

## Haywire 371

### Chapter 371-bow

Gu Nian did not know that the man who had stolen her first kiss from her in two lifetimes was currently considering whether he should marry her.

She returned to the inn in a Huff, asked for hot water, and soaked herself in the bathtub. Only then did her mood calm down.

If not for Lu Zheng's quick reflexes, who pulled her up, the entire riverbank would have been able to witness her first kiss!

'Damn it!'

That man was really crazy! There were so many people on the riverbank, but he just had to hit himself?

Forget it, why did he still pull her up when he was on land?

It was fine if he pulled her, but why did he fall?

Fortunately, it wasn't forward but backward. Otherwise, wouldn't they have changed positions?

'Aiyo, Gu Nian, what are you thinking about?

Gu Nian knocked on her head as she tried to get rid of the scene that had just happened.

She was a modern person, but she had never been in love!

"Sister, why did you hit yourself?" At this moment, Gu Xin came in with a bucket of water. Seeing this scene, she was so shocked that she immediately asked. Her sister had almost forgotten about them last year when she hurt her head.

"Xinxin, why didn't you knock?" Gu Nian pouted.

"I did! You didn't hear it. Sister, what are you thinking about? The last time you hit your head, you almost couldn't remember us. What if you break your head again?" Seeing that Gu Nian still knew her name, Gu Xin heaved a sigh of relief. She then poured the hot water into the bathtub and massaged Gu Nian's head.

"Xinxin, I feel wronged." Gu Nian said pitifully.

I did feel quite wronged. That Xu Changfeng is simply sick. He used a knife because of his love and hatred. Fortunately, you're strong, sister. If he had hurt you, I would have used the four killing weapons given by grandma Xiao on him. And that unlucky guy who was being chased by the dog, of all people, he bumped into you. Fortunately, he was a human cushion for you and didn't knock you down. Otherwise, I would have to give him a round of the four great killing weapons." Gu Xin furrowed her brows and mumbled.

"Well, the next time you see them, Xinxin, you must do it with them both. I'm so wronged!" Gu Nian nodded.

It's good to have a sister!

His sister had helped him vent his anger. After messing with Cheng Rui, his sister was going to help him vent his anger again.

"Well, if I see them like this next time, I won't be soft-hearted. But, sis, I didn't see the person who was being chased by the dog." Gu Xin said.

"I'll point to you next time. Although I can't see it very clearly, I'll definitely recognize you if I see you again." Gu Nian's mood improved.

sister, it's only been 15 days since the new year, but you've encountered a few things. I don't feel like things are going well. Why don't we let our parents take us to the temple to pray for blessings tomorrow?" Gu Xin suggested.

"No, let's go home tomorrow!" Gu Nian shook her head.

She had lived in a temple for many years in her past life, so she usually didn't go to the temple to pray.

I think Xinxin is right. We should go and pray to the Bodhisattva. Gu Hui said as she pushed the door open and entered with two buckets of water.

"Sister Huihui, Bodhisattva is very busy. He doesn't have time to take care of everyone." Gu Nian said.

"A sincere heart is a spirit, seeking peace of mind." Gu Hui said.

"Then let's go to the Taoist temple and ask for a safety talisman or a luck talisman!" Gu Nian suggested.

"Alright! He would ask his third aunt if there were any Taoist temples in the prefecture. The Taoist temple also worships Immortals!" Gu Hui did not mind.

that's right. There's a deity in the temple. Let's ask the deity to bless us! Gu Nian immediately nodded.

"Sister Huihui, you should chat with her. She hit her own head when I came in! You watch her, don't let her hit you. I'll go find sisi." Gu Xin carried the water bucket and left after giving her instructions.

Chapter 372 I'm giving you a present!

"Brother Yuanyuan, come with me!" When they passed by Lu Zheng's room, Gu Xin saw that he was alone and called him along.

"What's wrong?" Lu Zheng came out and took the wooden bucket from Gu Xin's hands.

"I'm giving you a present! However, we have to return the bucket to the kitchen first, and then borrow a basin from him." Gu Xin smiled mysteriously.

"Alright," he said. Lu Zheng's smile deepened.

just now, I saw my sister hitting her own head. I was afraid that she would almost forget about us like last year. Gu Xin's face was filled with fear as she recalled what had just happened.

"What happened to her last year?" Lu Zheng raised his eyebrows and asked.

