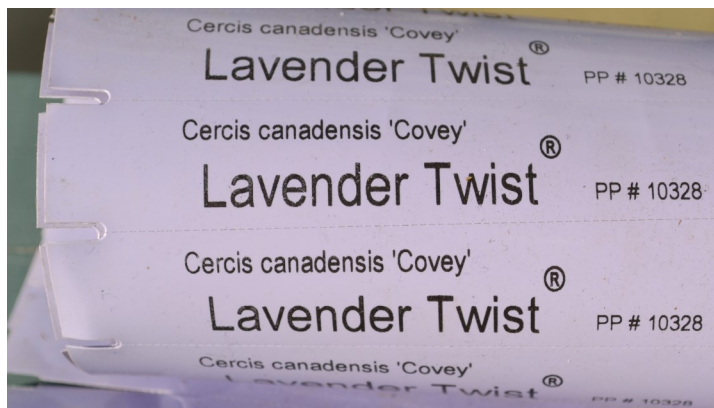
Not all patented plants are chance seedlings. Many are created in greenhouse situations where growers do forced, cross pollination trying to intentionally create new varieties.

However it's done it usually don't involve growers like you and I. Unless of course we get lucky enough to find one of those chance seedlings and are smart enough to spot them. But I have to tell you, they really are one in tens of thousands, or hundreds of thousands, or one in millions. It happens, but it's pretty rare.

But what you and I have to be aware of, is which plants are patented and which ones are not. How do you know? You buy your stock plants from growers that you trust. Remember my rant about growing plants that are true to name? Well, you have to trust the people you are buying your stock plants from to properly label their plants. If your supplier is reputable and

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trust worthy, he or she will never sell you a patented plant without it indicating right on the tag that the plant is patented. Like this.



This tag is for a Lavender Twist Redbud tree which was discovered, developed and patented by a friend of mine, Tim Brotzman of Brotzman's Nursery in Madison, Ohio.

The botanical name of the tree is *Cercis canadensis* 'Covey'. *Cercis* is the botanical name for Redbud Tree. *Canadensis* means Canadian Redbud and 'Covey' is the cultivar, or variety name. The original plant, a chance seedling, was found growing in the garden of a woman in upstate New York and her last name was Covey. The plant was named after her since it was found growing in her garden.

Two really important things to note about this plant tag. To the right you can see PP # 10328. That's the plant patent number, indicating that this is a patented plant. The other thing is the trademark ® symbol. Not only is this plant patented, but the name of the plant is trademarked. The plant patent, to the best of my knowledge, expires twenty years from the date of issue. But the trademarked name doesn't expire for many, many more years if at all.

So what does all of this trademarked names and plant patent stuff mean to me and you? It's simple. Lucky for us there are all kinds of plants that are not patented and the names are not trademarked and we are free to propagate them to our heart's delight. Those are the plants that I focus on and you should do the same.

Do I have any patented plants in my nursery? Yes I do. Two that I can think of. I have quite a few of the Lavender Twist® Redbud trees and I've got a few Redbud trees that are called 'Hearts of Gold'®. Both are patented and the names are trademarked.

How can that be? How can I have them in my nursery?

I don't propagate them, I simply buy them from a grower who is licensed to propagate and sell them. When I bought them I paid the royalty on the plant and I had to buy tags like the ones that you saw on page 20. Even though they are patented, I am free to buy and resell them as long as I don't propagate them and as long as I pay the royalty at the time of purchase. I am also required to properly tag them when I sell them. That's why they make you buy the tags when you originally buy the plants.

Confusing? A little. Just check the tags on the plants that you buy and make sure they are not patented. The longer you do this the simpler it gets. I know, it's a lot to take in all at once but I know you'll do fine.

What should I grow?

Ahhh . . . That's the million dollar question that everybody asks and the answer is much simpler than most people want to accept. Find plants that you like, plants that are popular in the local garden centers around your area, things that your friends like, and start growing those.

After saying that this is what I get next. "All of my friends like Knockout® Roses and those are patented. I can't grow those! There's nothing I can grow that people like."

Please don't go there. Here's the deal. Most people know a lot less about plants than you think. They really don't know what they like because they really and truly are only familiar with a few plants. There are soooooo many different plants that you can grow and sell. I have no problem finding things to grow in my nursery and I'm in zone 5 which is pretty darn cold. None the less, I never run out of different things to grow in my nursery.

Knockout® Roses. Do you really want to grow Knockout® Roses? Then grow them! Inside of our members area at <http://Backyardgrowers.com/join> you can find a wholesale source for just about any plant that you are looking for. Just buy them wholesale, the grower will charge you the royalty and sell you the tag at his cost, and you can be in the Knockout® Rose business.

However, don't get all caught up in the plants that a few people are asking for. When you show them the plants that you have, show them a color photo of the plant in full bloom, they'll fall in love. Trust me they will. They are hampered by what they don't know. They will look to you for

guidance.

Does that scare you? People looking to you for guidance? Don't worry about it. Once you dive into growing and selling small plants you will be an expert in no time flat!

If you get into our members area that will make you an expert in no time because you'll be interacting with me and other successful growers and the exchange of information on a daily basis will bring you up to speed quickly. More about the members area later in this report but you need to know this now.

I've been doing this for a long time. Both growing and working with plants, but for at least fourteen years I've been teaching this to others. The people that I have taught have absolutely amazed me with not only their success, but also at how fast they truly have become experts at this. You are a hop, skip and a jump away from becoming an expert!

Quite some time ago I put together a list of 21 plants that were easy to grow and sell like crazy. Before I was done compiling the list I had 31 different plants on this list and now it's grown way beyond that. So here it is;

21 Plants that are Easy to Grow and Sell Like Crazy

The following 21 plants are really easy to grow and they sell like hot cakes. They always have been really good sellers and they always will be really good sellers. And this list is just the tip of the iceberg when it comes to plants that you can grow and sell that people want to buy.

1. Forsythia (my favorites are Lynnwood Gold and Kumson)
2. Red Weigela
3. Varigated Weigela
4. Pink Flowering Weigela (two more Weigela are Java Red and Tango)
5. Red Twig Dogwood
6. Fragrant Viburnums
7. All Flowering Viburnums
8. Potentilla (pink, white and yellow)

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9. Dappled Willow
10. Pussy Willow
11. Daylillies (this list of Daylillies is endless!)
12. Hosta (same with hosta, countless varieties and they are popular!)
13. Huchera (a lot are patented, but many really nice ones are not)
14. All kinds of Perennials
15. Armeria
16. Boxwood
17. Japanese Hollies
18. English Hollies
19. Rhododendrons
20. PJM Dwarf Rhododendron
21. Hydrangeas
22. Rose of Sharon
23. Dwarf Alberta Spruce
24. White Dogwood trees
25. Chinese Dogwoods
26. Blue Rug Juniper (Green Mound Juniper, Skyrocket Juniper, Witchita Blue Juniper, Old Gold Juniper, Gold Coast Juniper)
27. Gold Flame Spirea
28. Gold Mound Spirea
29. Ornamental Grasses of all kinds
30. Crimson Pygmy Barberry

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31. Rosy Glow Barberry

Okay, that's 31 and I could go on forever.

