

## Regaining 271

### Chapter 271: Advertising

At the start of summer in May, heavy clothes were gradually stored away in closets, and on sunny days, fashion-conscious girls started donning skirts, their hems fluttering, adding a beautiful scenery to the landscape.

Qingsong Furniture Factory had been in operation for over half a month, and the workshop had been filled with a variety of furniture. The nearby villages knew there was a furniture factory here, so they would come to take a look, and some would even make purchases, but most were just there to see!

Earning money was not easy these days, unless children were getting married, which might prompt adding some new furniture to the home. For most people, who would be willing to change their furniture on a regular basis?

Everyone was trying to save, simply using what furniture they already had at home.

Seeing that the warehouse was getting more and more crammed with unsold furniture, Xu Qinghe became somewhat anxious. He took advantage of Xu Nianhua and the others' day off to take Xu Song for a trip to the county.

"Nian'an, Nianhua, you've studied more, so tell me, what should we do if nobody buys these pieces of furniture?" Xu Qinghe furrowed his brows; he had invested the money for building their house into this, and if it failed, he would not be able to face Ji Ying's hard work, let alone Xu Song.

"I've already thought it through. We just need to hire someone to take photos of the furniture and then advertise in the newspaper to let more people know about our factory," Xu Nianhua said confidently, explaining all the follow-up actions for the factory.

Xu Nianhua had great confidence in Xu Qinghe's craftsmanship, particularly after she had pointed out that the furniture her father made always pleased the eye. Even setting aside comparisons with future eras, at the very least, in the present time, Xu Nianhua thought her father's furniture was the most attractive and practical.

Take her desk, for example; it was not only pleasing to look at but also especially convenient for schoolwork.

"Dad, make more of those desks of mine. I'm sure a lot of people would like them," Xu Nianhua suggested, saying, "When the time comes, we could offer the desk as a special deal. For example, give away a gift with every purchase over five hundred yuan. Of course, the gifts could be umbrellas, chili sauce, canned goods, or even a little stool or something."

Xu Nianhua added, "The more they buy, the more they get. If they buy less, we could give away small trinkets as gifts."

"Will this really attract buyers?" Xu Qinghe felt somewhat doubtful. He was anxious, his heart fluctuating greatly. He knew the cost of the furniture, and if truly there were purchases over five hundred yuan, it was feasible to give away the items Nianhua mentioned without incurring a loss.

But would offering these items truly entice people to buy?

"Of course. Those who want to buy furniture will get something extra, and besides, your furniture is well-made, so why wouldn't they choose to buy from us?" Xu Nianhua asked smilingly in return.

Xu Song suddenly saw the light and commented, "Nianhua, your brain is really something."

If things went as she said, would they still worry about not being able to sell the furniture?

At the same price, they were offering gifts and their designs were better looking—only a fool wouldn't choose their products.

Xu Nianhua touched her nose; these marketing strategies were commonplace in the future.

"Little sister has always been smart," Xu Nian'an said with pride. He took it for granted that his sister was smarter than he was; after all, she was his little sister, of course she was clever.

Xu Nian'an said, "Dad, Xu Song, you need to think carefully about what gifts to offer. Also, inquire about how much these things cost. Moreover, even though it looks like there's a lot of stock in the factory, in reality, there aren't many sets. They could all sell out in a flash. You need to worry about running out of stock or not being able to fulfill custom orders if there are too many."

As soon as Xu Nian'an finished speaking, Xu Qinghe and Xu Song couldn't help but laugh.

#### Chapter 272: What Should She Do?

Since the reinstatement of the college entrance examination, there hasn't been a long time, and there are a particularly large number of applicants, but the number of college students admitted is not very large.

After Xu Nianhua and Xu Nian'an had explained the detailed procedures, they threw themselves into intense study. It was already the end of May, and there was only a little more than a month left until the college entrance exam. The school wished it could split each day in two to use.

Xu Qinghe and Xu Song divided the work between themselves. Xu Qinghe oversaw the factory, leading the new apprentice Cai Feng and others to produce more furniture, while Xu Song was responsible for contacting the newspaper to find someone to place an advertisement.

