

Read Mr. Kane Got Blacklisted

Mr. Kane Got Blacklisted Chapter 1526 [Eleven Jewell]

“Kayla has never gotten her nails done, and it’s me who recommended her to come here. So, I know exactly what she likes.”

Stella paused. “She has never gotten her nails done?”

Jaylene froze and immediately realized that she had said something wrong.

She immediately looked at Kayla, who had a cold expression. She could not figure out what Kayla was thinking.

Jaylene felt regretful. She had been so focused on stopping Stella from getting close to Kayla that she failed to consider Kayla’s feelings. She should not have revealed her relationship with Kayla just because she wanted to provoke Stella.

She did not expect Stella to be so shameless and even followed them here.

She pursed her lips and tried to correct what she said. “What I meant was that she hasn’t done any designs similar to this.”

Stella breathed a sigh of relief. “Please be clearer next time. I thought you were saying that Ms. Wilson is uncultured.”

Jaylen’s mouth twitched. She had just managed to brush it off, yet Stella just had to bring her back to the topic.

“Why would I...”

“Which color do you think suits me?”

Kayla, who had been quiet all this time, suddenly spoke up. However, her question was directed at Stella.

Jaylene’s heart sank a little.

Stella answered, “I think that cool-toned colors would look better on you.

As for what color, in particular, you can have the manicurist try different colors on you. That's the only way to determine which color suits you the best.'

She then looked at the manicurist and asked, "You're the professional. Could you recommend some colors to my friend?"

The manicurist did not know what to say. Kayla and Jaylene had come here together several times, but Jaylene would always decide what would look best on Kayla and get everything arranged for her. Although some colors did not suit Kayla, the manicurist did not dare to say anything, as they were both the salon's high-spending customers. And Kayla had never complained about it herself.

However, it seemed that she had no choice but to speak up now, especially when Kayla had asked for her opinion too.

So, the manicurist asked, Ms. Wilson, what kind of clothes do you normally wear?"

Kayla was about to answer her question but could not find the right words to describe it.

Next to her, Stella chimed in and said, "Cool, elegant, and atmospheric. Just like her presence; reserved, but classy."

Kayla remained silent.

'This woman... She did not even bother to hide her flattery.'

Jaylene chuckled, as she said flatly, "Stella, it looks like you don't understand Kayla's preferences at all."

Stella pretended to be shocked. "What? Really?"

Jaylene continued confidently, "Kayla likes something extravagant and flashy."

"Is that true?" Stella frowned. "But I saw her wearing a simple black dress at a banquet previously, and she looked incredibly elegant and classy. Oh, yes. Xianna was there too. Didn't she tell you about it since you're so close to her? Ms. Wilson looked absolutely stunning that night."

Kayla paused before she turned to Jaylene and asked, "Are you really close to Xianna?"

Jaylene was somewhat baffled. She did not really know what happened at the banquet. She figured that Stella was trying to get closer to Kayla through Xianna, but that was all she knew.

However, Jaylene noticed that there was something off with Kayla's reaction.

So, she replied cautiously, "Not really. We're just acquainted."

Stella immediately said, "Jaylene, did you forget that you invited Ms. Anne to your birthday party?"

Jaylene did not know how to respond to that.

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Kayla glanced at Jaylene.

Then, Jaylene said hesitantly, 'I invited a lot of guests to my birthday party, but not all of them are my close friends. It was just a matter of courtesy.'

"Oh." Stella nodded and kept quiet after that.

She did not need to say anything more, as Kayla could already see what was going on.

Stella never thought that she would ever be so hypocritical. She was never a petty person like this. Instead, she was just like the current Kayla. If someone did not like her, she would do whatever she could to show off in front of them.

However, doing that would only drain her and make her feel uncomfortable in the end.

So, she figured that if she had to feel uncomfortable, she might as well make the people who did not like her uncomfortable as well.

She would play their game by their rules to get them back. She was an actress who was simply the best at putting on an act.

Jaylene was about to say something, but she heard Kayla asking the manicurist, "Do you have any colors to recommend?"

