

ASSOCIATION OF PROFESSIONAL LANDSCAPE DESIGNERS (APLD) CEUs for GLTE 2018

| Session Date | Session Time | Session Title | Session Track | Credits & Categories | |
|------------------------------------------------------------------|---------------|---------------------------------------------------------------|----------------------------------------------------------------------------------|---------------------------------------|---------------------------|
| Monday, Jan. 22, 2018 | 9:00a-10:20a | The High Line: Elevating the Nature of Modern Landscapes | Landscape Design/Build | 1.25 APLD CEUs | |
| | 9:00a-9:50a | Harmonizing Planting with Stone in the Garden | Plants | 1 APLD CEU | |
| | 9:00a-10:50a | How to Find and Retain the Best Employees | Shaping Leadership | 2 APLD CEUs - Business | |
| | 10:00a-10:50a | Foodscaping: Incorporating Edibles into the Landscape | Plants, Turf & L. Mgmt | 1 APLD CEU | |
| | 10:30a-11:50a | Principles of Japanese Garden Design | Landscape Design/Build | .75 APLD CEUs | |
| | 11:00a-11:50a | | Creating Colorful Combinations | Plants | 1 APLD CEU |
| | | | Financing the Off Season: A New "Way" for the Green Industry | Shaping Leadership | 1 APLD CEU - Business |
| | | | Pollinators and Pesticides | Turf & L. Mgmt | 1 APLD CEU |
| | | | Landscape Lighting Design | Landscape Design/Build | 1 APLD CEU |
| | 1:10p-2:00p | | Landscape Perennials | Plants | 1 APLD CEU |
| | | | Top 7 Communication Skills for Top Leaders | Shaping Leadership | 1 APLD CEU - Business |
| | | | Plants for Problem Areas | Plants, Turf & L. Mgmt | 1 APLD CEU |
| | 2:10p-3:00p | | Creating Breakthrough Customer Service | Shaping Leadership | 1 APLD CEU - Business |
| Could Qualifying and Disqualifying Leads be the Secret to Sales? | | | Landscape Design/Build | 1.75 APLD CEUs | |
| 2:10p-4:00p | | How to Engage and Motivate Your Green Industry Team | Shaping Leadership | .75 APLD CEUs - Business | |
| Tuesday, Jan. 23, 2018 | 8:00a-8:50a | The Michigan Green Industry and the Invasive Plant Issue 2018 | Arboriculture, Plants | 1 APLD CEU | |
| | | Essential Items for Every Website | Business and Marketing | 1 APLD CEU - Business | |
| | 8:00a-9:50a | Understanding the Essential Layers of Living Landscapes | Landscape Design/Build | 2 APLD CEUs | |
| | 9:00a-9:50a | | New Plant Introductions Worth Your While! | Plants | 1 APLD CEU |
| | | | The Science and Art of Buying and Selling | Retail, Business and Marketing | 1 APLD CEU - Business |
| | 1:00p-2:50p | | Strategies to Win | Business and Marketing | 2.25 APLD CEUs - Business |
| | 3:15p-4:05p | | Designing and Caring for the Living Landscape | Plants, Turf & L. Mgmt | 1 APLD CEU |
| | | | Leveraging Relationships Through Social Media | Business and Marketing | 1 APLD CEU - Business |
| | | | Open to Buy | Retail | 1 APLD CEU - Business |
| | 4:15p-5:05p | | Foliage First | Plants | 1 APLD CEU |
| Next Generation Marketing | | | Retail, Business and Marketing | 1 APLD CEU - Business | |
| Wednesday, Jan. 24, 2018 | 8:00a-8:50a | The Myth of Native Plant Superiority | Arboriculture, Plants | 1 APLD CEU | |
| | | Pots of BOLD | Outdoor Living Spaces, Retail | 1 APLD CEU | |
| | 9:00a-9:50a | | Hardscaping Doesn't Have to be Hard: How to Effectively Teach Your Team | Employees Only | 1 APLD CEU |
| | | | Horticultural Myths: Lessons from Science-Based Gardening | Plants | 1 APLD CEU |
| | | | Natural Shoreline Engineering | Outdoor Living Spaces | 1 APLD CEU |
| | | | Tree Risk Assessment: Improving the Art and Science of Arboriculture | Arboriculture | 1 APLD CEU |
| | 2:00p-2:50p | | Landscape Paving: The Basics | Employees Only | 1 APLD CEU |
| | 3:00p-4:00p | | Booming Business! Take Your Designs, Installs, and Maintenance to the Next Level | Outdoor Living Spaces, Plants, Retail | 1 APLD CEU - Business |