"At the beginning of October last year, my father's gambling den came to collect his debt. My sister fought with those people, then she hit her head and fainted. When she woke up, she called me little sister, which scared me to death. However, she still remembered it at once." Gu Xin said.

"Oh, early October!" Lu Zheng nodded his head in understanding.

The day he was reincarnated happened to be the first day of October. Perhaps Gu Nian had also arrived on those two days!

"Brother Yuanyuan, was the cake this morning good?" Gu Xin asked.

"It's delicious." Lu Zheng replied with a smile.

"I helped too! That's also my gift to brother Yuanyuan. Didn't I say last time that I'm going to give brother Yuanyuan two birthday presents? I've already completed one, there's still one left." Gu Xin said happily.

There was nothing happier than the fact that the other party liked the gift that he had given.

"There's another one? Could it be a wooden basin?" Lu Zheng joked.

"You'll know in a while." The two of them had already arrived at the inn's kitchen. Gu Si was waiting there. Gu Xin stepped forward, "sisi, sister said that there's enough water. She doesn't want it anymore.

"Oh, then I'll carry this bucket over for Grandpa and Grandma to wash their faces and feet first! Sister Xinxin, you wait here. We'll bring another big bucket of water to wash up later." Gu si nodded and then said.

"Alright, go ahead. I'll wait for you here." Gu Xin nodded.

The Lantern Festival was full of guests. The Gu family lived here, so there were many places where water was needed. The waiter was too busy, so the Gu family had to do it themselves.

"Brother Yuanyuan, come with me!" Gu Xin went to the kitchen and borrowed a wooden basin from the fire-lighting worker. She carried it out and beckoned for Lu Zheng to follow her.

The two of them came to a big tree in the backyard. There happened to be a well next to it. Gu Xin carried a basin of water and placed it by the well. Then, she looked up at the sky.

Lu Zheng felt a little helpless. What gift did this little girl want to give him? she didn't even ask him to help carry the water.

In her previous life, Xin 'er didn't have much strength and was even very weak. In this life, she was so strong at this age?

"Brother Yuanyuan, come here! Squat down and close your eyes!" Gu Xin squatted beside the wooden basin and waved at Lu Zheng.

Lu Zheng walked over and squatted down beside the wooden basin according to Gu Xin's instructions. He then closed his eyes.

Gu Xin moved the wooden basin to the best position and squatted down next to Lu Zheng to test the position. She then stood up and ran to the opposite side of Lu Zheng and squatted down. There was a wooden basin between the two.

"Are you done?" Lu Zheng asked.

"Alright, brother Yuanyuan, you can open your eyes now. Look at the present I conjured for you in the basin!" Gu Xin said happily.

Lu Zheng opened his eyes and glanced at Gu Xin before looking at the basin. The water in the basin had stopped flowing and the reflection of the full moon was reflected in the water. Lu Zheng's body froze.

Chapter 373 I belong to the Tiger family

"Brother Yuanyuan, this is the birthday present I'm giving you for the second Yuanyuan! the moon in the sky has been there for a long time. i hope brother yuanyuan can be like the moon, even if it is cloudy and waning, it will not lose its luster! I hope that brother Yuanyuan's happiness can be like the moon in the sky. Even if there are ups and downs, it will always be there. i hope that brother yuanyuan will always be a full moon." Gu Xin looked into Lu Zheng's eyes as she spoke.

Lu Zheng looked at the person in front of him, who was gradually overlapping with his memory, and the same words echoed in his ears.

"Mister Lu, Xin 'er hopes that Mister Lu will be like the moon in the sky, forever shining and bringing light to Xin' er. Xin 'er hoped that Lu lang would be like the moon in the sky, pure and flawless, not blinded by hatred and tiring himself out. Xin 'er hopes that every time Lu Lang's birthday comes, he'll be like the full moon in the sky, complete and without any worries!"

The 18-year-old Xin 'er had taken a golden pot and planted flowers in a garden full of flowers on his 23rd birthday. She had picked a full moon for him as a birthday gift.

At the age of eleven, Xinxin took a wooden basin to the well of the inn on his sixteenth birthday and took a full moon for him as a birthday gift.

Lu Zheng's eyes were already filled with tears."Xin Xin Xin!"

