



# CULLING SUCCULENTS

WHAT TO LOOK FOR

# STRETCHING – TOO TALL

As succulents sit in the stores (often in lower lighting than they would prefer) they stretch upward in search of more light.

**The ideal height of a sellable succulent is no taller the height of the pot that it's planted in.**

- The photo on the left shows a succulent at an ideal height for the pot it's in.
- The photo on the right shows a succulent that is too tall and should be scrapped at the store.



GOOD SIZE



TOO TALL

# ROTTEN

Succulents love to dry out between waterings. If they're kept too moist, they will rot.

Signs of rot are when leaves get mushy and either turn yellow or brown.

Rotting plants should be culled from the store displays immediately.

No need to wait until the whole plant is rotten... Once the plants start to rot, they will not regain their salability.



# DULL AND OLD

Sometimes succulents get shopworn after sitting the store unsold for a period of time. Tired looking plants should be scrapped.

Displays full of nothing but dull old succulents slow sales dramatically

If the mix is all greenish-blue and gray because all of the colorful product has been picked through, we should scrap the dull product as fresh product arrives.



# DISH GARDENS

Dish Gardens are great impulse buys and gift ideas. They don't sell when there's a dead succulent in the mix.

In the photo up top, you can see that the succulent in the front left corner has died out. This dish garden should be scrapped, even though the rest of the plants are still fine.

Of the two dish gardens on the bottom – the one on the left is stretched and has lost a succulent in the front right corner... it should be scrapped. The one on the right is what we want.



# STRAWFLOWERS

Old faded strawflower slow sales.

If the strawflower on top loses its color or turns brown – the plant needs to get scrapped. Even if the cactus is still fine, the condition of the strawflower determines whether or not we leave it on the display.

- The strawflower cactus on the left is old and needs to get dumped.
- The strawflowers on the right are what we want in the stores.



OLD FADED – BAD



VIBRANT COLORS – GOOD

