

Fresh from the Garden



MARCH EVENTS

Free Soil Testing

All Stores
March 1 – April 6

Free Seminar: Spring Lawn Care

All Stores
March 7 – 1pm

Employee Discount Days

March 12 & 13

Free Seminar: Starting Seeds Indoors

All Stores
March 14 – 1pm

Kid's Club: Planting Project

All Stores
March 14 – 2:30pm

Daffodil Giveaway

All Stores
March 19

Free Seminar: Fresh Flower Arranging

DH, WB, CT, RO, PN
March 21 – 1pm

Make It & Take It | Creations & Cocktails:

Spring Floral Arrangement
DH, WB, CT, RO, PN
March 21 – 2:30pm

Employee Discount Days

March 26 & 27

Free Seminar: Organic Gardening

All Stores
March 28 – 1pm



OBSERVATIONS

Spring is in the Air!

by John Darin, President



Can you feel the buzz and excitement? Spring is in the air! Everyone is looking forward to the promise of warmer weather and with that, gardening season! Customers will soon be in the stores looking for inspiration and your expertise, in order to beautify their homes and gardens. Remember to switch your mindset from set-up mode to selling mode when the time is right. Everyone works very hard preparing for the busy season. We want everyone on the salesfloor to enjoy showcasing all of the wonderful products that English Gardens has to offer.

You will learn about many of these new and exciting products, during our annual Spring Training this month. We will allow each location time during this event to collaborate on their ideas and innovative ways to approach the selling season. Have fun with how you will bring this information back to your location and the customers that shop with you.

It is important in our industry of service and sales, to think like a customer at all times. What does this mean?

- Offering tie in items to ensure the customer leaves with a total solution
- Walking a customer to the products, not just pointing them in a direction
- Offering a handbasket or cart to every shopper
- Taking a customer's cart out to their car to help them load their purchase
- Capturing their email and information in order for ease of returns but also to communicate sales, specials and events throughout the year

Today, more than ever, it is important that we look for creative ways to satisfy the customer and help them accomplish their goals!

I appreciate everything you do for English Gardens and look forward to a successful Spring!

Benefits Corner for Employees

During the 2020 benefit year, by completing your free annual physical and getting your teeth cleaned, you will be eligible for a discounted benefit amount (to be determined) for the 2021 benefit year! Accepted documents are: receipts, EOB (explanation of benefits forms), print outs from your Doctor or Dentist showing work was done. Proof of both of these services MUST be turned in no later than September 2020 to be eligible. This is required for employee ONLY, no spouse or children.



SAFETY *It's Everyone's Business*



Portable Ladder Safety



Falls from portable ladders (step, straight, combination and extension) are one of the leading causes of occupational fatalities and injuries.

- Read and follow all labels/markings on the ladder.
- Avoid electrical hazards! – Look for overhead power lines before handling a ladder. Avoid using a metal ladder near power lines or exposed energized electrical equipment.
- Always inspect the ladder prior to using it. If the ladder is damaged, it must be removed from service and tagged until repaired or discarded.



3-Point Contact

- Always maintain a 3-point (two hands and a foot, or two feet and a hand) contact on the ladder when climbing. Keep your body near the middle of the step and always face the ladder while climbing (see diagram).
- Only use ladders and appropriate accessories (ladder levelers, jacks or hooks) for their designed purposes.
- Ladders must be free of any slippery material on the rungs, steps or feet.

- Do not use a self-supporting ladder (e.g., step ladder) as a single ladder or in a partially closed position.
- Do not use the top step/rung of a ladder as a step/rung unless it was designed for that purpose.

Annual Spring Training & Trade Show



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March 16 & 17 • 9am to 5pm

Club Venetian

29310 John R., Madison Heights, MI 48071 • 248-399-6788

- Continental breakfast served at 8:30 am.
- Come learn what's new for the season!
- Lunch provided.
- Bring your EG Business Card for a chance to win a PTO day and other raffle prizes.
- Mandatory event for all associates. Uniform and name badge required.

Spring Uniform Sale

March 7-21, 2020



Freshen up Your English Gardens Uniform Before Garden Party

Take advantage of our Spring Uniform Sale
50% discount on apparel and accessories.



Free Soil Testing- March 1-April 6!

This month, we will offer free soil testing (see guidelines below). This is an excellent opportunity to connect with your customers and help them find solutions to their problems, with your skilled expert advice.

Soil Testing Procedure:

1. Soil must be dry. Do not microwaved.
2. Acquire soil from 4 to 6 inches deep.
3. Place in a bag and label location.
4. Note air temperature, sun conditions and humidity level.
5. Do not touch soil with bare hands. Use stainless steel spoon.
6. Fill out soil test completely.