Indeed, the manicurist did have recommendations. But she had no idea which person's description of Kayla's clothing style to match them with.

The manicurist hesitated and suddenly realized that Kayla did not respond. Her expression even turned somewhat cold after hearing Jaylene's description of her.

So, the manicurist made a decision inwardly and handed a nail sample to Kayla.

Of course, Jaylene noticed Kayla's change in mood as well. She thought, 'That fool Xianna must've done something stupid again. Otherwise, Kayla wouldn't react like this after hearing her name.'

Jaylene had no interest in getting close to Xianna, a fair-weather friend. Jaylene was well-liked in her circle because she respected everyone, regardless of their backgrounds. She did not easily show her dislike toward someone.

However, Xianna did not seem to understand her boundaries. She considered Jaylene very close to her just because they occasionally talked. That was why she loved telling Jaylene everything.

Xianna was the one who told her about what happened at the banquet earlier, but she had not revealed all the details. She was too anxious about getting The Velvet back and did not want Stella's business to thrive. That was why she kept inviting Kayla out these few days.

However, her impatience caused her to overlook plenty of things.

For example, Kayla used to dress extravagantly but had recently toned down her style.

Also, she would always invite a group of friends when she made plans. But she began telling Jaylene that she would only join her if it was just the two of them.

Only then did Jaylene realize that something must have happened between Kayla and Xianna, and it was not something good.

Jaylene regretted being so hasty and not asking more people about what had happened that night. She felt extremely frustrated as she glanced at Stella, who looked very calm. Stella smiled politely in response, but Jaylene somewhat felt a hint of sarcasm behind it.

She clenched her fists, stood up, and said, "Excuse me, I need to use the washroom. I'll be right back."

After Jaylene left, Kayla took two colors the manicurist recommended and asked Stella, "Which one do you think is nicer?"

Stella looked at them and said, "The left one."

Kayla nodded. Then, she said to the manicurist, "I'll get the right one."

Stella kept quiet.

Then, Kayla continued flatly, "There are so many people wanting to earn my money, but you're the most shameless one I've met."

Stella modestly replied, "Ms. Wilson, that's because you haven't met a lot of people." To Stella, Vermont was a lot more shameless than her.

Her response left Kayla speechless.

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Kayla pursed her lips and said, "I remember you saying I can have a refund anytime for the jewelry I purchased from The Velvet. You sounded very confident back then. What makes you so desperate after just a few days?"

Stella chuckled, "I'm just doing what I've got to do."

Kayla switched hands for the manicurist as she lowered her gaze and said, "Have you ever considered that no matter how much effort you put in, it still would not mean I'll be your customer? I don't know you very well, and I don't want to get involved in the feud between you and your sister either."

"It's your freedom to choose who you want. However, I'm just doing what I can to secure this deal. The outcome is not what I care most about."

"Getting to know you as a friend is good enough for me."

Kayla smiled, "Friend?" She lifted her gaze, "You're only approaching me because of money. Do you really think that we could be friends?"

Stella was taken aback. Then, she smiled, "I'll get your deposit refunded right now."

Kayla looked at her, surprised.

Stella took her business card from her bag and handed it to Kayla, "Give me a call when you come."

Then, she stood up and walked away. However, after a few steps, she stopped, turned around, and looked at Kayla, "Ms. Wilson, you're very right.

I was wrong for approaching you with an intention. It is my fault."

She walked back to Kayla as she spoke. Then, she took out a pen from her bag and wrote something on the business card before giving it back to Kayla, "You can have a look at these magazines here. The fashion tips inside can probably give you some inspiration. Also, The Velvet has a new head of designer now, and her work is excellent. You're free to drop by anytime if you're interested. Goodbye."

Stella turned around and left after saying that.

Kayla looked at the name card in her hand and frowned.

Stella started reflecting on herself upon coming outside.

She figured that she was indeed a little hasty for coming here today. She was worried that Jaylene would manipulate Kayla after hearing what Vermont said but failed to consider that coming here would actually make her look annoying.

She used to point out others' hypocrisy. But today, she found herself guilty of the same criticism. Keegan had always told her to prioritize her products while doing business, but now she could not help but feel that her actions were not on the right path.

