Dear Suzi

Here are a few tips on how to care for your customers and your silk flowers:

never try and sell or rent the flowers without the potential buyers seeing them

go to the venue yourself armed with the vases

seeing is believing

if they say they are "fake" flowers correct them sweetly and tell them they are genuine silk flowers, made in China

the silk flowers one gets today are a far cry from the old plastic flowers of years ago

Mention the cost of fresh flowers, the maintenance and how easy it is to walk into the office and find a new vase of flowers each month.

Place the vase in the client's office where you think they would look good. When they see them in a good position they will be so impressed.

Don't allow clients to be too particular. Mention that they will be getting a new vase monthly and should enjoy all your flowers.

To clean the flowers:

gently dust with a hair dryer

when dusty sprinkle gently with soft water from a hosepipe or hand shower

allow to dry in sun

Please attach a list of the floral arrangements that you have purchased.

We wish you all the luck in your new business. If I can help in any way don't hesitate to contact me:

* Cell 082 222 2097
* Home 036 637 6666
* email [silksensations@telkomsa.net](mailto:silksensations@telkomsa.net)

Soon spring will be upon us and that is when people become more giving and cheerful.

Please let me know how you are doing.

Regards

* Lucky Sithole
* Susie Smith