Here are some plants for warmer zones, 8,9, and 10

Fragrant Tea Olive,

Gardenia,

Camellia,

Azalea,

Jasmines

Palm trees

Tropical Hibiscus

Burgundy Chinese Fringe Flower

Bougainvillea

Owari & Hamlin Oranges

Satsuma

Kumquat

Azalea (endless varieties, many varieties that also do well in the north)

Crepe Myrtle (Lots and lots of varieties)

Lilies

Camelias

Amaryllis

Hybrids such as Blossom Peacock and Papilio

Japanese Pieris

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Satsuma's

Star gazer lilies

Crape Myrtles of all kinds

Gardenia varieties-evergreen

Azalea varieties-evergreen & deciduous(native)

Camellia varieties-evergreen

Fragrant Tea Olive-evergreen

Nandina varieties-evergreen

Loropetalum/Chinese fringe flowers

Chase Tree

Abelia –so many new exciting varieties –good for zones 6-10!

Viburnums

Daphne

Cleyera-evergreen

Burning Bush/ Euonymus varieties...

Spirea –especially Bridalwreath, Little Princess, Goldmound...

Butterfly Bushes

Jasmines (vines-Carolina, Confederate)

Confederate Rose

Lady Banks Rose

Anise (check out Florida Sunshine)

Holly-Soft Touch/Sky Pencil/Youpon/Burfordii....

Crape Myrtles

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Japanese Magnolias(Saucer, Betty, Royal Star...)

Southern Magnolias

Dogwoods

Red Buds

Japanese Maples

Evergreen hedge trees/shrubs

Leyland Cypress

Murray Cypress

Arborvitae Varieties

Japanese Cedar(cryptomeria)

False cypress(Chamaecyparis...)

Shrubs for warmer climates

Nellie R Stevens

Wax Myrtle

Red Tip Photinia

Korean Boxwood

Radicans Gardenia

Loropetalum

Yaupon Holly

One Last thing about Patented Plants (then I'll shut up!)

Garden centers and big box stores are full of patented plants. Why? Because the big growers that own the patents do a lot of advertising of their patented varieties so the stores want to stock them. But here's what

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you need to understand about that. They do a lot of advertising in gardening magazines etc. That means only the people that read gardening magazines are going to ask for them. That leaves a ton of non-magazine reading people that will be happy to buy what you are growing.

Here's another thing that happens. People see the ads for these new promoted varieties of plants, run to the garden center to get them, only to find out nobody in their area has them. Too often the advertising is ahead of the market. A lot of nurseryman won't get into this whole "patented plant thing" and they just won't grow them.

One more thing you need to know. Often times, not always, but often times a brand new patented plant looks and acts a lot like an older plant that's been on the market forever. If people actually knew that, they'd be perfectly happy to buy the more established older plant for less money.

People will buy what you grow! They want colorful plants, they want flowers, they want evergreens for hedges and privacy and they want plants that will do well in the shade. A lot of people have a shady area they need plants for.

I'm constantly remind our members that we have a moral obligation to find the best, non patented, absolutely beautiful plants that are being kicked to the curb by the industry because they want the buying public to buy the patented plants. It is our job to make sure these plants never find their way off of the market. I need you to join me in that cause!

Why is that? Why are they pushing the patented plants?

Royalties. When you grow and sell a non patented plant you get to keep all of the money. When somebody grows and sells a patented plant the royalty gets kicked back to the patent holder. I don't blame them. It's big, big money. But somebody has to take up the cause for the old established plants and to make sure they stay on the market. And at the same time we are introducing new generations of gardeners and plant lovers to some incredible plants that have lost their way.

It's a noble cause. You'll feel proud to be a part of it.

Where can you find all of these non patented plants? Our members area. Many of them you can buy right in the members area at wholesale prices from other members of <http://backyardgrowers.com/join> And buying from other members is so much easier than trying to buy from many of the big wholesale growers.

I've been in this business most of my life and I can and know how to buy from any wholesale nursery out there. I prefer the members area. Buying in the members area is as easy as pie. You see what you like and you let the seller know how many you want. That's it, the deal is done.

Buying on the wholesale market isn't anywhere near that easy. They are used to dealing with really large nurseries that routinely place orders for tens of thousands of dollars worth of plants. They really don't want to be bothered with our small orders. Years ago, I mean years ago, I was told by a local wholesale nursery that they really couldn't be bothered with anybody that couldn't spend at least \$50,000 a year with their nursery. Really? Anything less than \$50,000 is chump change? And that had to be twenty five years ago that I was told that!

Selling to Landscape Contractors and Garden Centers

Think about what you just read. Back when I was told that if I couldn't spend at least \$50,000 a year with that nursery I was a landscape contractor. As a landscape contractor there were a number of medium to large wholesale nurseries in my local area that I quite simply could not do business with? Why? Because they just made it next to impossible to do business with them.

They all had lots of big customers that were placing really large orders on a regular basis. They couldn't be bothered with the hundreds or thousands of dollars that I was spending a week on plants. Not much has changed since then. This means big opportunities for you and lots of other small growers around the country.

These landscaping firms and independently owned garden stores need a place to buy plants from that has fair wholesale prices, is easy to do business with, will get their order put together quickly and will get their truck loaded quickly so their driver can be on his way. These people need you! These people desperately want somebody that will make buying plants easy for them!

The most important thing in the world to a small business owner, especially a small business owner in a season business that has crazy busy times of the year, is time. Time is their greatest asset and people who waste their time are their worst enemy. Large wholesale nurseries waste their time!

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They do absolutely nothing to make the process of buying plants easy for these smaller contractors.

I cannot stress this to you enough. If you make buying plants easy and painless for these wholesale buyers they will love you! And they will honor you with their repeated patronage.

How do you start doing business with them? First of all, you need a product that they need and want. Landscape contractors buy all kinds of nursery stock from large shade trees to flowering shrubs, evergreens, ground covers and perennials. Some also buy annuals and hanging baskets. When they use ground cover and perennials, they use a lot of them! A lot on one job!

One of the smartest things you can do is first compile a list of all of the landscape contractors and independently owned garden stores within a certain radius of your house. I'd say start with a radius of 25 to 50 miles. This will be a relatively small list, which is a good thing because it's much easier to work a small list of potential prospects than it is a really large list of prospects.

