



## Courses

### Million Dollar Gardens - Handling Large Enquiries (Rutland)

Every Garden Designer dreams of the one major breakthrough 'Million Dollar Garden'. You never know what the next phone call may bring, and when such a project lands on your desk, the reality becomes very clear. What to do with it? What is the next step? Who can advise me on ensuring that I can really cope with such a scheme? What effect will it have on my profits – negative or positive? Can I afford the time away from my core business?

Alan Sargent and James Steele-Sargent have been building million pound plus gardens for over thirty years. Alan has been building gardens since 1968, and James founded Arun Landscapes Ltd in 1995. They have won over 100 National Awards between them including over 90 RHS Show garden medals.

Working with designers such as Robin Templar Williams and Andrew Wilson, James has also won APL Principle Awards and Landscaper of The Year Award (Horticulture Week) for projects comfortably exceeding one million pounds as contractor and project manager.

Alan has been presenting seminars and workshops for over twenty-five years to Designers and Landscapers, and is a prolific columnist and author of Industry books and contributor to magazines such as The Expert Witness Journal and Professional Gardener. His speciality is in the 'legal' aspects of landscaping, especially Design & Build projects. His work nowadays is predominantly 'Expert Witness', which involves dispute issues throughout England and Wales.

Together they will present an in-depth, illustrated, step-by-step guide to coping with the travails and ensuring that the project is a success for all Parties, whilst protecting the Designer from unwanted problems.

**Course Leaders:** Alan Sargent and James Steele-Sargent

**Date:** Thursday, 27 February 2020

**Time:** 9.30am for 10.00am start until 4.00pm (or thereabouts)

**Venue:** The Studio, [Barnsdale Gardens](#), Barnsdale Avenue, Exton, Oakham, Rutland LE15 8AH

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**Cost:** £60 + £4.04 online processing fee (discounted to £50 + £3.40 online processing fee for students with valid ID\*). There is onsite parking and entry to the Barnsdale Gardens is complimentary with this course.

\*Students: please confirm you have student ID(s) for each attendee booked, and forward a copy of your valid student ID(s) to [gillian@gilliangoodson.com](mailto:gillian@gilliangoodson.com) following check-out to be confirmed on the course. We reserve the right to refuse admission on the course should proof of valid ID not be supplied prior to the commencement of the course.

**Who:** Open to new and established Garden Designers and Design and Build Landscape Contractors.

**What to bring:** Please bring your preferred form of note taking. For exploring the Gardens outside of course times, please wear suitable shoes and dress appropriately for the weather.

**Directions and on site parking:** Approaching Oakham on A606 from Stamford. Pass through Empingham and then Whitwell. After approximately a quarter of a mile from Whitwell turn right at Barnsdale Lodge Hotel towards Exton and the entrance is then one mile on the left. Approaching Oakham on A6003 from Uppingham, turn right onto A606 at the first roundabout. Proceed along this road for approximately 2 miles. Turn left at Barnsdale Lodge Hotel towards Exton and the entrance is then one mile on the left. There is free onsite parking.



**Catering:** Full lunch menu is available at the Barnsdale Gardens Café at reasonable prices. Please make own arrangements including refreshments. Complimentary tea and coffee provided on arrival.

**Terms and conditions:** Bookings are taken on a first come, first served basis. We are not able to give refunds for cancellations. However, you are welcome to nominate someone to take your place provided you have notified us of their name and contact details prior to commencement of the course. We reserve the right to cancel any course at any time. In the rare event that we need to cancel a course, you will be contacted and given the option to receive a full refund of your payment or transfer to another course of the same value, subject to availability.

\*Where a student rate is selected, proof of a valid student ID must be sent to us via email ([see contact information](#)) prior to us being able to confirm your booking. One student ID required per attendee. We reserve the right to refuse admission on the course should proof of valid ID not be supplied prior to the commencement of the course. A refund will be given for the course fee paid less an administration charge of £10. By registering on this course you have read and agree to our [Disclaimer and Privacy](#) statements.

Book and pay online at [www.gilliangoodson.com/courses](http://www.gilliangoodson.com/courses)

Gillian Goodson Designs

M: +44 (0) 7845 233933 | E: [gillian@gilliangoodson.com](mailto:gillian@gilliangoodson.com)

[www.gilliangoodson.com](http://www.gilliangoodson.com)