

Fresh from the Garden



DECEMBER EVENTS

SANTA VISITS

Clinton Township, Royal Oak,
Plymouth
Sunday, December 1, 8, 15, 22
12pm-3pm
Saturday, December 7, 14, 21
12pm-3pm

EMPLOYEE DISCOUNT DAY

December 5

EMPLOYEE DISCOUNT DAY

December 6

CREATIONS & COCKTAILS: HOLIDAY FLORAL ARRANGEMENT

Clinton Township, Dearborn Heights,
Royal Oak, West Bloomfield
December 12 - 7pm

KID'S CLUB: PINE CONE TREES

All Stores
December 14 - 10am

EMPLOYEE DISCOUNT DAY

December 19

EMPLOYEE DISCOUNT DAY

December 20

CHRISTMAS EVE

December 24

CHRISTMAS DAY

December 25 - Stores Closed

NEW YEAR'S EVE

December 31



ENJOY THE SEASON

by John Darin, President



The year 2019 has been a special and exciting year, especially as we celebrated our 65th anniversary! Thank you to each of you for your hard work and efforts in driving our business to the next level. Everyone has been working hard for months to transform our stores into beautiful Christmas wonderlands.

The holidays are times of joy and festivities, but they can also be stressful with many obligations, an endless task list and high expectations. But it's

important to remember the reason for the season, and take time to enjoy time with friends and family.

Remember to save your customers time this holiday season- ensure they leave with everything they need, get them a shopping cart, add a backup cashier immediately when you see the store traffic increase. Everything we do to save them time can improve their customer experience.

Through all your hustle and bustle, be sure to stop and smell the fresh greens of the season. Appreciate small moments that will create memories for years to come. Walk customers through the store and show them your favorite themed tree and beautiful products that you personally recommend. Showcase your hard work and be proud to show it off.

In your interactions, make our customers feel special about shopping with us by wishing everyone a hearty Merry Christmas and Happy New Year. And be sure to say: Thank you for shopping with us. A simple message puts everyone in the holiday spirit.

Merry Christmas! I wish you and your family a wonderful holiday!

Health Corner for Employees

The 5-Minute Recharge

Don't have time for meditation? Try meditative moments.

Do you want to meditate but never seem to be able to find the time? Don't give up. Meditation's many benefits are worth pursuing, even if you have to use your "time popcorn," those random small free moments, such as waiting in line, that pop up randomly throughout the day and make us instinctively reach for distraction.

There are so many reasons to meditate. Smartphones have shrunk our attention spans to sub-goldfish levels and meditation can help us focus at least as well as an amphibian. And meditation can make pain feel less painful, help us sleep better, control impulse reactions and improve our relationships. But most of all, meditation helps us live our lives as they are happening, not as background music to thoughts of the past and imaginings of the future.

Here are four easy yet powerful meditative moments that anyone, no matter how busy, can fit into their day.

STOPLIGHT = BREATHE + DELIGHT

Do you ever feel the urge to reach for your phone at a stoplight to scan your email? Rather than reach for your phone, take a deep breath and scan your environment.

SAVOR PLEASURE

Do you remember tasting anything today? Or did you scarf down your food and drink while you were busy doing something else? Food is a pleasure that deserves to be savored. You're eating anyway, so why not take a moment to smell, taste and feel the sensations that your food gives you. Savoring your food counts as meditation.

THE HAPPINESS WISH

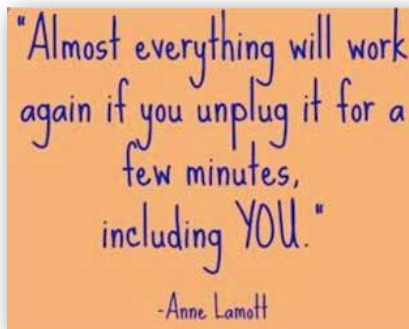
This simple practice has resulted in countless cases of "my best day at work in years." Whenever you encounter someone, say to yourself, "I want this person to be happy."

If you wish happiness for everyone in a day, you will get the same mood-elevating benefits as a formal meditation session in compassion where you imagine a wider circle of humanity and you wish them well. Compassion meditation always begins with yourself, so while you are wishing happiness for others, be sure to take a moment to wish for your own happiness.

