

Why book with Kathi Thomas Design for your wedding flowers?

Experience— Kathi has working with weddings & special events since she was 14 years old. This means she has been around long enough to have experienced many things, and has had a solution for every problem to date, something with which a less experienced person may not be able to cope. Kathi keeps up to date by attending design shows and reading trade magazines which showcase the newest trends. Kathi's floral business is strictly special events, such as weddings, holy unions, anniversaries and corporate events—she won't be distracted by needing to get “daily work out and delivered.” Kathi has been certified in floral design and as a member of the American Institute of Floral Designers (www.aifd.org) since 1983, she is also a member Professional Floral Communicators, International (www.saf.org), and was in the very first class of Texas Master Florists. Kathi has designed on floral design shows all over the nation, and has been quoted in, as well as written articles for, several different floral publications about weddings.

Kathi takes a maximum of two events a day, and only if they are either both at the same ceremony site or at least 5 hours apart in timing, and neither event is over \$3,000.

Kathi isn't a “drop and run” florist, but prefers to “service” her events. When the budget is very tight, Kathi will give the option to “drop off” the flowers. Kathi likes for the couple to not have to worry if everyone is getting the right flowers, so that is why she prefers to service the wedding. Especially for the couple who doesn't hire a professional full service wedding consultant, this is an invaluable service. In “servicing” weddings, Kathi will pin on the boutonnieres and corsages, and be sure that the

bouquets are held properly to show them off to the fullest advantage. She is there to take care of any needs the couple may have. For the couple with a full service independent wedding consultant, this allows the consultant to focus on the entire wedding party, and not have to spend time pinning on corsages and boutonnieres!

Quality of flowers: Kathi orders premium flowers for your special event. Since Kathi Thomas Design is a studio, rather than a retail shop, flowers are ordered expressly for YOUR event– no using them in anything else. Every bloom that you pay for is in your event in some form or fashion. Kathi brings in the flowers early enough to get them to the peak openness so they are at their most beautiful for your wedding. For example, roses are brought in the Monday before your event. They are processed and put into a special solution that gets them to drink as much water as possible. The next day, they're recut and put into another solution that gives them food as well. They are left out of the cooler until they are at the "just right" stage, then put into the cooler to hold them at that stage. Kathi checks the flowers every day– sometimes twice a day, until they are at that "just right" stage.

Repair kit: especially for couples who don't hire the services of a professional independent floral consultant (of which Kathi is one, too), Kathi brings a wedding kit to events which she services. In this kit are all sorts of emergency supplies– from needle and thread, to breath mints, to tape, body glue, etc. At this point, Kathi hasn't run into a problem which she could not "fix." Kathi also has emergency floral supplies– should a ring bearer get too rambunctious and break his boutonniere, Kathi can fix it.

Style: people often ask Kathi what "style" of design she does. Her answer

is that she does the style the couple wants. While there is a particular style that Kathi likes in her own personal tastes, she realizes that every event should reflect that couple's style, not Kathi's. She works with them to create their own particular and special wedding, something that will be a memorable day for them.

Budget– while Kathi Thomas Design isn't a "budget florist", she is able to work within specific budgets, as long as the couple is more flexible on lower budgets. She has done events from \$25 to over \$25,000 in flowers. It is helpful to let Kathi know your budget range when you talk with her, especially if your budget is tight, so that she can help to guide you to stay in that range. If your range and what you want are not realistic, Kathi will be honest with you and tell you so, but will suggest alternatives.

Happy couples: In a career spanning over 30 years, Kathi has only had 3 minor complaints about something not being quite what they thought it would be– this is remarkable!! This is most likely because Kathi is very truthful with her couples. Sometimes couples don't like to hear the truth, but Kathi would prefer to tell them "up front" than for them to be disappointed at the event or when they see their photos afterwards.

Creativity: Because all her years of experience and her keeping abreast of the latest trends, Kathi has many ideas about how to create things. She can design just about anything, and come up with several ways to make it look good, depending on budget.

Back-up: Kathi Thomas is an independent floral designer, meaning she primarily works alone. However, depending on the wedding size, she has other experienced floral designers upon whom she can call to assist, and

has had as many as seven designers working with her on a wedding. Kathi frequently works with Lenora Sappington Design on very large weddings. Kathi also has an agreement with another top independent floral designer to step in for her, should something unforeseen happen to her. In all her years of designing, the only time she ever had another floral designer need to step in for her was when her mother died in 1987. Kathi had most of the wedding done, called two designer friends, who came over that evening, picked everything up, finished the one or two pieces still lacking, and delivered and serviced the wedding the next day. Of course, Kathi let the bride know, and everything went wonderfully.

Professional design studio: Kathi Thomas has a professional floral design studio that was built when she and her husband built their home in 2000. There is a large walk-in specialized floral cooler as well as a "reach-in" cooler for overflow. Because the studio has rain water as its source, the flowers tend to open much better and have truer colors (good water quality does that!)

For Kathi, this isn't a job, but a vocation. When Kathi got married, her friends gave their talent as her wedding gift, and Kathi got to be the bride, not having to worry about any details of the wedding. She wants all couples to have that for their special days. She feels fortunate to be able to work with folks on one of the most special days of their lives.