



### **What Are the Key Questions To Ask Customers When Selling Fertilizers?**

- 1) What do you want to fertilize? Turf, Trees Shrubs a garden?
- 2) What is the condition of the plant to be fertilized? Dormant, off color, yellow?
- 3) Pre Plant or Post Plant? New plantings or established plants?
- 4) How many Sq.Ft. (acres) are you going to fertilize?
- 5) When was your last Fertilizer application and with what product?  
Get name or analysis (N-P-K), Figure out the NPK Ratio?
- 6) Any additional questions?

### **Making Fertilizer Recommendations to Your Customers!**

Getting **the Right fertilizer**, in the **Right Place**, in the **Right Amount**, at the **Right Time**.

#### **1) The Right Fertilizer-**

##### Turf grass

Nitra King 19-4-4 with 2.2% Iron (every 6 wks)

Evergreen 18-5-0(Mini) with 5.0% Iron (every 6 wks)

Turf Supreme 16-6-8 1.5% Iron (Every 6 wks)

Turf Gold 22-5-6 with 40% XCOTE (PCSCU) (every 8 weeks),

Super Turf 25-5-5 with 56% Polyon (up to 12 wks)

Full Season 24-4-8 with 69% Polyon (up to 16 wks)

##### Pre Plant-

6-24-24 XB- Use prior to planting sod, plants or seeding

ENDURE 16-16-16-same as above, will last 12-16 wks

BEST Landscape Color 14-14-14

BEST Plant Tabs or BEST Paks

##### After Planting, Trees & Plants-

Triple Pro 15-15-15, Triple 12-12-12, Super Iron 9-9-9

#### **2) Right Amount-**

Follow label directions to figure out how much to apply! Make sure customer calibrates their Fertilizer Spreader. See “Easy Spreader Calibration” and “How Much Do I Apply” handouts.

**3)Right Place-**

Fertilizes as close to the root system as possible! Example sod apply 6-24-24, Endure 16-16-16 below sod.

**3) Right Time-** Apply when it is most beneficial to the plant, prior major temperature changes and ideal growth periods.

- Plants in general, 3 to 4 times per year and
- Turf grass every 4-6 weeks during the growing season for quick release fertilize.
- Every 10 to 16 weeks for Slow Release Fertilizers.

Using the above procedure will help you grow your fertilizer knowledge and help you satisfy your customer's fertilizer needs.