"Brother Yuanyuan, don't cry. Don't be touched!" Gu Xin said, "uncle said that adults eat meat raw and children get beaten! Brother Yuan Yuan, you're 16 years old, you're an adult now, don't cry like you've been beaten."

Lu Zheng,"Yingluo."

At this moment, he had the same question as the other three who had just transmigrated. What exactly did uncle Gu say to Xinxin?

"Brother Yuanyuan, do you like this gift?" Gu Xin asked again.

"I like it, I really like it. Thank you, Xinxin." Lu Zheng nodded.

"if so, close your eyes after a while and keep it in mind. when there's a full moon, you can look up at the sky and see my gift to you!" Gu Xin said.

"Alright!" Lu Zheng nodded.

"To show my sincerity, I've already spent some money to buy this basin from the kitchen uncle. Brother Yuan Yuan, do you want it? In the future, when the moon is full, take the water out and it will be my gift to you." Gu Xin smiled slyly.

"Alright!" Lu Zheng nodded.

brother Yuanyuan, thank you too. I really like the present you gave me. I like little tigers the most because I'm born in the Year of the Tiger, hehe ~" Gu Xin giggled.

In the car just now, she had dreamed that someone would buy her the lantern of the twelve Chinese zodiac signs when she grew up, and there was a little tiger in it.

"I know, you're a Tiger." Lu Zheng laughed.

He thought of the time when they went to see the Lantern Festival together in his previous life. It was then that they celebrated their first birthday after they got to know each other. It was also then that they knew each other's birthday.

He held onto Gu Xin's hand and didn't let anyone open the way. Just like any other ordinary man and woman, he weaved through the crowd and bought from stall to stall, buying all the lanterns on the street that were related to the twelve zodiacs.

At that time, both of them had lanterns hanging from their hands and bodies. They carried them back to the small courtyard and hung them there for an entire year.

He only remembered that the little tiger lantern was the first to break. Because Gu Xin was born in the Year of the Tiger, even though her personality wasn't that bad, she liked the little tiger lantern a lot. When he wasn't around, she would bring her servant girl to walk around the yard with the little tiger lantern, so it broke the fastest.

Chapter 374 which bastard was scolding her?

When Gu shouxin and Cai Xiaolian found out about what happened to Gu Nian today, they were also speechless.

Their original owners weren't reliable either, but at least they had memories and knew how to deal with it.

Poor elder daughter, the most unreliable of the original owner, she didn't even have a bit of memory.

Everything happened while he was still in a daze.

Fortunately, no one knew that she had no memory except for the two of them. Otherwise, how many people would come to blackmail her?

Gu Nian's appearance was already one of the best in the village. Now, her soul had a likable temperament that was slowly blooming. Even without the rotten peach flowers of the original owner, the current Gu Nian could still be liked and admired by people!

"My daughter! Why don't we find someone to settle down with?" Gu shouxin sighed with emotion.

“father, you’re biased, right? Did he want to find someone to be his son-in-law? You just find me troublesome, don’t you?” Gu Nian had begun to treat them as her biological parents and had learned to act coquettishly.

“It’s not that father is biased! How could he say this! as for xinxin, we also know who to keep an eye on, so we’ll just keep an eye on her. But you, I don’t know who to target! It’s easy to solve it if you provoked it, but if it was the host who provoked it, how do you think we should solve it?” Gu shouxin facepalmed.

How many had appeared in three months?

Zhang Yungui, Zhang Dahu, Caitou, Xu Changfeng, Cheng Rui, and the unknown dog chasing the man today.

Gu shouxin had a premonition that the dog chasing the man would definitely appear again and bother his eldest daughter.

“what are you saying? Niannian is only 15 in two months, what do you mean? Nine thousand years old, you can’t live with such a feudalistic mindset.” Cai Xiaolian glared at Gu shouxin and said.

“Alright! If not, we can’t be sure.” Gu shouxin smiled without any temper.

“Father, don’t interact with uncle so much in the future. Just focus on reading at home!” Gu Nian looked at his father.

“Why? Why did you drag your uncle into this?” gu shouxin was stunned.

‘You’re starting to sound more and more like him now, and your brain circuits are also starting to resemble his! Father, just bear with it! no matter how interesting uncle is, you can’t be affected by him! It’s enough for a family to have one uncle. If there’s another one, Grandpa and Grandma will go crazy!’

“Pfft!” Cai Xiaolian couldn’t help but laugh.”Hahahahahaha!”

