



## **Meet Lisa Kessler and Tina Scriven, owners of Flower Divas of Montour Falls...**

### **1. Describe Your Business:**

Lisa and Tina describe Flower Divas of Montour Falls as a flower shop with a twist. "We're trying to bring to this town something special that it has never seen before. It's not just a flower shop. We want our customers to feel like family. It's about old-school customer service where you know the person cares. It's personal," Lisa explained.

### **2. Tell us your story:**

While Lisa and Tina grew up in the same community, they did not meet each other until January of 2017. They say when they started working together in January, their personalities just clicked. "It's like we share the same brain!" Tina joked. Tina has a background in bookkeeping, and has been doing floral design for a few years. Lisa is more about the artwork. Their strengths and

weaknesses complement each other very well; what one doesn't have, the other does. They describe their business as being still in the newborn stages. "Well, we feel like we should still be in the newborn stage, but we're already toddlers because we've already grown," Lisa said. "Word-of-mouth has helped us grow faster than we expected or dreamed."

### **3. What has helped you succeed and gain experience?**

Tina and Lisa say that having a lot of support from their families has really helped them in their success so far. Tina's parents both volunteer and help around the shop. Her father makes their deliveries. Lisa's family has also been instrumental in their success. Her husband has done some handiwork in their shop, such as building a custom rack to hold all the shop's spools of ribbon.

### **4. What inspires you?**

Lisa and Tina love what they do so much that they rarely want to take a day off. "I have to create every day. It's a need," Lisa stated. "If I don't do some sort of artistic something I get depressed. I have to make something beautiful - drawing, jewelry, sewing. I have to find something to do to create every day. Even on days off." Tina added that she is inspired by trying to come up with ideas that are going to interest other people. "Lisa is always pushing me and challenging me to be more creative," Tina said. Some of the pieces she is most proud of include a lion's head made up of flowers for a performer in *The Wizard of Oz* at the Clemens, a Minion from *Despicable Me*, and an arrangement shaped like a dog.

### **5. What keeps you up at night? What are your challenges?**

The Flower Divas anticipate seeing a lot of the same customers during the winter, and one of their challenges will be trying to keep their customers interested by rotating stock. They have several items, including t-shirts and mugs, that show the four waterfalls located in Montour Falls, and they are hoping the community responds well to those items. Additionally, since many grocery stores are now selling plants and flowers arrangements, Tina and Lisa feel pressure to up their game and make their arrangements a piece of art. Each piece has to have personality and wow-factor. "Anybody can throw flowers together, but it takes an experience to be an artist and floral designer," Lisa elaborated. "It has to be something you love."

### **6. What is your favorite local activity?**

"We haven't had time to lead the shop to find one!" they said jokingly. Both Lisa and Tina enjoy taking a few moments out of their day to go up to the falls. Despite having only been open a few months, Montour Falls already feels like home. It has a different atmosphere than where they were before, and they love the Montour Falls community here. This year, the Flower Divas are taking care of the decorations for both of the public Christmas trees in Montour Falls.

### **7. Is there anything else we should know about you?**

In addition to flower arrangements and gifts, The Flower Divas of Montour Falls also have hand-crafted jewelry and tiaras that are perfect for weddings, prom, and Renaissance fairs. They also sell some new-age products including candles, incense, gem stones, and specimens rock. Additionally, they want their customers to know that if there is a problem with their arrangement to come back to the shop and they will fix it. Tina and Lisa are dedicated to doing what it takes to make a customer happy.