Dear Lucky

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 list the floral arrangements that you have purchased:

* Wine Glass Roses
* Large Hydrangeas
* Large Indigenous
* Yellow and Blue
* Spring Park

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

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

Please let me know how you are doing.

Regards