JUST BREATHE

The simplest and most portable tip, "just breathe" is a meditation that you can do anywhere, anytime. Take a deep breath into your belly, and let your attention follow your breath as you feel your belly rise and fall you breathe out. It only takes a few deep breaths to signal your body to relax, recharge and energize.

Try one of these meditative moments, notice how it makes you feel, and soon you will be seeking out opportunities for more meditative moments that, sewn together over the course of a day, will have a positive effect on your well-being.



Tell Us About It

Dearborn Heights- I purchased a beautiful terrarium and it fell over in my car and broke on my way home. I was so sad but I called the store and Victoria and Dale were able to replace it and even helped clean my car! Thank God for these people and their great customer service.

West Bloomfield- We recently had Lori design our DIY project and had a great experience! Lori provided excellent detailed drawings, listened to our needs and delivered!

Clinton Township- Duane, Ann, Jim and Danielle- All four above excellent customer service! If Duane didn't explain every aspect of my new tree I would have gone elsewhere.

Eastpointe- Marianne was kind and patient and sold me the Garden Club. No pressure, just advice and the correct help. Thank you!

Royal Oak- I just wanted to thank you for the wonderful program that Jen presented. She did a fabulous job and all of the participants (myself included!) really had a great time. We even had one of our Library Board members in attendance and she was highly complementary about the workshop and Jen's knowledge and manner.

Plymouth- The salesperson was very friendly and willing to help us obtain the shrubs from a different location

Landscape- Everyone on the project was fantastic to work with and made my landscaping beautiful for a not so nice area of the yard. THANK YOU!



Congratulations

to Aaron Miller,
of the Landscape
team, and his wife
for their new bundle
of joy!!!



Aliyanna Raelynn Miller,
born October 28, 2019 at 3:30 am.
She was 8lbs. 5oz and 22" long.

SELL FOR SUCCESS

English Gardens Top 10 Gifts for 2019

Talk to your customers about these amazing items to fulfill the wish lists of all of their loved ones this Christmas

1. Food- Everyone loves food! It's a great hostess gift, fun to add to a gift card and perfect for the person you don't know how to shop for. When in doubt-reach for chocolate! We also have great cocktail mixers, garnishes and fun glasses to serve them in!

2. Macramé and a great plant- Perfect gift for teachers, plant parents, apartment dwellers and your favorite Flower Child.

3. Socks- We sell such cozy socks! The World's Softest Socks make a great gift for anyone on your list. We also have some silly ones from Blue Q that are guaranteed to make you giggle!

4. Tiny Trees and Angels- Everyone loves our tiny glass Christmas trees with ornaments as well as our beautiful glass angels. They're hugely popular!

5. Candles- You just can't beat the warmth and cozy feelings candles provide in the winter time!

6. Wind Chimes and Gazing Globes- Perfect gifts for gardeners! They come boxed for easy gift wrapping!



7. Naked Bee Gift Sets- These sets are boxed and fantastic for beating winter skin troubles! These are sure to be a crowd pleaser.

8. Michigan Awesome Coffee- These Coffees were a HIT at Ladies night! These are great for folks in or out of town!

9. Gift Gardens- Unique, custom made pieces that are the perfect gift for anyone on your list! These living, lasting gifts can be enjoyed for a very long time.

10. Flower arrangements of course! Order online @ EnglishGardens.com.

Send a "sparkle of the season" creamy white roses nestled on a bed of fragrant greens in a shiny cube or cylinder or a "box full of love" red roses and berries accented with scented pine and a seasonal bow set in a trendy wooden box.



SAFETY *It's Everyone's Business*

Cold stress or hypothermia can occur any time of the year. Most cases of cold stress develop in air temperatures between 30° and 50° F. Injuries range from frostbite to brain damage and death.

If you are in the cold, dress in layers. Choose fabrics such as cotton and wool, which insulate but also allow sweat to evaporate. Wool will keep you warm even when it is wet. Pay particular attention to your head, face, hands, and feet. These areas are most easily frostbitten.

Keep dry. Wetness increases the chance of hypothermia. Always have extra clothing available if there is a chance you will get wet.

Take breaks to warm up and drink warm liquids and soup. Eating properly will increase your tolerance for the cold.

Don't work alone. The effects of cold may not be apparent to the victim. The first symptoms of hypothermia are uncontrollable shivering. The heartbeat slows and pulse weakens, severe shaking or stiff muscles may become evident. The victim may have slurred speech, memory lapses, and drowsiness. Cool skin, slow and irregular breathing and exhaustion occur as the body temperature drops lower. This is a serious condition and requires immediate medical attention.