How do you find out who they are and what their contact info is? They are all licensed by the state department of agriculture. Since most of them are not growers, although a few might have a small greenhouse, most will have a nursery stock dealers license. You can get this list from your state department of agriculture. Usually they charge you a very small fee and give you the list on a CD. This is actually a public records request and in all states that I know of they are required by law to give it to you if you ask for it. They're usually pretty good about it and these requests are routine.

Armed with that list the first thing you should do is start calling up some of the local landscapers and engage them in conversation. The goal of these calls is to find out what kind of plants they need and would buy from you at the right price. Ask them if having plants delivered to their place at no extra charge would of any help to them. Remember what I said about time? Offering to deliver the plants at no extra charge is going to put you way ahead of any competition that you might have.

And . . . If you offer to deliver the plants you don't have any traffic coming to your place. That could be a big advantage to you if you live in a residential neighborhood and don't want traffic coming to your house.

One way to start the conversation with landscapers is to call and ask if they have any used nursery pots that they'd like to sell. Nursery pots cost money and you are going to need some. The bigger ones can be a few dollars

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each. Landscapers accumulate a mountain of used nursery pots in a single growing season. So, not only are you going to find out what kind of plants they need, would like to buy, are having a hard time finding, but you might also end up with a supply of nursery pots for a very small amount of money.

Landscapers and garden centers love perennials because they add instant color to any landscape. In the past few years I've purchased some perennials from a couple different wholesale nurseries and I was surprised to find out that these nurseries are often charging \$5.00 or more for a one gallon perennial. And that's wholesale! You can easily slide right into that market and build yourself a nice little wholesale perennial business!

Let me tell you something. When you divide up a perennial plant you can get dozens and dozens of new plants from large perennial plant. When you start selling those things for \$3.97 or \$4.97 each, it's like money falling from the sky. There's big money in these small plants and if you cultivate just a few wholesale buyers they are likely to keep you really busy just filling their needs.

Okay, you've got your list of local landscapers and garden stores. Probably less than 100 names on the list. You've called a bunch of them to find out what they need, what they'd like to buy from you. So now you have a pretty good idea what to start growing.

But, but, but . . . Let me clarify this. Don't wait until you've done all of these things before you start growing. Start growing first. Don't spend days, weeks or months planning this out.

Get Started Right Now!

Start growing things that flower and/or have good color. Somebody will buy them from you! Don't grow five thousand of one thing, but do grow dozens or hundreds. If you do a good job, trim the plants as needed to make them fill out, if they look good and fill the pot they are in, somebody will buy them from you. Don't wait. The money is in the plants, not the thinking about or planning of the thing. The money is in the plants!!!

Okay, so you've got your list of let's say 100 landscapers and independent-owned garden centers. Start mailing them your availability list. An availability list is the list of plants that you have on hand right now that are available for pick up or delivery. Print up your list, don't be afraid to put some color photos in the listings, even though, when selling wholesale photos are not necessary. Wholesale buyers are used to buying from a black and white availability list.

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When you compile this list don't try and make your operation look and feel like some kind of a big time operation. They don't care about that. This is what they care about.

1. Nice looking plants.
2. Fair wholesale pricing.
3. Ease of doing business with you.

The smaller you are the easier it is to do business with you. They like that. Give them your cell phone number and keep a pen and pad of paper with you at all times. When they call they want a person, not voice mail. It should be like ordering a pizza. *"Two large pepperoni pizzas, they'll be ready in 20 minutes. Thank you!"* Ordering plants from you should be that easy. And if you make it that easy, you make their life easier, less stressful, you become their preferred vendor.

It really is that simple. So don't try and make yourself look like some big operation when you prepare your availability list. They have had it up to their eyeballs with big nurseries. They will love the feel and fit of doing business with you.

Back to the list. Prepare your availability list. Don't worry if its' not extensive. A nice short list will have a homey feel to it. Everyday mail 5 or 10 of your lists to you prospects. Give them a few days to get the list, then call them up and ask if they got it and have any questions for you. Once again, these phone calls will be worth their weight in gold to you because you will learn a lot. A few of things that you want to learn while you are on the phone with them are . . .

1. Who does the buying?
2. What is that person's first a last name?
3. What's the best mailing address to use for that person?
4. Are there any plants that you are looking for in particular.

Anything else that you can think of add to this list. What you are doing is enhancing your prospect list so you can personalize the letters that you send out.

How should you address the envelopes. By hand! With a blue, green or maybe exotic colored pen. Trust me, that will get the envelope opened. If they don't buy from you should you mail to them again? Yes. How often? At least once if not twice a month. How long do I mail to them if they are not buying from me? Until they go out of business! Really? Yes, and this is why.

Lifetime Customer Value

When you sell plants to a retail customer they might buy from you once, twice, a few times a year. Probably not spending more than \$100, or \$200 with you over a period of several years. Some retail customers won't spend more \$100 with you in their lifetime.

Wholesale customers buy plants weekly. It's how they make their living! They make their living working with plants and each and everyday that they are working they need plants to do what they do. They buy plants wholesale. They are not growers, they don't want to be growers. They are plant dealers. They buy them from one place and sell them to their customers. They are plant moving machines!

They buy thousands, tens of thousands of dollars worth of plants each and every year for years and years and years. Pretty much until they die. They have to buy from somebody. It's not an option. They need plants. You need to stay in touch with them until they start buying from you. Once they do, you have to do everything in your power to make sure they keep buying from you.

Good quality, fair price, make it easy for them to do business with you.
They have an incredibly high lifetime customer value.

Easily into the tens of thousands of dollars. Compare that to the average retail plant buying customer. They are prospects that are worth pursuing for a long, long time.

Okay, let's get down to the nuts and bolts of **Making Baby Plants!** And this is how easy it can be. About a year ago I bought some Daylilies in one gallon containers from a wholesale nursery. I took them back to my place, slipped them out of the pot and started tearing them apart, getting as many little divisions from them as I could.

I took those divisions and planted them in a bed approximately 48" by 60". Here we are about a year later and I now have to dig those Daylilies out of that bed and divide them again. That's how much they have grown in one season. This time I'll put the divisions right into small pots and I'll be selling them later this summer. I'm getting away from bed planting. Bed planting is fine, but if you can do containers and have a good potting mix I

think you'll find it a lot easier.

Now here's the crazy part of this story. As I was shaking those Daylillies out of the pots and dividing them up I was shaking off the soil. There were also a lot of small root pieces mixed in with that soil and as I worked I scrapped it all into a wheelbarrow. When I was done I took the soil in the wheelbarrow, dumped it on the ground and made a little bed out of my left over soil. I watered my small pile of dirt on a regular basis until winter. Come spring that bed produced dozens of small Daylily plants, from what really was nothing but left over soil.

And that's what's really cool about this business! You can create salable products from your scraps! For the most part that's the easiest way to produce perennials, but I do have a lot of growers that grow perennials from seed as well.