Note: The soil test includes a personal consultation to explain the results and to suggest application of amendments, including type and quantities. Since this is done on a personal basis, we do not mail or phone results.

Social Media Spotlight

Have a photo you want to share?

Tag us so we can see.
Use the @ symbol followed by the platform handle to share (start typing English Gardens and our account should populate).

March is House Plant month on Social Media! Take photos of your favorite House Plants and sent to Amy at Acrank@EnglishGardens.com to be featured on our platforms.



EMPLOYEE ANNIVERSARIES

Years of Service	Employee Name	Location
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MANAGERS:

33	Kevin Lowman	ACO
33	Michelle Hamilton	ACO
30	Brian Wotta	ACO
15	James Morris	LD
7	Michelle Wieferich	CT
6	Holly Denticio	MO

ASSOCIATES:

32	Christine Miller	CT
23	Karen Sexton	ACO
23	Recina Ward	ACO
15	Debra Matthews	CT
13	Greg Gallerini	PN
8	Sterling Weber	PN
8	Andonetta Ferris	RO
8	Carol Grillo	CT
8	Paul Desrosiers	DB
5	Barbara Spendal	CT
5	Shelley Sams	RO
4	Kimberly Vineyard	LD
4	Dena Serrato	RO
3	Dillon Wauldron	DB
2	Lisa Drew	RO
1	Evelyn Henris	CT
1	Dale Logan	DB
1	James O'Connell	PNLC
1	Paul Pasternak	LC
1	Erika Steffke	LC
1	Mary Storey	WB
1	Kirk Taylor	LC
1	Leo Tomaszewski	DB

Have you ever been told to “stand up for yourself?” Perhaps you’ve been told this after someone was rude, hurt your feelings or just wasn’t very kind.

Well, I believe everyone should be able to “stand up” for themselves. But standing up for yourself doesn’t only apply to adversity. It also includes standing up for yourself when it comes to your health.

According to the 2018 Physical Activity Guidelines Advisory Committee Scientific Report, adults and children in the United States spend nearly eight to 13 hours a day sitting, and it’s affecting our health. Sitting for long periods of time is associated with higher blood pressure, type 2 diabetes, weight gain, joint pain, back aches, impaired blood flow and so much more. But you can help reduce your risk for any of these conditions by standing up for yourself, literally.

Here’s what you can do: Pinpoint times of the day when you sit the most. Do you have a desk job? Do you spend a lot of time in front of the TV? Or do you just like to sit down every chance you get? Once you identify moments when you are the most inactive or find yourself sitting the most, create a new, healthy habit to fill the time.

For example, if you spend a lot of time sitting behind

a desk at work, set a reminder on your phone or watch to alert you to get up, stand up and move around every 30 minutes or hour. If you spend a lot of

time sitting on the couch while watching television, make it a habit to stand up and stretch, walk a lap from the living room to the bedroom and back, or jog in place during commercial breaks.

Avoiding prolonged sitting comes with many rewards. You will feel more energetic, less pain and it may inspire you to increase your activity in other areas of your life. Even more, just the satisfaction of having done something good for yourself is an amazing reward.

No matter how small the payoff, standing up and moving more is worth it. So, go ahead and stand up for your health! You won’t regret it.

- Love, love, love,

Florine Mark



NEWS from the Landscape Company

“Professionals Doing Extraordinary Work”

Did you know that English Gardens Landscaping Company offers a variety of maintenance services? We provide custom visits based on what our customers want or need.

Some of our customers have us visit once or twice a year for a spring or fall cleanup and others have us visit once a month to pull weeds, prune shrubs and anything else that is needed to keep their yard looking great. When talking to customers at the store, you may find that they may not want to do all the work that is needed to take care of their plants and landscape beds.

If you find they need assistance, please fill out a request form and a designer will give them a call to talk more about their needs. Please, also, keep in mind that we are typically booked out a couple of weeks, so, it’s best to advise the customer to plan ahead to get on our schedule.

We are also still hiring for several positions including: design staff, design support and interns, crew leaders, and crew members. Please inform any job seekers about our open positions!



Tell Us About It

Clinton Township- Superior customer service by Connor. He took the time without rushing to explain how to fix the lights on my Christmas tree.

West Bloomfield- Cynthia was very helpful in helping me send flowers out of town!

Royal Oak- Just had the most engaging and fun experience buying flowers at English Garden with Jenn. She was attentive, intelligent and funny, all the while ensuring I got just what was needed. Thank you!!!

Dearborn Heights- Carol was great! Beautiful design and arrangement.

Landscape- Stephanie was great! We really enjoyed the whole experience. Brian did very well too!