

DO YOU HAVE ANY “EXTRA” FLOWERS

Hello, Floralpreneur®! Welcome to my free download.

Have you ever been asked to include “extra flowers” at no charge?

It’s not always easy to politely decline a request to “throw in some extra free flowers”...**I mean, is it really a big deal to ask the florist for leftovers?...**

Have you heard the phrase: Don’t ask, don’t get? If people ask for “extra flowers” and you aren’t comfortable with the request, you have every right to say no....but hey, ya can’t blame someone for trying, right?!...You set the rules. You can say yes or no here.

Here’s an example of how you might respond to a request for “extras”:

Dear Client/Planner/Caterer,

I’m looking forward to designing your flowers this week! I’ll be picking up your flowers on Wednesday.

In regards to your request for extra flowers for the cake and food tables, I can’t be sure that I will have any leftover stems until I’m done with your wedding set-up on Saturday... there’s a chance I won’t have anything, but “scraps” leftover, so, if you’d like to be sure you have some floral accents for those tables, I’d be happy to add them onto your order.

Cake flowers will be \$X and greens for the food station(s) usually start at \$Y, which comes to \$Z including the sales tax. Please let me know by 3:00pm tomorrow whether you’d like me to add them onto your order. (You can click here to pay your invoice online.)

Best regards,

Alison

Remember: You set the rules. It’s up to you to establish authority and trust in your client relationships. (And if you need a little help finding “just the right thing to say” to some of the most frequent conversations florists have, my E-Mail Templates for Florists may be just the shortcut you need! **You’ll find my Templates here:** realflowerbusiness.com/templates

ABOUT THE AUTHOR



photo: Ashley Largesse

Hi. I'm Alison Ellis.

I'm teach florists how to maximize your income and take control over the business side of your business.

I love to help educate and empower florists to achieve their business goals and keep doing beautiful work which is why I share heartfelt advice from my personal experience with professional florists around the world.

I've been in the floral industry for over 25 years and started my own business, [Floral Artistry](#), in 2002. I have a degree in Plant & Soil Science from The University of Vermont as well as a minor in small business.

I'm the author of [FLOWER MATH](#), *The Florist's Guide To Pricing And Profitability*, [E-mail Templates for Florists](#), [Business Plan Jumpstart](#), [Contracts for Florists](#), [How To Write Proposals That Sell \(And Book More Weddings More Quickly\)](#), [Wedding Workflow](#) and [The Art of Good Business](#), as well as *FREE* courses.

Find more free tips on my blog at realflowerbusiness.com.

To ask me a question or drop me a line e-mail: info@floralartvt.com