The Art of Rooting Cuttings

Most perennials are multi crowned plants which is why they can be divided over and over and over. Hardy shrubs are not like that. They have a single crown and cannot be divided. They have to be grown from cuttings. There are a lot of different ways to root cuttings but I am going to give you one of the easiest methods for you to use at home.

Should you decide to become a member of <http://Backyardgrowers.com/join> I've got another *super secret strategy* that will allow you to root tens of thousands of cuttings at one time. I've been using that method for years and it is amazing. I don't have room to go into it here and I really do reserve that information for our members. But until then, I'll show you the other method that I use on a regular basis. But first, let's cover some basics so you better understand what you need to do and when. And why timing is so important.

I am in northeastern Ohio, USDA growing zone 6. Used to be zone 5, but they recently updated the zone map and changed it. We'll see if that sticks. You can find your zone here: <http://planthardiness.ars.usda.gov>. But anyway, if you are in a warmer zone than I am, or a colder zone than I am, just adjust your timing accordingly based on what you are about to learn.

Timing is so, so important when it comes to propagating plants. The technique is important, but the timing is more critical than that. Here in Ohio plants usually start leafing out around mid April. Typically the third week of April usually when all of the leaves appear. Ironically, spring is pretty much the worst time of the year for propagating plants because they plants are too busy making leaves and putting on new growth and any attempts at

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trying to get them to make roots is unsuccessful.

So the timing goes like this. Third week of April the plants leaf out. Almost immediately the plants start growing like crazy and in a matter of just weeks they will easily put on 4" to 12" of new growth depending on the plant. That new growth when it first appears is really soft, tender, and very pliable. As the growing season goes on that new growth starts to harden off.

By early June the new growth has hardened off a little, but it is, by industry standards, considered "softwood". By mid to late summer the new growth has hardened off a great deal more and by industry standards is referred to as semi-hardwood. As fall and winter approach plants start to prepare for the coming cold weather so the new growth starts to harden off a lot more so it will be durable enough to make it through the winter. By November the new growth is considered to be "hardwood".

When you are rooting cuttings you are dealing with one of these three kinds of cuttings. Softwood, semi-hardwood and hardwood. Softwood cuttings are soft and pliable. With most plants they root quite easily, but they are also fragile and will fail quickly if the conditions are not just right.

Semi-hardwood cuttings are more durable, but because the wood is harder, it takes them longer to root. Hardwood cuttings are really quite durable, but with the wood being so much harder the rooting process can take a number of months, up to twelve months. It's a long process.

So let's make things easy for you. Here in Ohio the ideal time to start taking softwood cuttings is no earlier than June 1st. That's about the earliest that they are hard enough to stand up on their own as we wait for them to make roots. If you are in zone 7 or 8 you can probably start as early as mid May. Whether it's June 1st or mid May, as they say in the hood, that's jump street!

Whatever the date is for you, from that day forward you can make cuttings all summer long, into the fall, right up until the ground freezes. Can you make cuttings during the winter? You can, but the process is different, and I usually don't do it because I can make tens of thousands of cuttings from June through fall. That's plenty for me.

There are a lot of things that I don't propagate myself. If it's the least bit challenging I let somebody else do the propagation and I buy from them. Inside of our members area I can buy rooted cuttings and liners for as little as 50¢ to \$1.50 each and I buy a lot of them. I'm in the plant business. It makes no difference to me who propagated the plant. My goal is to sell it

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as quickly as I can, and often times that means letting somebody else do the propagation.

Small trees I for sure don't do myself. Many of the Japanese maples that I grow are grafted and even though I know how to graft, teach others how to graft, I have no desire to do it myself any longer. Why? Because grafting is usually done in a greenhouse and I do not want a greenhouse. Not in Ohio, it's too cold.

The greenhouse has to be heated if the heat goes out when you have a greenhouse full of freshly grafted plants, all flushed out with soft new growth, you can lose them all in one night. When I had a small greenhouse I found myself worrying about the heat, having to check it several times a day. It's just not for me. During the winter if I want to take off on vacation for a week or two I don't want to be on vacation thinking about a greenhouse back home.

I can find plenty to do during the winter. I do all of my plant propagation from June 1st through Thanksgiving. Then I'm done and I can relax until spring.

So based on what you just read about new growth, softwood cuttings etc. pick the date that you want to start propagating and start gearing up for that date. On to the process and the tools and equipment that you need to root your own cuttings. It's pretty simple, I'll show you how to build a plant propagation box that will hold thousands of cuttings at one time.

How to Build Your Own Plant Propagation Box

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Please note. The glass that you see in this old door is not clear. It was, and you can't really tell from this photo, but I painted it white on the outside to reflect the rays of the sun. **Clear Glass Can Not Be Used!** It will burn up your cuttings!

As you can see from this photo this propagation box is nothing more than some 2" by 8" boards nailed or screwed together covered with an old storm door. Pretty simple stuff. But first, where to put this box?

When your cuttings are making roots they really don't need much sun at all, so this propagation box is best located in a shady area. Rooting cuttings is a summer sport, and if the sun beats directly down on this box it will be way too hot for your cuttings. So pick a shady location.

No shade in your yard? Create some shade. You can build the propagation box as I am about to describe, then build shade over top of it using upright posts with a tarp stretched between them. If you buy one of those inexpensive blue tarps that is 8' by 10', just set some posts in the ground the same size as the tarp and stretch the tarp between the posts and pull the tarp as taught as possible. A flat tarp like that is going to collect rain, so anticipate that happening. Me? I'd probably just cut a few slits in the tarp to let the water run out. If you can find a white tarp, that would be even better! The

white color will help to reflect the rays of the sun.

Of course you can do a better job with the shade if you want and put some PVC pipe or electrical conduit between the posts and across to keep the tarp from sagging. However you manage to do it, the propagation box really does need to be shaded.

Constructing the propagation box. You can make it any size you want, but I prefer to keep mine around 44" wide because a lot of building materials are sold 48" wide. So if I stay at 44" I can buy wire fence, lath strips, or snow fence to cover my box with and it fits just about perfectly. So keep that in mind. 40" to 44" is really about as wide as you want to make it.

How long? As long as you like. I'd suggest 8 feet long, 10 feet long, or maybe 12 feet long. Don't go too big at first because you can stick a lot of cuttings in a pretty small area. For the most part a cutting, while it is rooting, doesn't need any more than one square inch. So if you build a propagation box that is 44" wide by 10' long, you should be able to get approximately 5,000 in the box.

That's a lot of plants in such a small area. Once the cuttings are rooted they do not have to be immediately moved out of the propagation box. If I stick cuttings in June, they will probably be rooted in four to six weeks but I'll usually leave them right in the propagation box until the following spring when I'm ready to pot them.