Xu Song, who had never dealt with this kind of task, specifically pulled Xu Nianji over, as Nianji had sold bean sprouts before and was better at speaking than him.

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"That's great, the next time I see my brother, I'll be able to see him standing up," Pei Yining said cheerfully upon receiving Cheng Hao's good news over the phone. She asked, "Have my dad and Aunt Wan gone to see my brother?"

"Little Yining, you're bringing that up?" As soon as Cheng Hao mentioned it, he couldn't help saying, "I was almost done for by you. Big Brother specifically told us not to tell them."

Pei Yining pursed her lips and said, "Cheng Hao, he's our father, why can't we tell him?"

"I know Big Brother hasn't forgiven him yet, but still, Dad and Aunt Wan are really worried about him," Pei Yining added. She asked, "Cheng Hao, when my brother saw Dad and Aunt Wan, was he very unhappy?"

"Isn't that obvious?"

Cheng Hao didn't even want to think about Pei Yicheng's expression at that time. He sighed and said, "Yicheng has some unresolved issues in his heart that can't be resolved in a short time. I've got things to do, so I have to hang up now."

After hanging up the phone, Cheng Hao glanced at the time on his wrist and, thinking of Zou Yaru whom he hadn't seen for half a month, put the flowers he had bought into the car and hurried to the school.

Ningbei Province.

Pei Yining sat on the sofa, her brow furrowed and never relaxing. Her mother had left when she was young, and Aunt Wan was her teacher. She only remembered feeling an exceptional closeness to Aunt Wan the first time she saw her.

Over these years, Aunt Wan had treated her as if she were her own daughter.

As she grew older, she understood that her father could not stay unmarried forever.

The relationship between her brother and her father was very cold, especially after her father got married. In her memory, there were countless arguments.

She didn't take either side; she just didn't want to see her father and brother like enemies.

What should she do?

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"Master."

Xu Nian'an knew Du Chang was back and took the first opportunity during break to bring him his favorite crunchy meat.

The crunchy meat was freshly fried by Ji Ying—crispy and delicious.

"Nian'an, taking you as my apprentice has made me so happy," Du Chang said, eyeing the crunchy meat as if he wanted to grab a piece and eat it right away.

Xu Nianhua hurriedly reminded him, "Grandpa Du, it's better to wait and steam it before eating."

Freshly fried, it's hot and can cause heatiness, but after steaming, it becomes soft and is particularly suitable for people of Grandpa Du's age.

"Girl."

Du Chang, covetously watching the crunchy meat being taken to the kitchen, had a look of regret on his face.

"Master, how is Brother Cheng's leg? What did the doctor say?" Xu Nian'an asked with concern, even though she had heard good news from Cheng Hao a few days earlier. She still wanted to get the latest information from Du Chang's mouth.

"The recovery is going very well; he can already feel his leg," Du Chang said joyfully. He looked at Xu Nianhua and said earnestly, "Girl, thanks to your massage technique, Xiaocheng's leg is healing faster!"

Chapter 273: Second Brother

"Does Master mean that my little sister's massage technique is particularly good?" Xu Nian'an asked curiously, looking at Du Chang.

Du Chang nodded affirmatively and said, "That's right, the girl's massage technique is really good."

Du Chang then explained, in professional jargon, the technique which Xu Nian'an and Xu Nianhua did not understand, but what they clearly grasped was that the technique worked on Pei Yicheng.

"Master, as long as it works, that's great. When will Brother Cheng come back? We'd like to celebrate for him!"

Xu Nian'an's words were utterly sincere.

Ever since Pei Yicheng first saved their little sister, he had been a great help to the Xu family. Take the Chili Factory, for instance; although Pei Yicheng made money, without him, their Xu family would not have prospered so quickly, not to mention that their father now ran a furniture factory!

Even if relying on their eldest brother selling bean sprouts could earn them a few hundred or a thousand yuan, establishing a business at the scale of the Chili Sauce Factory did not happen overnight.

Moreover, both Master and Brother Cheng were good people.

"He might need to rest up properly." Du Chang calculated and said, "Your college entrance exams are on the seventh of July, right? By then, he might be mostly recovered."

"Is Brother Cheng lacking anything? How were the chicken and duck from last time? We still have some at home, just right for nourishing Brother Cheng's health," Xu Nian'an immediately said.