She would be just the same as Darcie if she were to close this deal by relying on building a good relationship with Kayla.

Stella figured that although Vermont was right at some point, Keegan's focus on integrity and product quality were the fundamental strengths of a brand.

As she walked and thought about that, she saw Keegan and Jaylene chatting happily in the lounge area.

Suddenly, Stella had a feeling that she was being cheated on.

She coughed lightly.

Keegan shifted his gaze to her, and his cold eyes immediately softened. Then, he walked over and asked, "Is it done?"

'The manicurist said that my nails are too thin, so all she did was apply a layer of nail protection. I shouldn't have signed the package," Stella said. Keegan comforted her, "It's okay. It's all chemicals anyway. They're not good for you."

Then, Jaylene stood up and said warmly, 'Stella, Keegan, there's a nice Yostranian restaurant downstairs. Why don't we have a meal together later?

Stella replied, "It's fine. We have other plans. Jaylene, you should stay here with Ms. Wilson."

She held Keegan's hand and whispered, "I'm a little tired. Let's go home.'

Keegan was puzzled by her sudden change in mood. However, he agreed with her anyway, "Sure."

Jaylene watched their receding backs for some time before turning around and walking away.

Once they got into the car, Keegan asked Stella, "You were full of energy when you went in there just now, but why do you look so defeated now?"

Stella leaned against the window and sighed, "I just realized that doing business isn't as simple as I thought. I was too eager to win Kayla over as a client, and every step I took was driven by self-interest. In Kayla's eyes, I'm no different from her so-called "friends" from before."

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Keegan chuckled.

Stella turned to glare at him, "Are you really laughing at me?"

Keegan looked at her with gentle eyes, "No, I'm just happy that you're finally learning. You know how to reflect on your mistakes and can even recognize what's right and wrong now. That's rare. You never admitted anything you did wrongly in the past and would even deny it."

Stella kept quiet.

Then, she clenched her teeth and said, "That's only because you never gave me a way out."

"That's why I said that you're learning." Keegan held her hand and comforted her, "Remember, there's no overnight success in business. If you want to capture certain clients, you must first understand what they need."

"It's going to be risky if you want to win them by relying solely on so-called relationships. If something unexpected happens and those relationships break, you'll immediately lose them. You have to attract them to what you offer and stimulate their desire so they spend their money on your

business. This is the best way to retain clients. Maintaining your personal relationships with them is just the icing on the cake."

Stella nodded, "You're right. I was indeed too hasty."

Keegan rubbed the top of her head and continued in a warm tone, "That's perfectly normal. This is your first time doing business; everyone wants to succeed as quickly as possible. It's not a bad thing."

Keegan paused before he asked, "How's business in the store these days?"

Stella shook her head, "Nothing extraordinary. After I took over The Velvet, we haven't got any major clients coming in, but we do have some customers spending a little here and there. The products in the store are somewhat outdated, but due to the store's reputation, we can still sell some of them."

"Have you looked at the store's account book for the monthly expenses and revenue?"

Stella nodded, "I read it two days ago."

"How is it?"

Stella shook her head again as she spoke in a low voice, "The Velvet isn't doing as well as Vermont claimed. The economy has declined in the past two years, and every industry suffers from it. The Velvet is no exception. Its sales have shown a clear downward trend since last year. They used to have many new customers as returning customers, but not anymore. The number of new customers has decreased noticeably, and the repeat purchase rate of

returning customers has also dropped. However, The Velvet sells its products at a high price and has good profit margins, so they're still making a profit."

Keegan said, "Just as you said, it is crucial to have products that can attract your customers."

"We're already working on it. I was thinking that maybe we could launch a promotion campaign when the new designs are ready. The store will be hitting its tenth anniversary soon, and we can introduce an exclusive tenth-anniversary gift box. I'll invite our customers to the event, and anyone with a purchase record with US can receive the gift box for free. What do you think?"

Keegan nodded, "The gift box has to be unique and striking. You'll also have to allocate a bigger marketing budget to this event and make it big. If you don't have enough money, I'll chip in."