When I build my propagation boxes I usually use two by eights. A two by eight is about 1.5" thick and 8" wide by the length that you choose. You don't have to use treated wood, but if you do it will last a lot longer. The chemicals in the treated wood should not harm your cuttings at all. It's never been a problem for me. But I often use untreated wood just because it's a little cheaper.

Let's say that you are going to build a box that is 44" by 8 foot long. You'll need to buy six, 2 by 8's that are 8' long because the propagation box is actually almost 16" deep. Basically it's two boards high. So this is what you'll do.

From two of the 2" by 8" by 8' boards cut four boards that are 44" long. You can nail the box together or you can screw it together with deck screws. I usually use screws, but that's just a personal preference. Two of your 8 foot long boards will make up the sides of the lower half of the box. Two of the boards that you cut to 44" long will make up the ends of the box. Keep in mind, you don't want the box to be any wider than 44" so don't put the end pieces on the inside of the side boards. Put them across

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the ends of the side boards. That way the width of your box will be exactly 44”.

Build your lower box. Then right on top of that build your upper box. I usually attach the upper box to the lower box simply by putting a couple of deck screws through the side boards of the upper box at an angle into the lower box. Basically you are building two boxes that are 44” wide by 8’ long and stacking them on top of each other. That’s it. Nothing fancy. These things are like a kiddies sandbox. No frills, just two square frames, one sitting on top of the other.

Once you have the box built you might as well go ahead and put in your rooting medium. For a rooting medium you have two options and I’m not sure that one is better than the other for this type of propagation. In my boxes I use a very coarse sand. I buy it by the ton, in bulk from our local gravel yard.

The other option is to use a potting mix that drains well and won’t stay sticky and wet. Most of the bagged potting mixes that you buy at the garden stores are sticky and do not drain well. You can improve them by adding a lot of Perlite. How much Perlite? I don’t know for sure, but I’d say you can mix in at least 30% Perlite. Probably 40% Perlite. Or you can make your own potting mix, more about that later in this report.

I like coarse sand. It drains well, seldom has any weed seed in it and when I’m ready to harvest my rooted cuttings the sand falls right off the roots when I lift them out of the bed. I get this question a lot; “Mike, what exactly what do you mean by coarse sand?” So I’ll attempt to answer that for you here.

Coarse sand is a grade of sand that has larger particles than say, Mason's sand. Mason's sand is very fine textured and has very small particles. It is used for mixing mortar for brick laying. Mason’s sand has to be very, very fine.

The sand typically used in the making of concrete is much coarser and has larger particles. Water will drain through it very quickly, where fine sand will actually hold water.

The problem is that sand varies depending on the geographic area you are in. Sand is typically mined locally, so depending on the soil make up in your area, the sand will be different. Then all sand suppliers invent their own name for the sand that they sell. There is no standard.

So what you have to do is visit the gravel pit, inspect all the grades of sand

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they have, then select one that is a little more coarse than the finest grade they have. It's not rocket science, just pick one that water will run through.

Don't let anyone sell you crushed limestone. Crushed limestone packs hard as concrete and is too alkaline for rooting cuttings.

With that said, some people are buying "swimming pool filter sand", but I'm guessing that this too can vary from area to area. But if it is in fact sand, and used to filter water, then I would think it would work fine.

The most important thing about the medium that you use for rooting your cuttings is that it must drain well. It doesn't need any kind of nutrition or any thing like that. We are not encouraging the cuttings to grow, we just want them to stay as they are and work on replacing the root system that they were separated from when we removed them from the parent plant.

When you clip a cutting from the parent plant, that's really all the plant can think about it. I need to make new roots, I need to make new roots! The last thing you want to happen is for the cutting to start growing like crazy. That's not a good thing until the cutting has established some roots to support new top growth. So don't fertilize your cuttings when they are rooting and don't worry about using sand that has almost zero nutritional value. That's not important during the rooting phase. There will be plenty of time for growing later.

I make my propagation boxes 16" deep, really only 15" deep because the boards are only 7.5" wide so I can have 7.5" of rooting medium in the bottom of the box and still have 7.5" of air space above the rooting medium so I room for my cuttings and room left over for air circulation.

Once you have your propagation box built and filled with sand or another suitable rooting medium, you have to make a cover for the box before you put any cuttings inside. Using this system of rooting cuttings the box must be closed at all times to maintain a really high level of humidity. You can open the box to water and inspect the cuttings, but at all other times it's best left closed.

The best way to make a cover for your propagation box is to make a frame out of two by fours the size of your propagation box so the two by fours sit on top of the propagation box on their edge. Using lath strips or 1" by 2" wood put some wood strips across the top of the two by four frame.

What you are really going to do is stretch plastic over this cover but you need a few narrow pieces of wood going across the cover to support the plastic so it doesn't sag too much. The plastic that you use must be white

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in color. White plastic is really hard to find unless you go to a nursery supply company or a greenhouse supply company so I just by clear plastic and paint it white with latex paint and a brush. Works just fine. If it comes off I just slap on more paint.

The propagation box that I showed you on page 37 I used an old storm door as the cover and just painted the windows white. In order to do this I had to build the propagation box the size of the door that I had. This works okay if you have an old door laying around, but glass can be a pain.

In my case the old door was pretty much falling apart and I had to keep patching it together. And eventually all of the glass got broken out anyway by some young kids that found their way into my nursery. From here on out I'll stick with plastic. It's really easier.

At the top of page 42 you can see that I built a second propagation box and for that box I found a couple of old homemade storm windows that were made with one by two boards and plastic. I just used those old storm windows and made a two piece cover and painted the plastic white.

So it really doesn't matter what you use as a cover as long as it's white and you can cover your cuttings and trap in the humidity that it takes to keep softwood cuttings happy while they make roots. That's what you have to keep in mind. White to reflect the rays of the sun and something that is almost air tight so the humidity inside the box stays inside the box. It doesn't have to be, nor should it be, completely air tight, just closed.

Pretty simple so far right? Let's stick some cuttings!

Potentilla cuttings that have been clipped, stripped and dipped and are ready to stick. That's the process . . .

1. Clip the cutting from the parent plant. For best results use only tip cuttings from the current seasons growth (new growth)
2. Strip the leaves from the lower two thirds of the cutting.
3. Dip the cuttings in a rooting compound like Dip-n-Grow.
4. Stick the cuttings in the rooting medium in the propagation box.

Simple as that! Clip, strip, dip and stick.

What I do is quickly take a hundred, maybe two hundred cuttings at a time. I take the cuttings quickly because the cuttings are soft (softwood), it's summer, the sun is probably shining and the cuttings will fail quickly if I mess around. As I take them I put them in bucket and as soon as I get the number I want I head for a shady area to strip and dip the cuttings. I either

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work under a shade tree or in the building. I don't want the sun backing down on my freshly taken cuttings.