"We appreciate your kindness, and the chicken and duck from last time were more than enough. Any more nourishing and it would be too much," Du Chang said with a smile.

Smiling amiably, he added, "You guys should focus more on yourselves. It's not long until your college entrance exams. Hurry back to school and study. If you don't get into university, wouldn't that be embarrassing?"

"Master, don't worry, we will get in."

Boasting proudly, Xu Nian'an said that if in the past he was just capable of getting into a university, now it was a matter of which university to attend.

With so many universities to choose from, he really should pick carefully.

All these opportunities had come thanks to his little sister.

"Little sis, in the future, I'll go with you to Beining University," Xu Nian'an thought for a long time and finally decided that he would attend the same university as his sister so that he could also take care of her nearby.

"No way."

Xu Nianhua immediately objected without hesitation, "Beining University's strength is in linguistics; if you want to study medicine, you should choose a different school."

Although Beining University was good, as the old saying goes, to each his own specialty. She chose it specifically for its outstanding linguistics program, and since her brother wanted to study medicine, naturally he shouldn't attend the same school.

"Big brother, if you really care for me, choose a medical university," Xu Nianhua said firmly, word by word. "I certainly don't want big brother to miss out on his studies because of me."

Xu Nianhua was usually all smiles, gentle, and easy to talk to, but sometimes she was incredibly stubborn. Her pair of bright black eyes looked at Xu Nian'an, revealing unmistakably her determination. If Xu Nian'an really went to Beining University because of her, she would truly be upset and feel pained!

"Then..." Xu Nian'an wished he could slap himself. If only he had kept this to himself earlier.

"Big brother!"

Xu Nianhua pursed her lips, her bright black eyes staring straight at him, seemingly unwilling to budge unless he gave in.

"I promise you, I won't go to Beining. Is that okay?"

Xu Nian'an was both helpless and secretly overjoyed; the sister he always looked out for was looking out for him in the same way.

Chapter 274: Liunian

"Yicheng, are we not doing the medicinal herbs business anymore?" Ling Dong looked at the stack of documents in his hand, his face full of confusion.

He could understand doing the Chili Sauce Factory before, as Yicheng wanted to help his future sister-in-law's family.

But this stack of documents in front of him was about setting up factories and starting companies, which was different from the Chili Sauce Factory.

"The medicinal herbs business was just small-scale, we're doing this now." Pei Yicheng had been recuperating these days, but he hadn't been idle; he wanted to make money, a lot of money.

The medicinal herbs business he had done before had accumulated a lot of capital for him, but it was still far from enough.

"Yicheng, this formula, isn't it the one you used to apply on... Xu's sister's hands?" Ling Dong had a good memory, not photographic, but he remembered clearly what he handled.

"Yes."

Pei Yicheng replied, "It's the one used on Nianhua's hands, it will be called hand cream from now on. Besides preventing frostbite, long-term application will make one's hands smoother and more delicate."

He was determined to do this, inspired by Xu Nianhua.

The money from women and children is the easiest to earn.

Pei Yicheng thought about it for a long time and finally decided to do this, to first make a batch of hand cream to try, and then he also wanted to try making perfumes.

"Let's get the company registered first, and also look for a factory space," Pei Yicheng reminded repeatedly, "My leg is getting better, and by the time I hope to return to the city, I'll be able to see our new factory."

"That won't work, this is Xi Province, not South City." Ling Dong shook his head and refused, "Yicheng, the most important thing now is to get your leg healed!"

Anyway, he was going to closely care for Yicheng, not going anywhere.

Pei Yicheng raised an eyebrow and said, "It's only half a day's journey from here to South City. You could go for a few days to get these things done. Besides, South City should have quite a few acquaintances."

"I have caregivers here, and I'm not lacking anything." Pei Yicheng was completely sincere when he said, "Tomorrow Xiaohao will come, and let him stay here for a couple of days."

Ling Dong looked at Pei Yicheng having everything arranged and then began to look through the documents saying, "Yicheng, the company is named 'Liunian'?"

"Yes." Pei Yicheng nodded and added, "About that hand cream formula, remember to find someone to produce it—uh, best to find some experts. We might develop some other products later too."