Stella smiled and teased Keegan, "You're so generous, Mr. Kane."

After talking about her business, Stella suddenly remembered that there was something that she should be jealous of.

"What were you talking about with Jaylene just now?"

Keegan grabbed the bag of duck from the side and said, "She wanted to eat this, so I told her where I got it from."

Jaylene's exact words were, "Keegan, are you a duck-lover? They're one of my favorite foods, too."

And Keegan's response was, "Go and buy them then. I got mine from a store down the street. You might still be able to catch the last batch if you go there now."

Stella burst into laughter upon hearing that.

She laughed so hard that tears welled up in her eyes. After a while, she wiped away the tears and said softly, "Do you really not know what she was doing, or were you just pretending not to?"

"What do you think?" Keegan scoffed.

Although Keegan could be slow when it came to showing interest in the opposite sex, it did not mean that he was ignorant of such matters.

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After that day, Stella shifted her focus to the products.

She spent almost every day in the store to monitor the design and craftsmanship. She had a genuine fondness for jewelry. When she was married to Keegan, she learned a lot about jewelry and purchased plenty of them. So, she had her own aesthetic preferences and insights regarding jewelry designs.

Time flew by, and two weeks had passed before she knew it.

As Stella had just arrived at the design room in the store, Chris approached her, “Ms. Hall, do you have a moment? I need to speak to you about something.”

Stella was looking at the drawings from yesterday, and without lifting her gaze, she said, “You can talk here.”

Chris lowered his voice, “It has something to do with our company’s financials. It’s better if we can talk somewhere else.”

Stella paused, put down the drawings, and stood up, “Let’s go outside then.”

Once they left the design room, Chris said, “Ms. Hall, it’s almost time to pay the salaries.”

Stella asked, “Is there not enough money in the account?”

Chris replied, “We have enough for this month, but I won’t be too sure for the coming months. We’ve only sold a little over three hundred thousand worth of goods this month, and it’s barely enough to cover the cost of raw materials, not to mention the labor costs and rent. At this rate, it won’t be long before our expenses surpass our profit. Ms. Hall, you’ve got to do something about this. The store can’t keep operating like this.”

Stella said, “I already have a plan in mind. Just give me a little more time.”
“We can’t afford to wait anymore. We won’t know how our new products will perform after they’re introduced to the market, so we’ve got to clear everything we have on hand first. If we don’t do that, we might not have enough cash to even produce our new designs.”

Stella lifted her gaze, “How did you handle the outdated designs in the past?”

“Mrs. Saun knows a lot of people. With products like these, she could simply wear them out, and they’d be sold out in no time.” Chris paused before continuing, “Ms. Hall, you’ve just taken over, and there are still many things you don’t know. You should ask Mrs. Saun for her advice.”

Stella chuckled, “Why would she hire you if she could sell everything herself? Is she running a charity, paying you to do nothing?”

The look on his face changed, “Ms. Hall, what do you mean by that?”

Stella’s smile disappeared as she said in a cold tone, “Chris, it’s understandable that our existing customers stopped coming here because The Velvet doesn’t trust its new boss yet. However, don’t you think the decline in new customers has something to do with our sales performance? Should I hold you, the store manager, accountable for this?”

Chris immediately responded, “Ms. Hall, this happens every month, and it’s nothing new. The loss of returning customers is the real issue here.”

Stella adjusted her coat and said flatly, “Well, find a solution then. If you can resolve this, I’ll triple your bonus.”

With that, she turned and went back into the design room.

Then, Chris took out his phone and dialed Aubrey’s number with a serious expression. As he walked away, he muttered, “She doesn’t seem worried about it at all...”

Not long after Stella returned, Maggie came inside carrying a few folders.

She hurriedly made her way back to her desk and saw Stella sitting across her while working with other designers. Then, she pursed her lips.

Maggie put her things down, took the drawings she had completed last night, and handed them to Stella, “Ms. Hall, please take a look.”

Stella took them over and said, “Thank you.”

As she flipped open the design sketches, she was instantly stunned by what she saw.