“Mother, don’t laugh.” Gu Nian turned to look at Cai Xiaolian. you should also try to persuade father. If he really becomes like first uncle, you’ll be like first aunt. You’ll be speechless from all the criticism, and you’ll hold your youngest son, shaking your head, sighing and crying.

Cai Xiaolian paused.

” hahahahahaha yingluo. ” this time, it was gu shouxin’s turn to laugh.

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The next day, early in the morning, third aunt Gu brought a group of people to the most famous green maple temple outside the prefecture. Gu Nian only asked for a protective talisman. She did not want a luck-changing talisman. She felt that with the little koi fish in her family, her luck would definitely be good. If she asked for a luck-changing talisman, wouldn’t she be lucky?

After lunch, the group set off for the village.

The carriage and donkey cart had just driven out of the city gates when Madam li, the head of the richest family in the Qing government, ordered servants to go to the bank of the moat and ask if anyone knew about the girl who had molested her son yesterday.

Of course, he couldn't directly say that it was a girl who had molested his son. He naturally asked about the unlucky girl who had been knocked into the river by his son yesterday.

The unlucky girl was so concerned that her ears turned red as soon as she left the city gate, and the temperature did not drop.

She was a little depressed. Which bastard was scolding her?

Chapter 375 Second brother, we have to be humble

The next day after they returned to the village, the Gu brothers brought Lu Zheng to explore the wasteland.

There were potatoes planted behind Houyang Valley, and there was a small forest behind the land. On the other side of the forest was a large piece of barren land, full of grass. Because it was surrounded by forests, no one in the village of the three Forks had explored it for years.

Grandma Xiao and grandma Gu also went with them. Grandma Xiao mainly picked herbs, and grandma Gu was strong enough to help with the exploration.

There was a total of a little more than two mu. The four Gu family members were all used to doing farm work. Although Lu Zheng had never done farm work before, he learned the movements of the elders and got used to it very quickly.

"A 'Yuan, I estimate that there are at least three thousand Jin of potatoes in second brother's Houyang Valley! With nearly three hundred catties of seeds, one mu could be planted with ten mu of land. Ah Yuan, why don't you sell some of the remaining ten mu to our family? Everyone in our family loves to eat that stuff." Uncle Gu told Lu Zheng about the potatoes when he was taking a break.

"Deal, I'll give eldest uncle a hundred Jin of seeds! I'll give 2nd uncle 100 Jin as well." Lu Zheng agreed readily.

In any case, he still had to plant two or three more crops, and when he transported them to the capital, the Emperor would definitely not find it too little.

"Then it's a deal! Ah Yuan! You're really the young man I like the most! Really, I want to matchmake you. But I know that I can't recognize other girls! I can't bear to part with my family's daughter. If you weren't so handsome, I would have considered introducing my Gu family's daughter to you." Uncle Gu sighed, feeling that it was a pity.

"Big brother, why don't you introduce us to the girls if ah Yuan is so handsome?" Fourth uncle Gu asked in confusion.

"What else could it be? This man was so handsome that he was likable! Look at third Sister's sister-in-law, her eyes are all on ah Yuan. For our family's girl, it's fine to find a man with above average looks and a good family background like me! Don't you agree, second brother?" Uncle Gu said without hesitation, and then asked for Gu shouxin's approval.

"Big brother, in my heart, your looks aren't just above average, you have to remove the 'average' part!" Gu shouxin said as he pulled out the grass.

“Doesn’t it mean that it’s slightly above average if we remove the middle?” Uncle Gu mumbled to himself before he said happily, “hahaha, second brother, don’t say it out loud! Don’t you scholars always say that you can’t be proud? I’m not proud!”

Fourth uncle Gu, “Yingluo”

Grandma Gu:

Lu Zheng, “uncle, don’t scare me. Introduce me!” I want your family’s third miss.

Uncle Gu was only happy for a short while before he frowned and sighed, “Sigh, since ancient times, beautiful women with wild beasts, fresh flowers with cow dung, handsome men with fat women! That’s why, ah Yuan, you should work hard and practice your strength. I can see that you’re also worthy of the life of a fat woman. Look at that Guo Wan, how big she is! Train your strength, so that you won’t have a hard time carrying someone like my wife in the future.”

Fourth uncle Gu shouxin, “is there anyone who talks about their own wife like this?”