"Okay."

Ling Dong agreed, carefully looked through the documents, and then went out to make a phone call.

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"Sis-in-law, let me do it." Xu Nianhua saw Zhou He's increasingly large belly and hurriedly took the vegetables from her hands.

"It's okay."

Zhou He smiled and said, "They're not heavy; I can lift them."

"Wow, we're having rib stew with corn for lunch today." Xu Nianhua saw the ribs and corn and immediately beamed with joy. She loved bone broth the most because it tasted exceptionally good. She said, "By the way, has big brother been very busy recently?"

"He has been very busy," Zhou He mentioned Xu Nianji, a hint of distress in her eyes.

He was busy from dawn to dusk every day, and when he got home at night, he still tenderly inquired if she was tired.

Take buying groceries, for example—it wasn't much on a daily basis, and Xu Nianji mostly delivered groceries, but when he couldn't make it, she'd go buy a bit herself. Today, when she went grocery shopping, Xu Nianji was still worried she couldn't carry them. But how heavy could these groceries be?

"Your brother really thinks he can do everything. Nianhua, you should also advise your brother not to work so hard." Zhou He had advised Xu Nianji many times, but he never took it to heart, always feeling he was still young, but Zhou He was worried, worried he was working too hard.

Chapter 275: A Family

"Sister-in-law, don't worry, I believe my brother knows what he's doing," Xu Nianhua comforted, hoping that Zhou He, who was pregnant, wouldn't overthink. She changed the subject and asked, "Sister-in-law, when is the baby due?"

At the mention of the baby, Zhou He touched her swollen belly, her face beaming with maternal radiance. She said, "At the end of September."

"Ah, I should be off to school by then," Xu Nianhua looked regretfully at her stomach and said, "Little baby, when auntie comes back, you'll already be a few months old. Then auntie will bring you some toys."

Xu Nianhua said with a beaming smile, seriously pondering what toys a baby of a few months would play with.

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Early morning.

Xu Nianhua made an effort to get up earlier than usual and happened to see Xu Nianji pushing the carts of sprouted beans to go sell at the market.

"Second brother, you're up so early too?"

Xu Nianhua usually woke up at six, but now it was only five-thirty. Her disrupted biological clock made her so sleepy that she yawned continuously. Seeing Xu Nian'an also helping out, she couldn't help but be surprised.

"Why don't you sleep a bit longer?"

Xu Nian'an glanced at his wristwatch, noting it was only five-thirty, and said, "It's a bit far for big brother to carry the sprouts to the market by himself, and I thought I'd get some exercise. You have half an hour; go back to sleep a bit more."

"No need," said Xu Nianhua, rubbing her eyes and also starting to help. The weather was getting warmer, and the days were becoming brighter earlier. She said, "Big brother, sister-in-law told me yesterday to persuade you not to work so hard. She's really worried about you."

Xu Nianhua started to change the water for the sprouts that needed it.

Xu Nianji was busy pouring the sprouts into a bucket when he heard Xu Nianhua's remarks and paused, his ears turning red. He said, "Your sister-in-law is pregnant, and she tends to think too much."

"Sister-in-law is just worried about you," Xu Nianhua turned around and caught a glimpse of Xu Nianji's side profile, the bright red of his ears. She teased, "Big brother and sister-in-law really have a great relationship. But, work still needs to be done. Just don't push yourself too hard, big brother. You need to take some proper rest."

"Little sister is right; big brother getting up so early every day, selling the beans and then doing other work, it really is too exhausting," Xu Nian'an added, saying, "Big brother, I'm also a part of this family. I..."

"Nian'an, just focus on your studies."

Xu Nianji seemed to anticipate what he was about to say, continuing, "With you and little sister getting into university, our family will have two college students. That would bring glory to mom and dad and honor to our family. I'm not good at studying, but I like selling the sprouts now, it's much easier than the bricklaying job I had before."

"So, you two don't need to worry about me. Focus on your studies, and make sure you get into university. Otherwise, don't blame me, your big brother, for laughing at you." Xu Nianji's voice carried deep sincerity; he truly hoped that his siblings would make it into university.