Once in the shade I start stripping the cuttings. I do this very quickly. Pretty much as fast as I can pick up the cuttings I strip the leaves from the bottom half or the bottom two thirds of the cuttings. As I do this I gather the completed cuttings in my hand, lining up the bottom, the cut end of the cuttings. When I have about 25 in my hand I dip them in the rooting compound and set them aside until I'm done stripping and dipping the rest of the cuttings. With a rooting compound like Dip-n-Grow the directions are

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on the bottle, but typically they recommend a 5 second dip in the mixed up solution.

For a rooting solution you can use no rooting compound at all, a liquid rooting compound like Wood's or Dip-n-Grow, or a powder. Rooting compounds are not magic. Most plants know how to make roots without a rooting compound but I almost always use a rooting compound because I know it increases my chances of success at rooting my cuttings.

You use a different strength of rooting compound at different times of the year. The harder the wood of the cutting, the stronger the rooting compound needs to be. That's why I like the liquid rooting compounds because you mix them with water and can easily adjust the strength as needed. The directions are on the bottle.

Once all of my cuttings (no more than 200 at a time) have been stripped and dipped I go outside and stick them in the propagation box. This too is a very simple process. I use a broad knife to make a slit in the sand so I can get the cuttings into the sand.

Softwood cuttings are quite pliable and not rigid enough to be forced into the sand without bending or breaking. A broad knife is a drywall tool. Like a wide putty knife. I use the one with a 6" blade, and use a short board as a guide and make a slit in the sand. I make my rows about 1.5" apart, but the cuttings in the rows are as close as 3/4" of an inch, no more than 1" apart.

When you push the cuttings into the rooting medium you only need to stick about 1" of the cutting into the sand. Once you have the row full, use your hand and gently tamp along the edge of the row to secure the cuttings so they don't fall over.

After sticking the cuttings that you have made up water the cuttings really well. You really want to apply a liberal amount of water because using the water you want to wash the sand down around the base of the cuttings eliminating any of the air space around the cuttings. As soon as you are done watering close up the propagation box. Do not leave the lid open for more than a few minutes at a time. Or as long as it takes you to stick 200 cuttings.

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This is a pretty site! A propagation box filled with thousands of cuttings. If you look closely you'll see that I stuck these cuttings in the fall as the leaves on the trees were just starting to fall. So like I said, you can start making your cuttings in June and just keep making cuttings all summer into the fall.

Not sure If I clarified this early, so I will now. Once your plants start to leaf out in the spring you should wait about six weeks before you start taking cuttings. Here in Ohio our plants leaf out around mid April, we start doing our softwood cuttings right around June 1st.

A Rooted Cutting has a Cash Value

Once your cuttings have rooted they can be officially called “rooted cuttings”. Of course a cutting that is barely rooted hardly qualifies as a rooted cutting. In order for a plant to be sold as a “rooted cutting” it should have roots that are at least 1” long and quite a few of them.

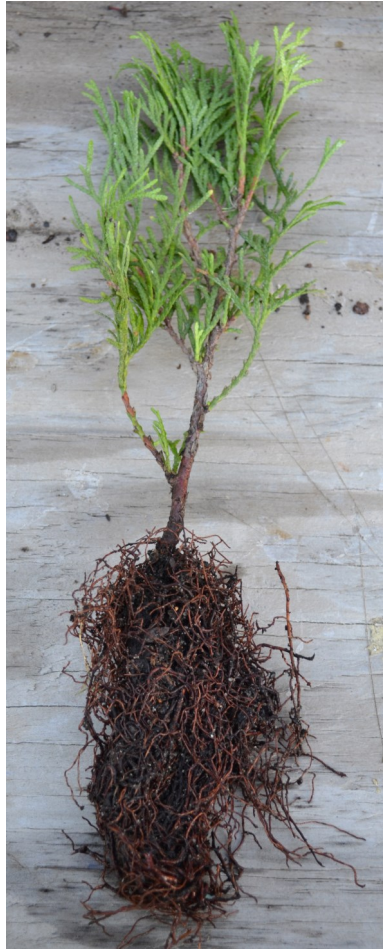
Some plants will start showing roots in two or three weeks, others can take six weeks or longer before they start too root. *“Mike, I can’t see the roots! How do I know if my cuttings are rooted or not?”*

Good question. Just tug on them a little. If they haven’t yet rooted they’ll slide out of the sand easily and you can inspect a few to see if they are showing signs of rooting. No roots? Just slip the cutting back into the sand and wait a while longer. You’re not going to hurt them if you inspect a few, but remember, a watched pot doesn’t boil. Just take care of them, watering inside of the propagation box daily, keeping that humidity level high, and wait. They’ll root, but not if you keep bothering them!

If you root cuttings in June or July, chances are they should have enough roots to be sold later in the year or the following spring. At the top of page 46 is a photo of an Emerald Green Arborvitae rooted cutting. Notice that it has a nice full root system, not just a few straggly roots. If you want to be in the business of selling rooted cuttings, which can be a good little home based business, you have to make sure that you are selling quality so people will buy from you over and over and often.

Here’s the truth. I can teach you a great deal about this business, but until you actually get out there and get your hands dirty, that’s when it all starts to come together. That’s when you really start learning. By doing. So don’t let any part of this intimidate you. Dive in and get started!

Where do you sell rooted cuttings? Who is going to buy them? Other growers buy rooted cuttings all the time. I buy rooted cuttings all the time! You can advertise on Ebay, you can advertise on Craig’s list and you can advertise in our members area. Before you actually sell any rooted cuttings I highly recommend that you place several orders from other sellers inside of our members area. That way you get an idea of what your cuttings should look like, and how to pack and ship them.



When you get to the members area ask the other members who they're favorite sellers are. They'll tell you! Many of our seller/members have raving fans. I sure know that I have a few people in there that I really like buying from as do the other members. Details at <http://Backyardgrowers.com/join>

Once your cuttings are rooted how do you over winter them? Especially if you live in the north, how do you protect them from the cold? As long as you are growing plants that are hardy in your zone, they should over winter just fine, right in the propagation boxes. I almost always leave my cuttings right in the propagation box until the following spring. Then I lift them out and pot them up. These little cuttings are tough little cookies!

Most importantly don't let them dry out. That's the worst thing that can happen to them. Freezing won't hurt them as long as they have enough moisture. I leave them right in the propagation box and close the lid. Since my lids are plastic and tend to collect water I just close the lids and poke a few holes in the plastic. Not enough to make the plastic tear, but just enough so the water that collects on the lid from rain and snow can seep inside and keep everything moist.

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The boxes in the above photo are full of rooted cuttings and closed up for the winter. That's how they'll spend the winter. Since they are rooted and ready to start growing as soon as spring comes I'll open up the boxes so the cuttings get some sunlight and water them as needed until I get them out of the boxes and potted up. Unless I sell them as rooted cuttings right out of



the boxes. Either way, come spring they'll wake up right on schedule and start growing.