“Uncle, I’m not handsome. I’m really ugly,” Lu Zheng replied.

Uncle Gu patted Lu Zheng’s shoulder and encouraged him, “When I was young, I also felt that I was very ugly and that I was a good match for my wife. I didn’t expect that when I gave birth to my second child, I would realize that I was actually above average. Now that I’m having my fourth child, your second uncle wants me to drop to the middle grade. I can’t be humble even if I want to. You should come to terms with reality!”

Chapter 376 We were definitely implicated

“Boss, shut up! If you weren’t carved out of the same mold as your father, I would really think that I had reported you to the wrong person!” Grandma Gu wanted to tell him to get out. Where could he get out of this barren land?

“Yuan, come to my side. you’re still young, so don’t mix with those three bastards, or they’ll teach you the wrong things!” Grandma Gu asked Lu Zheng to go over to join her.

Gu shouxin and fourth uncle Gu looked at uncle Gu, feeling wronged. big brother, you’ve implicated us.

Now that grandma Gu had spoken, uncle Gu did not dare to make any more noise. He could only glare at his two younger brothers. in mother’s heart, including third sister, we are all bastards, and so are you two!

After that, uncle Gu obediently started digging.

Gu shouxin and fourth uncle Gu looked at each other. The two of them were definitely implicated by their big brother and third sister.

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“Sis, is this stove used to make the perfume you mentioned?” In Gu Nian’s laboratory, Gu Xin asked as she surrounded the stove that had just been built.



“yes, use this for distillation. If I can’t explain it clearly in a few words, you’ll all learn from me in the future and remember the steps clearly. This thing, if we make such a big bottle, we can sell it for ten taels of silver.” Gu Nian gestured with her hand.

Spring had arrived, and all kinds of flowers were about to bloom. Her perfume plan was about to begin.

“Ten taels? Isn’t that even more expensive than our set?” gu si exclaimed.

gu hui’s eyes were also filled with surprise.

“Of course. We’ll sell them to the girls in the back of the house, the kind who don’t have to do anything all day and only care about dressing up. They did not lack money. Moreover, you’ve done it once, and you’ll know that it’s indeed worth ten taels. Moreover, if my mother were to operate it, it would probably be more than ten taels.” Gu Nian said with certainty.

“Previously, second aunt told us that the women in the prefecture are different from the women in our County villages. In families with a bit of wealth in the prefecture, women were very willing to spend money on themselves. Especially unmarried girls.” Gu Hui said.

“Then, sister, what flavor should we make first?” Gu Xin rubbed her hands together and was eager to try.

“what do you guys think?” Gu Nian asked for everyone’s opinion.

“What about orchids? Grandma likes orchids.” Gu Xin said.

“Yes, I can.” Gu Hui and Gu si nodded.

“Alright, let’s use the orchid for now.” gu nian nodded and winked at gu xin. ” just in time. there are orchids in my manor. i’ll go and pick them tomorrow. ”

Gu Xin grinned. They were using the seeds given to them by brother Yuanyuan, but they couldn’t tell anyone about it. They could only push it to the manor.

It’s so easy to tell the secret of the Jade bead to my father, mother, and sister. I don’t have to think of a way to make up an excuse.

“Sister niannian, it can’t be the kind that Grandpa raised, right? That one is worth more than two hundred taels!” Gu si suddenly said.

“Of course not, it’s just an ordinary one on my side. when we’re free, i’ll take you to the manor to have a look. there are many flowers!” Gu Nian said.

“Dong Dong Dong!” At this moment, there was a knock on the door.

Cai Xiaolian had already gone to open the door. The four sisters walked to the window and lined up from tall to short, looking outside.

The four sisters had been defeated by uncle Gu’s obsessive-compulsive disorder, and they were used to going from tall to short.

“who are you guys looking for?” Cai Xiaolian looked at the noble lady in front of her, who was dressed in an extraordinary manner and had an extraordinary temperament, and asked with a frown.

“May I ask, is this Gu shouxin’s family?” The rich lady asked.

“Who are you?” Cai Xiaolian’s eyes were unkind as she sized up the woman in front of her, who had exquisite looks and was the same age as her.

Chapter 377 A woman, alive

my surname is nie, ” the rich lady said. my husband’s surname is li. I’m here today to discuss business with your family.

Cai Xiaolian heaved a sigh of relief when she heard that his surname was not Chen.