"Big brother, second brother, we are family," Xu Nianhua suddenly stretched out her well-maintained hand, which had suffered a bit from frostbite before. She had been applying clam oil, and later on, Pei Yicheng's gifted hand cream, which made her hands even whiter and tenderer.

Hands as soft as the tenderest shoots, fingers like spring onions, Xu Nianhua was extremely pleased with them.

"That's right, we are family," Xu Nian'an placed his hand over hers, followed quickly by Xu Nianji, who said, "The three of us, as siblings, must stick together, never allowing petty things to cause any

resentments between us. Nian'an, little sister, if I, as your big brother, ever do anything wrong, you must remind me."

"Big brother, it's you and second brother who dote on me the most. It should be me getting reminded if I do anything wrong," Xu Nianhua playfully said, filling the room with laughter.

Chapter 276: Workshop Director

"Zhihao, is this the can factory?"

Zhao Juxiang took the opportunity to deliver something to Xu Zhihao and made a special trip to the can factory.

She had long heard that the Shen Family was wealthy, especially Shen Qiuyun's maternal family, who owned a can factory employing dozens of people. She had no feeling for it when just hearing about it, but now that she had actually set foot in the can factory, Zhao Juxiang felt truly impressed by her daughter-in-law's maternal family's wealth.

"Yes."

Xu Zhihao introduced her around, also feeling quite smug in his tone. He wasn't just an ordinary worker at the can factory but managed the production workshop, overseeing more than twenty people.

Having just had a son and now having become the workshop director, Xu Zhihao was in high spirits, walking with an extra spring in his step.

"Mom, let me know what you and Dad want to eat, and I'll have someone bring it back for you, and also for Grandpa and Grandma. Remember to tell me if they need anything."

Xu Zhihao said this with a strong sense of confidence. His salary for the month had doubled from before, and with money in his pocket, he no longer felt anxious.

"Mom always knew my Zhihao was going to be a success."

Zhao Juxiang praised, looking incredibly proud, which made Xu Zhihao feel especially heartened upon hearing it.

"By the way, Zhihao, do you remember Xiuhong?"

As soon as Zhao Juxiang mentioned her, Xu Zhihao uncertainly asked, "Is that the girl from my aunt's family, the one who married into Zhou Ming's family?"

"Exactly," Zhao Juxiang confirmed, "A few days ago, Zhou Ming gave your father a carton of cigarettes. Between the lines, he was hinting about finding a job for his wife."

"I was thinking, since you're at the can factory, if there's any job available, it would be better to keep the opportunity within the family, right?" Zhao Juxiang's recent days had been quite comfortable.

People in the village treated Zhao Juxiang with respect and reverence. Those who usually didn't visit or who looked at her unfavorably were now bringing gifts like eggs or other foodstuff, praising her left and right for having a good son.

"Mom, I've just started at the can factory. If they hire more people in the future, I'll mention it." Xu Zhihao didn't accept immediately. He had just arrived at the can factory, and his priority was to establish himself firmly and demonstrate his capability to his in-laws.

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"Little sister, look at this." Xu Nian'an had just got his hands on the newspaper and was showing the advertisement to Xu Nianhua with a gleeful expression.

On the newspaper was a large photo of the Qingsong Furniture Factory entrance, with several smaller pictures beside it showing the attractive cupboards, desks, and dressing tables made in the factory. There was also an introduction to the Qingsong Furniture Factory.

The bold words 'Custom-made furniture, free gift included' stood out prominently on the paper. The entire write-up, devised by Xu Nian'an and Xu Nianhua over one evening, was particularly eye-catching. It stirred interest among many who were considering buying furniture. At the same price, but with Qingsong Furniture Factory being new and offering gifts, only a fool would not go there.

Consequently, the factory had been inundated with visitors every day since the advertisement was published.

Xu Qinghe, not very articulate, and his apprentice, Xu Song, were much the same. Seeing them overwhelmed with work, Xu Yuchun joined in to help with customer service. Although he worked as an accountant in the village, he was quite the talker.

When customers asked specialized questions he didn't understand, his son Xu Song immediately stepped in to explain. The father-son duo assisted the highest number of customers.