How to Make Your Own Potting Soil

This is my secret potting soil recipe and my plants love it.

If you do any research on potting soil, or potting soil recipes you'll find that it can get pretty darn complicated. Fortunately for you, I don't like complicated. I'm a simple kinda guy, and my simple strategies have been proven to work really well.

There are only three things that you need to know about potting soil. It should be light and fluffy, it should drain well, and it should be very much organic. Keep that in mind as you gather your ingredients for potting soil.

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containers can dry out easily, and therefore should be watered daily during warm weather. So your potting soil needs to drain well. Then no matter how often you water your plants, the excess water drains through quickly.

For the most part, my list of ingredients for potting soil goes something like this:

Decomposed shredded hardwood bark mulch. Not wood chips from a tree service and not ground up pallets that have been dyed brown, red or black. Hardwood bark mulch is exactly as it sounds. It is bark that has been removed from hardwood logs before they run the through the saw mill. The bark is then shredded two or the three times depending on the supplier. Commonly known as double ground, or triple ground mulch in some places.

But what's really important is to understand that this mulch is 100% hardwood tree bark. It does not contain wood. There are a lot of nutrients in tree bark and zero nutrients in wood. On top of that, wood requires a great deal of nitrogen to break down and it will rob your plants of much needed nitrogen if you use a mulch that contains wood chips.

Small silica stones. You probably won't be able to find silica stone in your area, it truly is something that is unique to this area. I'm sure silica stone exists elsewhere but those places are few and far between. You can use another small stone for drainage. Just don't use limestone. Limestone will alter the PH of your potting mix.

Left over silica sand from my propagation beds.

Whatever comes out of my compost bin.

Skeptical already aren't ya?

Don't be. I've grown tens of thousand of plants in this mix, and they grow like weeds. Now let me show you how I go about taking my ingredients for potting soil and turning them into potting soil.

For the decomposed shredded hardwood bark mulch what I do is buy about 8 or 10 yards of the oldest, finest mulch that I can find. I shop all the mulch suppliers in our area to find the finest, darkest hardwood bark mulch that's out there. As hardwood bark mulch decomposes it gets finer, and it gets darker. Hardwood bark mulch is pretty common here in northern Ohio, but if you can't find it in your area you'll have to improvise.

Keep this in mind as you gather your ingredients for potting soil. The only

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thing that Mother Nature provides for her plants is decomposed organic matter. That's it. We know it as topsoil, but it's just decomposed organic matter, and depending on what part of the earth you are on, it's made up of different types of organic matter.

So if you can't find hardwood bark mulch, find the next best type of organic matter.

I buy the hardwood bark mulch at least a year ahead of time so it has even more time to decompose. I just put it in a low flat pile so it can get wet all the way through when it rains. This helps to speed the decomposition process. The secret is to always have at least five yards more than you need on hand, that way you've always got some decomposing.

The hardwood bark makes up the bulk of my ingredients for potting soil. Then if I have coarse silica sand that has to come out of my propagation bed I just pile that on top of the hardwood bark mulch. You don't have to have the sand, so if you don't have any don't worry about.

Then I empty one of my composting bins and put the organic material that I take of the compost bin right on top of my potting soil pile, which is starting to look like a Dagwood sandwich. (that's from an old newspaper cartoon) Because I use my "Lazy Man's, No Turn Composting Method" some of the material coming out of the bin isn't broken down completely. But it can continue "cooking" right in the potting soil pile.

Then, just before I start using my potting soil I go to the gravel yard and get a yard or two of small silica stone, and dump that right on top of the potting soil pile, adding one more layer to my Dagwood sandwich.

I use silica sand and silica stone because there happens to be a silica quarry in our area, so the material is available, and it is affordable.

Just use what's available in your area, as long as the stone is hard enough that it won't break down and alter the PH of your potting soil. Use something very small and hard, and as neutral as possible.

Do you really need the stone? No, you can remove the stone from your list of ingredients for potting soil. The only reason that I add it is because I water daily with overhead sprinklers, and I want to make sure that none of my plants are getting too wet.

Since I use a lot of potting soil, I start out with about 9 cubic yards of hardwood bark mulch, so as you can imagine, the pile is quite large by now. By now your probably wondering how you are going to mix this huge pile.

You're not going to.

Keep in mind that our pile of ingredients for potting soil has been added in layers, so it looks like a sandwich. So what I do is take a pitch fork and take one little corner of the pile and spread it out a little, then I run over the material that I have spread out with my roto tiller. Then with a shovel I toss what I just roto tilled back up on the middle of the potting soil pile.

I have one of those little Mantis rototillers. That thing is the greatest tool in the world for mixing potting soil because it's so light it will climb right up the side of the pile without getting stuck in the potting mix like my bigger tiller does.

Then I take the pitch fork again and knock down some more material from the place I did the first time. By now I'm getting a little deeper into the pile, and I'm getting a pretty good mix of all the materials in the pile. Once again I run them over with my roto tiller. If it looks like a pretty good mix I use it for potting. If not I toss it up on top of the pile and go just a little deeper and repeat the process. By now I can surely use what I mixed up.

And that's about all there is to my potting soil mix, and as I mentioned earlier I've grown and sold tens of thousands of plants using this system. If you're potting smaller plants and have too much large material in your mix you can just sift it through a piece of heavy duty hardware cloth (screen). Just take what doesn't pass through the screen and toss it back in your compost bin and let it break down further.

I don't do that. If I fight a big piece of bark as I am potting I just pull it out and toss it back in the compost pile.

Once you get a pile of potting soil like this going, just keep adding to it each year. Eventually you will have an ample supply of beautiful potting soil. You can use it for potting, and you can also use it in your flower beds.

I know that somebody is going to write to me and say; "Mike, how much stone, how much bark mulch, how much compost? What is the ratio?" Here's the answer to that: I don't have a clue. It's not all that important. Just make sure your potting soil contains fluffy, well composted organic matter, and that the soil drains well.

Once I pot my plants I fertilize them with a 14-14-14 slow release fertilizer to make up for anything my soil might be lacking. Please note the words "slow release fertilizer" I touched on this early in this report. Do not use garden fertilizer. Osmocote 14-14-14 slow release fertilizer is what I recommend. It should be a 3 to 4 month release formula.

Ingredients for potting soil options . . .

If you live in an area where rice hulls are plentiful, you can use rice hulls in your potting mix. If you live in an area where pine bark is plentiful you can use pine bark.

Just make a really nice organic potting soil that drains well and your plants will love you for it.

Potting Up Your Plants to Sell

Once your cuttings are rooted you'll want to pot them up and let them grow for several months if not a full growing season. To remove the cuttings from the sand what I do is start in one corner of the sand bed and work my fingers down into the sand under as many cuttings as I can get my hand under. Then I lift. Up comes a big chunk of sand and rooted cuttings.