She really didn’t want Gu shouxin’s rotten peach to appear before the original owner’s rotten peach blossom was solved.

“Do you want to talk about the washing set?” Cai Xiaolian asked.

“That’s right. He had this plan before the new year and had always thought that Mrs. Cheng from Taoyuan County was the one selling the washing and protection sets. It was only a few days ago that he heard from his family that a couple was selling them at the dock. It just so happened that the servants at home saw you with the young lady boss of the Guo family’s rice Shop at the Lantern Festival the day before yesterday. They asked yesterday and found out that you are the brother and sister-in-law of boss Gu’s maternal family, so they came over early in the morning.” Madam Luo explained.

“It’s like this! Please come in, Mrs. Li!” Cai Xiaolian welcomed him in.

Luo Shi only brought a maidservant and an old woman. The coachman was at the door and did not follow them in.

“Although it’s already past the fifteenth, but it’s still the first month of the lunar year. I’ve prepared some small gifts, I hope Cai niangniang doesn’t mind. I heard from the young lady boss of the Guo family that it was a few girls in your family who made this set of toiletries, so I’m giving this gift to them. It’s just some desserts and the little things that the ladies like.” Madam Luo said again.

“How can I accept this? Madam Li, you’re too polite for our first meeting!” Cai Xiaolian said.

At this moment, Gu Xin and her sister ran out.

“These are the girls in the family, right? She really looks so fresh!” Madam Luo looked at the girls.

Her gaze lingered on Gu Hui and Gu Nian the longest. She was wondering who was the one who had ‘ruined’ her son’s ‘innocence’.

The taller one looked more handsome than the shorter one. She had a calm temperament. Although her facial features were not as gentle, her temperament made her look very comfortable.

The shorter one had exquisite facial features. If she changed her clothes and dressed up, she would be one of the best in the prefecture. However, did such a well-behaved girl have the strength to push his son into the water?

Luo Shi was a little undecided.

yesterday, she had asked someone to go to the shore to ask. someone had seen that they were following gu san gu. there were quite a few people in the prefecture who knew gu san gu.

So, Luo Shi went directly to third aunt Gu. She knew who made the laundry and facial sets before the new year. Mrs. Cheng had obviously cooperated with the Gu family. She had never thought of provoking the official's family. It was not that she could not afford to, but it was troublesome. Her family had a lot of business, so it didn't matter if she didn't have one.

However, for the sake of her unreliable son, when she found third aunt Gu, she started with a wash and nurse set.

It was impossible for her to tell anyone that her son said that your niece had ruined his 'innocence' and that she would hand your niece over to her son to take responsibility.

she was in charge of the li family and could not do such a thing.

the business was secondary. he mainly wanted to see how the girl who had ruined his son's "innocence" was like.

She had been trying to find a suitable partner for her son since three years ago, but her son didn't like any of them. Now, he was asking her to take responsibility. If he didn't like her, what else could he do?

She hoped that this girl could suppress her son and control him. As long as she had a clean family background and good looks, it would be fine.

Her standard for a daughter-in-law was very simple. A living woman was enough.

Chapter 378 I'm an honest person

The sisters went to serve tea and snacks.

The desserts were the snacks that Gu Nian usually made for everyone to eat and play with while the tea was flower tea that Gu Nian had made herself.

Last year, although the three transmigrators did not know about the existence of the Jade Pearl, they had grown many dried flowers on their land.

A few days ago, he found out about the existence of Yu Zhu Zi. He inexplicably felt that no one would be able to refuse the flower tea brewed by his family.

Since Mrs. Li had come to discuss the matter of the skincare set, and she had even asked about it from third aunt Gu, she naturally hoped that the cooperation would succeed.

Now that she had successfully cooperated with Mrs. Li, her mother didn't have to go to the dock often anymore, and her father was about to start a series of tests.

"Hmm, this tea is not bad. Lady Cai is really clever!" Madam Luo praised sincerely.

"Madam Li, you've praised the wrong person. This is the flower that my eldest daughter dried and then made." Cai Xiaolian smiled and waved her hand again, calling the four sisters to her side. She pulled

people over and messed up their positions from top to bottom. these are my eldest uncle's daughters, Huihui and sisi. These two are my family's daughters, niannian and Xinxin."

"So this flower tea was made by niannian?" Luo Shi looked at Gu Nian.