Cai Feng, Yao Gen, and Xu Qinghe all attended to numerous customers, and by the end of the day, there were plenty of orders for custom-made furniture. Those who were initially worried about the lack of buyers were now concerned they might be too busy to cope.

Chapter 277: Hand Cream

"Rest assured, we will definitely finish the furniture on time," Xu Song spoke with conviction, thumping his chest as he promised, "We guarantee there won't be any delays for you."

"Alright, it must be made just like the display models."

The customer reminded them, looking at the showcased furniture that was not only good-looking but also practical and seemed sturdy.

"Definitely."

Xu Song bid the customer farewell with enthusiasm, his smile almost reaching his ears.

Ever since they advertised, clients at the furniture factory had been coming and going continuously; where few cars were once seen, now they were often spotted.

"Dad, am I dreaming?"

Xu Song looked at the brand-new furniture factory, feeling as if he was in a dream.

"It's real," Xu Yuchun also expressed his happiness. He said, "You just hurry and get to work. We've taken so many orders; we absolutely can't break our word."

"We definitely won't break our word."

Xu Song went off to work cheerfully.

Watching his retreating figure, Xu Yuchun felt a swell of pride. Having Xu Song learn carpentry from Qinghe had been the right decision.

Especially when they were preparing to set up the factory at the end of the year, he was really anxious, particularly since they had invested so much money into it. To say he wasn't worried would be untrue.

That money wasn't easy for the family to save. If they had lost it, it wouldn't mean they'd starve, but they would have been poor for several years at least.

Now, witnessing the bustling prosperity of the factory, Xu Yuchun felt at ease.

"Master, should we hire more people?"

After a busy day, Xu Song counted up the orders and deposits in the evening and realized that with their current pace, they wouldn't be able to complete them all.

"Mm, we need to hire two more."

Xu Qinghe had also noticed this issue and, after discussing with Xu Song, immediately prepared to hire more workers.

Qingsong Furniture Factory was a hive of activity, a picture of thriving success.

Xi Province.

"Yicheng, the company has already been registered, and the hand cream you mentioned has also been produced," Ling Dong handed over a document bag filled with various materials. In the past few days, he had been tirelessly traveling to South City and had finally managed to obtain all the necessary documents.

He had even specifically brought over the produced hand cream for Pei Yicheng's inspection.

"Not bad."

Pei Yicheng praised, and after a glance at the documents to ensure there were no issues, he took out the hand cream. Inside the porcelain white, short, round bottle was a cream as white as frost with a faint medicinal scent that was very pleasant.

"Send a bottle to Xiaoning, and take the rest to Nianhua," Pei Yicheng instructed while simultaneously handing over a letter he had prepared to Ling Dong.

Ling Dong acknowledged the task, already adept at sending items.

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A week later.

When Xu Nianhua received Pei Yicheng's letter and the hand cream, she was genuinely surprised to learn he was going into the hand cream business. However, after a moment's thought and considering Yicheng's intelligence, it didn't seem so surprising.

Skincare products in the future were especially lucrative. She continued reading the letter; Pei Yicheng had also asked her to help design a label.

She pondered for a moment, took out the stationery, and replied solemnly, expressing her thanks for receiving the items and specifically sending him some dried bamboo shoots as a reciprocal gift.

She wanted to make beef jerky, but with the weather getting hotter, it wouldn't last long.

In the letter, Xu Nianhua wrote: "Hand cream" sounds a bit awkward. Considering it looks snow-white like frost, why not call it "hand balm"?

At the same time, she designed two versions of the label, one for hand cream and another for hand balm.

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Hand balm?

Pei Yicheng repeated softly, then looked at the two pieces of white paper with two similar labels, and immediately chose to keep the "Hand Balm" label.

Chapter 278: Standing Up

The dried bamboo shoots were homemade by Ji Ying,

Picked from the bamboo forest in spring, seasoned with salt and dry chili peppers, and finally dried into thin slices. They were very chewy and tasted exceptionally delicious.

"Brother Cheng," Ling Dong's gaze kept falling on the dried bamboo shoots in Pei Yicheng's hands, longing for a taste. Even from a distance, he could smell the aroma and desperately wanted to eat some.

"If you want to eat, there are surely people selling them back in town," Pei Yicheng said.