Frostbite can occur without hypothermia. You may feel a tingling in the affected part, followed by numbness and changes in skin color. Pain subsides as the condition worsens. Blisters may form. Get medical attention as soon as possible.



EMPLOYEE ANNIVERSARIES

Years of Service	Employee Name	
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MANAGERS:

4	Danielle Roffe	CT
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ASSOCIATES:

8	Cynthia Luke-Kidd	WB
4	Julie Cronenwett	MO
2	Eric Stanis	WB



This is a time of year when we look for ways to show our love, support and appreciation to all the amazing people in our lives.

Giving back, whether it's to a loved one or a charity, can have a positive impact of your health. And giving back doesn't always means writing a check. It's also means volunteering your time, energy, resources, a smile or even words of encouragement to someone in need.

Consider this:

- *Research shows that giving to others may be linked to lower rates of depression and a higher degree of life satisfaction.*
- *Regular volunteers may have higher self-esteem, be more satisfied with their lives, and are physically healthier, according to a University of Michigan study.*
- *And most interesting of all: People who volunteer may live longer than those who don't, according to research published by the American Psychological Association.*

In Michigan, there are so many people, organizations and communities that are in need of your help and support. Volunteering and giving back has always been at the heart of everything I do.

I learned to give back at an early age. Things were not always easy for me. My sister developed polio at the age of nine. I was 11 at that time. We had no insurance and I had to go to work. Thank God for the March of Dimes. They helped my family and my sister was able to get the treatment she needed - 22 operations! I can still remember how thankful my family was to God and for charities.

This is why I always mention that it is very important for every one of us to give back. I remember when my family was "takers." And today, I can tell you, it feels much better to be a "giver."

There are so many ways you can give back right in your local community. And remember, giving back can promote good health and improve your quality of your life.

- Love, love, love,
Florine Mark

NEWS *from the Landscape Company*

"Professionals Doing Extraordinary Work"

December is still a busy month for the Landscape Company, as we finish up installing many holiday decorating projects. There are always customers who wait until the last minute - but we can still get their home looking beautiful before the holidays. Please continue to send us those leads, as we act very promptly to contact and service those customers.

December will also provide us the opportunity to reflect on 2019, which was a very successful year for the Landscape Company. We are fast approaching our sales targets, and continue to design and install award winning projects all over Metro Detroit. In fact, we will be attending the Michigan Green Industry Association's banquet dinner on December 5 to accept 11 awards from the past year! The following is a list of awards we'll be accepting:

Gold Award

Stephanie VanHaverbeck:
Mendel Residence

Silver Awards

Sarah Alatassi : Ghosn Residence
Carolyn Berwick: Schmidt Residence
Brian Dale: Colletti Residence
Jamey Gutierrez: Hughes Residence
Jim Morris & Heidi Cook:
Rowan Residence
Valerie Tarquini: Crook Residence
Sterling Weber: Berkley Residence

Bronze Awards

Brian Dale: Wenzler Residence
Valerie Tarquini: Abubakari Residence
Sterling Weber: Oak Park Residence

We really do appreciate all the leads that have been sent to us throughout the year. They are the fuel that feeds our success, and we thank every associate who has helped to promote the Landscape Company this year.

*Have a wonderful
holiday season!*



Special thanks to Ann Reimer, Annette Ferris, Amy Goodwin, Bob Walker, Christopher Scott, Christine Forton, Cori Lademan, Colleen Klaus, Colleen Sullivan, David Gruenawald, Debbie Matthews, Erin James, Erin Harvey, Eric Stanis, Greg Pizzino, Jackie Cronce, Kim Milewski, Karen Carducci, Jodi Ghedotte, Jordan Vanek, Jordyn Bronstein, John Baur, Jill Clissold, Kim Welch, Lauren Rose, Lori Tempest, Lori Heiden, Leah Debene, Leigh Pierson, Lisa Drew, Lia Irizarry, Margaret Hammond, Matt Draper, Bonnie Thorp, Mary Ann Nisley, Mary Sabatini, Marie Goforth, Naomi Rudolph, Jim Welch, Patti Small, Rosie Fraga, Sarah Miller, Sara Earl, Suzanne Bazner, and Steven Alman. They all have sent us a lead in 2019.