Business of Design BY KATIE VINCENT

HIGH AND LOW

> A low price point and long vase life are a few reasons Lisa Alary, CAFA, adores chrysanthemums. The biggest selling point for her, though? Versatility. "I love working with chrysanthemums because they can swing in so many stylistic directions," said the owner of Fleur-de-Lise in St. Albert, Alberta. "Depending on what you pair them with — and what techniques you pull out of your design repertoire — they seamlessly make the leap from casual and unassuming to elegant and upscale." Here, she shares two simple and cost-effective designs that elevate the humble chrysanthemum.

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TALL TALE "Size matters with perceived value," Alary said. "Tall linear designs command attention." Additionally, this design makes good use of negative space and "tells a story with its color palette, which was inspired by nature's ready-made combinations," she said. To accentuate the ninebark (physocarpus) foliage's chartreuse and bronze undertones, she used green disbud and button chrysanthemums, beige roses and scabiosa pods. "A great way to give common blooms a more highend status is to pair them with a few special details, such as a rare seasonal foliage or an unusual textural accent flower," she said. Design time: 10 to 15 minutes.

Wholesale costs: \$20. Suggested retail price: \$70.