I gently work the sand and the cuttings with my fingers and the sand falls away leaving me with a handful of bare root cuttings that are ready to pot. The most important thing you should know about potting up your rooted cuttings is to be careful to not put the cuttings too deep into the pot. The roots need to breath.

So fill the pot at least 3/4 of the way up with potting soil, place the roots of the cutting on the soil in the pot, making sure the roots are spread out nicely, then cover the roots with about an inch of soil. Using your fingers press down to secure the cutting in the pot. If the plant is too deep in the pot remove it, add more soil to the pot and once again cover the roots with about an inch or soil. Apply about a teaspoon of Osmocote 14-14-14 three to four month release fertilizer.

That's it! You can apply a pre emergent weed control over all of the pots when you are done potting to help keep the weeds out. Keep your freshly potted plants watered well. Keep in mind, the roots are very near the top of the pot so they will dry out easily until they establish more roots deeper in the pot.

What size pot should you use?

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If you are selling plants to retail customers in your local area this is the type of pot that I like to use. It is considerably smaller than an industry #1 container and bigger than what the industry commonly refers to as 1 quart container. You really have to go by the actual size because when it comes to assigning pot sizes our industry has lost it's way.

For years and years we, meaning everybody in the industry used the terms one gallon pot, two gallon pot and three gallon pot. However, the pots that are commonly referred to did not hold one gallon, two gallons or three gallons of liquids. The names assigned to those pots did not accurately reflect the amount of liquid that the container held.

Then over time I noticed that what I used to consider a four gallon container was now being referred to as 5 gallon. Urrrrrg. So today, after all of these

years it's still quite confusing!

When buying nursery containers you have to look at the dimension to know for sure what you are ordering. You can see from the photos on page 53 that the container that I am showing you is approximately 4.5" across the top and 4.5" deep. This is a tad smaller than the containers that I just ordered for this year. The ones that I ordered are 5.5" across the top and 5.5 inches deep. That's what the industry typically refers to as a 2 quart container, but it does vary from supplier to supplier.

What the industry commonly calls a #1 container is approximately 6" across the top and 6.5 or 7" deep.

The thing to keep in mind is that the smaller the container the quicker the plant will dry out. Fast growing deciduous plants like Forsythia and Weigela dry out more quickly than say and evergreen. So when I have an assortment of containers on hand I put the evergreens in the smaller container.

Selling Plants Locally to Retail Customers

There are a lot of different ways to sell plants locally to retail customers, but if you are in a residential neighborhood it's probably important to keep things kind of low key so as to not upset your neighbors which will in turn trigger them to call local authorities and make a big stink about you selling plants from your home.

And of course you have to be careful when inviting people to your home. 99.5% of people are good and have good intentions. But there is always that really small percentage that are looking to take advantage in one way or another. Be smart.

Some small growers work a deal with local retail store owners who let them set up a small table in front of their local business. They pay the store owner \$1.00 or \$1.50 for each plant that they sell.

Another strategy is to make up fliers with color photos of the plants that you have for sale. Feature only two, three or four different kinds of plants on the flier. Take photos of your stock plants when they are in bloom. Usually I use a close up of the blooms and don't necessarily show the entire plant. Write a catchy description of the plants that you are featuring and mention how many of these plants that you have. The fewer plants that you have available the faster people are to place order because they don't want to miss out.

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Have people call you to order. Give these fliers to people you know, friends, family and people around town. You probably won't sell thousands of plants this way, but you will sell some and that will go a long way toward building your confidence about selling plants.

Using Facebook to Sell Plants

Facebook can be a pretty powerful tool for selling plants locally. You can post a single photo of your plants in your Facebook timeline (is that what it's called), you can set up a Facebook page for your business and feature your plants there. Most communities have Facebook pages where you can advertise garage sales and yard sales. Some of our members post on those pages to sell their plants.

You can use paid advertising on Facebook. The paid ads on Facebook if used correctly can be really effective because you can really narrow down who sees your ads. You can target your ads by geographic area and I think by zip code as well. You can also target your ads so they are only seen by people who like specific facebook pages. If you pick pages that you know are only liked by local people that can be effective.

You set your daily budget and how much you are willing to spend on a per click basis. However, this kind of pay per click advertising can be tricky and you can spend a lot of money in a hurry. Keep your daily spend budget low so you can monitor what is happening with your Facebook advertising account. I suggest you pick up a book on Facebook advertising for local businesses before you spend any money advertising on Facebook.

Selling Rooted Cuttings and Liners

Selling rooted cuttings and liners is a great way to go if you want your business to be really low key. You simply put the plants in a box, usually a priority mail box and ship them to your customer through the United States Postal Service via Priority Mail. The post office gives you the priority boxes free and all you pay is the postage.

They have two types of priority boxes that you can use. They have flat rate boxes that ship for a fixed price and you can put as much in the box as will fit. Or they have regular priority boxes and you pay based on the weight of the box and the destination zip code.

Both are a great deal, but only use the flat rate boxes if it saves you money. A lot of our members find that the shipping is less for small orders by using the regular, non flat rate boxes. Just making you aware of your options.

You can also ship plants via UPS and Fed Ex. They all do a great job of getting your plants there safely.

The Big Picture and Your Future as a Plant Grower

Think about the wholesale market in your local area. Wholesale buyers buy a lot of plants and they buy them often. It might take you a while to really work up to that, but in the long run growing for the wholesale market can be a life changing thing. I'm not one for making over the top promises so I won't. But I will tell you this . . .

I know a lot of people who sell plants wholesale and they sell a lot of them. It's a big, big business and the beauty is you can start out with just a few plants and grow your business bigger and bigger until it reaches the size you like. What I am really trying to say is think bigger.

Don't go crazy and grow tens of thousands of plants and expect to instantly strike it rich. It takes time, but you can do it over time without taking a lot of risks. Think bigger that's all.

In Closing . . .

I've covered a lot of information in this report. More than likely you are going to have questions. That's why we have a discussion area for our members. I spend a great deal of time at <http://Backyardgrowers.com/join> answering questions about growing and selling plants.

Inside the members area you'll meet some of the most awesome people in the world. People who are doing what you are doing, growing and selling small plants. They will help you, share information and resources with you, you can buy plants in the Buy/Sell area that you can resell or use as stock plants. It's an awesome place! Stop by and take a peek.

I make it a point to come by on a regular basis and answer questions and help people out. I love talking about plants and the business of growing and selling plants! And . . . We have some really cool bonuses for our members. More things that can help you succeed with your new venture.

Stop by and say "Hey!" I'm looking forward to helping you make this work for you.

Take care and by all means stay inspired!

Notes

-Mike McGroarty

<http://Backyardgrowers.com/join>