Her son seemed to have mentioned it before. He heard someone on the shore shouting for niannian to come back quickly and not catch a cold.

She was a little surprised!

Niannian was such a beautiful person, and she looked quiet and generous. How could she be so unlucky to be hit into the river by her unlucky son and be blamed by her son?

"Madam li, we sisters made this together. We picked flowers together, washed them together and dried them in the sun. When Xinxin and I weren't at home, Huihui and sisi were there to watch over us." Gu Nian said.

"You sisters are really skillful! Not only was he good-looking, but he was also more capable than others. You're really a lovely girl!" Luo Shi said with a smile.

However, he was sighing in his heart. Beautiful people with nimble hands were just unlucky.

"Madam li really praised them! Children can't take compliments." Cai Xiaolian said humbly.

The four Gu sisters looked at Madam li. Don't think that we'll believe you just because you're pretty and generous. Although you're telling the truth, you must be plotting something against us!

Quickly cut to the main topic of your scheme, quickly state your price!

"I'm not complimenting you. I've always pursued honesty when I do business! After all these years, I've gotten used to it. I can't lie." Mrs. Li said in all seriousness.

Cai Xiaolian: "I don't believe you. That's what I said to people when I was doing business.

"Madam li, since we're talking about business, then I'll say something. Just now, Madam Li said that she's here for the kitchenette sets. I wonder if Madam li wants to buy them in large quantities, or is it some other method?" Cai Xiaolian asked.

"My family also uses facial and wash sets. I dragged a sister to get ten sets from Madam Cheng. I thought this was Mrs. Cheng's family business, and I thought I'd buy it if there weren't any. He didn't know that it was actually done by a few girls. May I ask Lady Cai, are you still working with the Cheng family? Are you going to sell it directly to the Cheng family, or do you want to cooperate with them in some other way?" Madam Luo asked.

Even though she had already heard the answer from third aunt Gu, she still had to hear it from her own ears.

To be honest, she looked down on Mrs. Cheng. She didn't like Mrs. Cheng's arrogant and petty character.

Chapter 379 The Li family

"I don't plan to let Madam Cheng help me sell it this year. We talked about going to the pier and the Rouge shop by ourselves. We gave them the wholesale price, and they set their own price to sell. However, the price they set was not allowed to exceed half of the price we sold them. Madam li, do you have a Rouge shop at home?" Cai Xiaolian didn't mention anything about her family and the Cheng family, but simply said that she didn't intend to let the Cheng family help sell it.

"There are. Our Li family's business is involved in clothing, food, housing, and transportation, such as porcelain, cloth, restaurants, inns, and bodyguard agencies. I don't dare to be arrogant outside of the Qingzhou government, but in the Qingzhou government, if our Li family says two, no one can say one. Of course, I'm referring to the scope of the project." Luo Shi said confidently.

"So Madam li is from the Li family!" Cai Xiaolian asked in surprise.

She had been selling things outside for a long time, so she had naturally heard of the Li family business. She had even deliberately tried to understand it, mainly because she was particularly interested in the women of the Li family.

The Li family had been in the Qingzhou government for more than 200 years. It could be said that they had been doing business since the founding of the Zhou Dynasty. However, they did not have many children. At most, there were two boys in each generation. Moreover, they all had some problems. They either died young or were weak.

For example, the current Madam, old lady Li, had given birth to two sons after she married into the Li family. Her husband had died. Old lady Li supported the Li family business by herself, and with the pestering of a large group of clan members, she firmly held the right to speak.

Of old lady Li's two sons, the eldest had passed away from illness a few years ago, leaving behind her eldest daughter-in-law and four granddaughters.

The second son, on the other hand, was alive and kicking, but he was just an old foppish man. In the backyard, the only child he had was the son of the first wife.

The current heads of the Li family were old Madam li and second Madam li.

With that said, Cai Xiaolian knew that the Luo in front of her was the second Madam of the Li family. She was the woman who was indifferent to her husband stuffing people into the backyard one after another and only cared about the family business.

"Yup! It should be the Li family that you know. Lady Cai, miss Gu, are you willing to cooperate with our Li family? There are two ways. First, I'll rent a counter in the shop to you, and you'll give me half of the profits you earn from the goods you sell every month. Second, I'll buy goods from you, and the Li family will be responsible for all the sales. You only need to take the money, how about it?" Madam Li said.

