



# Questions to Ask Florists

by: Kimberly Kapur of RomanticFlowers.com  
and the readers of www.PashWeddings.com

We invite you to send us additional questions by sending email to [contact@PashWeddings.com](mailto:contact@PashWeddings.com)

		Florist #1	Florist #2	Florist #3
Company Name				
Contact Person				
Address				
Phone Number				
Email Address				
Web Site Address				
1.	Will you personally be the florist for our wedding?			
2.	<b>If the answer is no:</b>  When can we meet the florist whose work I'm seeing so I can see if I feel comfortable with that person/ see if we are on the same wavelength?			
3.	<b>If you are not talking to the florist, also ask:</b>  If the florist we want no longer works for your company when our wedding comes up, what will you do?			
4.	<b>If you are talking to the florist:</b>  Are you a full-time florist?			
5.	What do you do the rest of the week?			
6.	What kind of experience, background, and education do you have?			
7.	Have you received any formal classroom training as a florist?			
8.	Where do you get your inspirations?			
9.	What are the reasons you think we should hire you?			
10.	Do you have a portfolio and a list of referrals?			
11.	Is this your recent work that I'm seeing?			
12.	How many weddings do you schedule per weekend? How personalized will your service be to our wedding?			
13.	How many weddings have you serviced?			
14.	How many weddings do you do per year? How many per day?			

Questions to Ask Florists (continued)		Florist #1	Florist #2	Florist #3
15.	Have you handled events of my type and size before?			
16.	What makes your arrangements better or different than anybody else's?			
17.	What type of design do you specialize in?			
18.	Off the cuff, what types of flowers would you suggest given my wedding colors, location, and time of year?			
19.	If the flowers I want are not available, what is your substitution policy? (you don't want carnations used instead of lilies, etc...)			
20.	Can I add items at the last minute? (like "Great Aunt Martha needs a corsage...")			
21.	Do you design items for double use? (i.e. arch sprays becoming head table long and low centerpieces)			
22.	Where do you perform the design?			
23.	Do you own large coolers to store flowers?			
24.	How many days in advance do you put together the arrangements and bouquets?			
25.	Do you rent special equipment such as urns, arbors, aisle runners, linens, or centerpiece containers?			
26.	Do you provide any other services such as linens, chair covers, favors, ribbons, etc?			
27.	Do you decorate the cake with flowers or should the cake baker?			
28.	What time do you arrive to setup your equipment?			
29.	Hours of service:			
30.	Do you own vans or vehicles for delivery?			
31.	Have you worked at my church/rental facility before?			
32.	Do you perform an on-site evaluation for decorations?			
33.	Do you have people to help you with the design and/or setup?			
34.	Will you be on-site to set up, or just your staff?			
35.	Can you perform the delivery and set-up within the time that the church/rental facility has allotted?			
36.	Can you disassemble in the amount of time allotted?			
37.	Do you provide a written contract and guarantee?			
38.	What are your policies regarding delivery times?			
39.	How do you price your flowers and what is the cost of delivery and setup?			
40.	Can you provide me an estimate within 2 days?			
41.	Is a deposit required? If so, how much?			
42.	When is the deposit due?			

Questions to Ask Florists (continued)		Florist #1	Florist #2	Florist #3
43.	May I make partial payments?			
44.	When is the final payment due?			
45.	Is gratuity included in the price?			
46.	If not, what is the percentage of the service charge?			
47.	What percentage are the taxes?			
48.	What is the overtime charge?			
49.	Are there any additional charges not mentioned? (i.e. travel)			
50.	What are the refunds/cancellation terms?			
51.	What is the average cost of wedding flowers by YOUR clients?			
52.	Do you charge for consultations?			
53.	How do I book your services?			
54.	Package 1:			
55.	Cost of Package 1:			
56.	Package 2:			
57.	Cost of Package 2:			
58.	Package 3:			
59.	Cost of Package 3:			
60.	A question to ask yourself: Has the florist addressed your personal concerns satisfactorily?			

[This is a worksheet from PashWeddings.com. A collection of ALL our worksheets is available by downloading the "Pash Wedding Planner" from PashWeddings.com]



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