



Thank You



Pynes Indoor Garden Management Cairns
PO Box 112
Earlville QLD 4870

To Management & Staff

I'd like to extend my thanks for your plant hire services during the high profile period of displaying and selling my home of 15 years.

With most of our furniture already in storage, I needed 'something' to soften the mausoleum effect of bare walls, sharp edges and echoes. Adding some plants was definitely the simple but so effective answer but I had some concerns regarding the expense. I had called one of your competitors and the prices quoted were disheartening and, quite frankly, exorbitant. I nearly gave up then & there but called *Pynes* to see if charges would be more within my budget. To say I was pleasantly surprised is an understatement.

I had someone call in to discuss my requirements on the Thursday before my first open house weekend, I received a verbal quote and the plants were delivered the next day. Over the weekend, however, I became concerned as several people stated "*They can't be that cheap, surely it's a weekly rate they gave you!*" If this was the case, my budget just got blown beyond belief. I called *Pynes* office on Monday and was reassured that I had definitely been quoted a monthly rate.

I also had a professional photographer to take some marketing images for the real estate section of the Cairns Post. During the shoot, the plants were moved around very easily to accent various areas of my home. As I had asked for a quantity of plants in 3 different heights, I was able to coordinate them for specific effects. The large golden canes inside helped draw the viewer's eye to the plants in the outside entertainment area; effectively tying the 2 areas together with a feeling of space and tropical ambiance.

Corinne, my Real Estate Agent with *Ray White Central* was also impressed with the result of adding a few plants to the house. She was also very happy with the prices I had been quoted and commented that she will also be recommending other clients to do something similar.

To be honest, I think you have a marketing strategy of approaching some of the real estate offices in town and offering plant hire services. I also believe you could incorporate a slightly different maintenance schedule to keep your costs down. Unlike a commercial office, the individual selling the home could be held responsible for the care of the plants. I would have been happy to have paid a deposit ensuring the upkeep and care of the plants I hired. A simple calendar of dates to water and amount to give each type of plant would probably halve your required follow-up visits.

Thank you for making this so very easy for me and I will be recommending others to also use *Pynes Indoor Garden Management*.

Yours faithfully

Liz Pawsey

Elizabeth E Pawsey
Formally of Harwood Close Brinsmead.