Pei Yicheng cherished the small pile of dried bamboo shoots as if it were treasure. These were handmade by Nianhua's mother and a gift from Nianhua to him. How could he casually give them away to someone else? Wouldn't that be squandering Nianhua's kind intentions?

Ling Dong: "..."

He was not usually one to crave snacks, but Pei Yicheng's possessiveness stirred an uncomfortable feeling within Ling Dong. Was Yicheng being a little too stingy?

"It smells so good."

As soon as Cheng Hao finished delivering goods and walked in, he was greeted by the fragrance. Without any hesitation or asking, he snatched some and stuffed them into his mouth, saying, "Mmm, delicious. Who made this?"

"I'm growing fonder of South City by the day. There's so much tasty food here!" Cheng Hao commented while enjoying the snack.

Ling Dong: "..."

If he had known, he would have snatched some for himself, too.

Pei Yicheng clutched the remaining dried bamboo shoots, not giving Cheng Hao a chance to grab more. To change the subject, he asked, "Xiaohao, about joining the Liunian Company—what do you think?"

Having known Cheng Hao since childhood, Pei Yicheng naturally hoped they could earn money together.

"Yes."

Cheng Hao agreed without even asking what it involved, saying, "All the money I've made in the past six months is right here."

With that, Cheng Hao took out a passbook from the bag he carried with him.

"Aren't you afraid of losing all your money in this venture?" Pei Yicheng joked as he glanced at the passbook.

"Without you, Brother Cheng, I wouldn't have been able to earn this money." Cheng Hao understood very well that if it wasn't for their help, he would have struggled to get by each month when he was in Ningbei, let alone save any money.

The money in the passbook, after setting aside some for buying gifts for Zou Yaru, could have been even more.

"Alright, consider this money as your investment in the company," said Pei Yicheng, and then he provided some further instructions.

The next day, Doctor Hu came to check on Pei Yicheng's legs and said, "Try standing up."

Pei Yicheng's eyes lit up instantly. Over the past few days, he had definitely felt his legs gradually gaining sensation; they tingled, they ached, and these feelings grew stronger day by day. However, as Doctor Hu hadn't instructed him to try standing up, he hadn't dared to attempt it, fearing that the legs he'd been so careful to rehabilitate might fail him once more.

"Brother Cheng, be careful," Ling Dong and Cheng Hao said as they stood one on each side of Pei Yicheng, gingerly holding onto him.

The words of Doctor Hu exhilarated both Ling Dong and Cheng Hao like an adrenaline shot.

Feet touching the ground, that indescribable sense of stability brought a flush to Pei Yicheng's face. How long had he waited for this day?

"Brother Cheng, how is it, do your legs hurt?"

"Be careful."

Ling Dong and Cheng Hao flanked Pei Yicheng, closely monitoring his every step and asking about how he felt, their hands firmly supporting him and never daring to let go.

"It feels good," Pei Yicheng stated as he straightened his back. The perspective of sitting versus standing—each offered a different view.

Since the leg injury, this was his first time feeling his feet on the ground.

"I can stand up now," Pei Yicheng said, his voice trembling with barely concealed excitement.

Chapter 279: Clothes

Originally, he thought that he would have to sit in a wheelchair for the rest of his life, but unexpectedly, he could stand up again!

"Sit down."

Doctor Hu's serious voice rang out.

"I can still stand." Pei Yicheng hadn't felt the sensation of standing for too long and didn't want to sit down at all.

Doctor Hu said seriously, "In the future, you can stand however you want, but during the recovery phase, you must strictly follow my instructions!"

Without hesitation, Pei Yicheng sat down right away.

Doctor Hu was pleased with his obedience and instructed, "For the next three days, you are to stand for one minute each day, not a minute more, and you can't stop the massages. After three days, gradually increase the time, and on the tenth day, begin to try walking."

Pei Yicheng listened intently to Doctor Hu's incessant instructions; he hoped his legs would recover well and naturally didn't dare to take it lightly.

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June, with the sun blazing like fire, the weather turned hot, and short sleeves were now being worn.

"Mom, I already have a lot of clothes." Xu Nianhua looked at the new clothes Ji Ying had bought and couldn't help but remind her, "This is too much, it's a waste if I can't wear them all."