Madam li, if we choose the second way of cooperation, can we sell the goods to merchants outside of the Qing Prefecture? " Cai Xiaolian asked.

"Lady Cai, to put it bluntly, there's no problem for you to sell it to an ordinary merchant, but if it's a big shop, they're far away. They're likely to come to you, threaten, and bribe to buy the recipe. I heard from boss Gu that your husband is preparing to take the imperial examination. If he's bothered by people all day, he won't be able to calm down." Madam Li said.

"This matter is indeed troublesome, but this is the source of our family's income. No matter how much money you buy, we are not willing to do it. From what you're saying, Madam Li, you're saying that you can guarantee that these things won't come to us after we work with you?" Cai Xiaolian asked with a smile.

"As long as it's not the royal family, we can guarantee it!" Mrs. Li said without hesitation.

"What if it's the imperial family?" Cai Xiaolian thought of the things that the Emperor had taken away before. The unreliable Emperor had muttered that he would have the Imperial Household Department buy them after they were done.

She really felt that one day, the Emperor would find it too troublesome and ask the Imperial Household Department to buy the prescription instead of the finished product.

Chapter 380 A rich lady has become a vegetable seller

"If it's the imperial family, that's fine. Our Emperor will not let the people suffer losses. Just look at your Zhou family. After you offered the chili, what did the Emperor give? If old master Zhou had not doted on his daughter, their home would have been the Count's residence. Therefore, sister Cai, listen to your sister's advice. If the royal family likes it, just sell it directly. Of course, they must be at the level of the Emperor, Empress, or Empress Dowager. You don't have to consider the other members of the imperial family." Mrs. Li said with a smile.

Cai Xiaolian smiled and did not say anything as she turned to look at Gu Nian.

Gu Nian nodded. She had a good impression of Mrs. Li and she knew that they would not be at a disadvantage in either of the two ways of working together.

This was the same as what their family had discussed at the beginning.

The sisters went to take out a few of the current single flavors, each with at least three flavors.

For example, toothpaste had the three flavors of mint, orange, and chrysanthemum.

Shampoo and soap also had different fragrances.

"Lady Cai, I hope you don't mind my unpleasant words!" Mrs. Li said with a frown after looking through the items.

"Madam Li, please speak!" Cai Xiaolian didn't mind at all.

As a modern merchant, she definitely didn't know the market as well as an ancient merchant.

"You guys really don't understand the customers' hearts. Your previous set of equipment was made of wood, and the surface of the box wasn't very good. The boxes of toothpaste, shampoo, and soap were also not very good. There was one good thing about your initial sales, and that was that it was strange. No one has ever used it before, so I don't care what it is used for."

"but what if people get used to it? Especially the madams and young ladies of the rich families, they would not be interested in these boxes. Think about it, if we use a better box to store it, wouldn't the selling price be higher?"

“Let’s use a set as an example. Take this toothbrush for example. It was just a wooden one. Some people really didn’t care if they had to change it after using it for two or three months. They would change it every day. They wanted a better-looking one. They were rich and didn’t care. And this box of shampoo, in fact, can be burned more exquisitely. It’s like the one from our Li family’s cave dwelling. It can sell for a lot on its own! You’re selling each set for five taels of silver. If we pack it well, we can sell it for ten taels each. For the richer customers, it’s not impossible to sell it for fifteen or twenty taels each.”

some people like to use things that are worthy of their status. For example, in some families, they use Jade basins to wash their hands and even use Jade pillows to sleep. If you give them a Jade toothbrush, they won’t even consider the money.

“Does Lady Cai understand what I’m saying?”

mrs. li gave an example.

“Madam Li’s meaning can be summarized in two words: packaging,” Cai Xiaolian said. It was just like how clothes make a man, or how gold makes a Buddha. The value of an ordinary product would be different if it was beautifully packaged. Am I right?”

Mrs. Li’s eyes brightened, and she couldn’t help but slap her knee. She was very forthright, and even her voice was a little louder. “Isn’t that the truth? Talking to Lady Cai, even my saliva will be less. ”

Madam Li’s old woman and servant girl pursed their lips. Madam, you’ve exposed your personality. Quickly restrain yourself and don’t scare people. She looked at you as a rich lady just now, but now, she looks at you as if she’s looking at an aunt selling vegetables on the street.