"Which girl ever complains about having too many clothes?"

Ji Ying happily placed the clothes on Xu Nianhua, measuring them up. She had earned money and never skimped on buying clothes for her children, especially Xu Nianhua, her only daughter.

Ji Ying's greatest joy was dressing Xu Nianhua up beautifully and making sure she dressed comfortably.

"Aren't you worried that I'll just think about dressing up and stop studying?" Xu Nianhua asked with raised eyebrows.

Ji Ying paused before saying, "Every time I buy you clothes, you seem reluctant. If you could actually take a rest because of dressing up, I'd be happy."

Whether a son or a daughter, the two of them had been preparing for the college entrance examination for too long, sleeping at eleven or twelve at night, and getting up at five or six in the morning. Apart from meal times, most of their time was spent studying.

Ji Ying watched with a heavy heart and could only try different ways to cook more delicious food for them every day.

At noon, she stewed soups and cooked dishes so that they would have something to eat in the evening, and in the evening, she would return home to cook something delicious for Xu Qinghe.

"Mom, you're the one who should rest more."

Xu Nianhua set the clothes aside, pulled Ji Ying to sit down, and while massaging her arm, said, "You have to manage the factory every day and cook for us. How tiring is that? I've been thinking, my sister-in-law will be giving birth in a few months, and the house will be too busy to cope. It would be best to find someone capable of handling things at the factory."

"I've thought it through. When your sister-in-law is in her confinement period, I'll go to the county. By then, you all will have gone off to school, and the house will be empty. It'll be convenient for me to take care of the child nearby," Ji Ying had planned for this and continued, "Xihua, Meixiang, and a few others have been doing very well, and nowadays, they all have their own responsibilities. I only need to check in a few times a day."

Since Zhou He became pregnant, Ji Ying had been thinking about how to balance the running of the factory and the care of her unborn grandchildren. She was also gradually preparing Xihua and the others to take charge. Now, although the factory had hired several more workers, everything was well-organized, and she didn't need to worry about it at all.

"That's good." Xu Nianhua snuggled up to Ji Ying; it seemed like they were both so busy every day that they hadn't had a proper conversation. She said, "Mom, when I go to college, I won't be able to accompany you properly."

"If you get into college, Mom will be happy." Ji Ying raised her hand to touch her daughter's black hair. Although she was reluctant to see her daughter go so far, the child had grown up, and she couldn't stay with her forever.

Chapter 280: When You Are the First Customer

The mother and daughter had a long, heartfelt chat, as if Ji Ying were about to go study abroad immediately, their eyes nearly brimming with tears.

The college entrance examination was drawing ever closer.

Ji Ying had received another letter from Pei Yining.

Since Pei Yining had sent a gift previously, they had exchanged several letters. Reading the spirited letters, Ji Ying could feel that Pei Yining was eagerly looking forward to them attending Beining University together.

Of course, most of it was about Pei Yining's questions concerning her studies, and she liked to ask Ji Ying about any problems.

Ji Ying would always reply in detail every time.

So much so that each time Pei Yining wrote, she would earnestly remind her not to forget their promise to attend Beining University together.

"Ji Ying, you have a letter."

Ji Ying had just gone to the post office to mail Pei Yining's reply when she received Pei Yicheng's letter.

"Hand cream, very nice."

Pei Yicheng's simple words made her especially pleased; she mumbled: Pei Yicheng still has good taste.

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"Just making hand cream is too simplistic. Your company won't just be making hand cream, will it?"

Curious, Ji Ying wondered whether Pei Yicheng, given that he had registered a company, might possibly be selling only one product.

...

When Pei Yicheng received the letter, he was standing by himself for five minutes, by then, standing caused him absolutely no pain.

Sitting at his desk, he wrote back in his reply, "Not only that, I'll also be making perfumes in the future."

He thought for a moment, then added, "Do you have any good ideas?"

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Perfume?

Ji Ying's eyes instantly lit up, it seemed like he was planning to make money from women.

She thought for a moment, then replied, "A beauty fragrant all over, a poor man half a month's grain, I will definitely be your first customer."

"Hands are a woman's second face, take care of the hands, and naturally, the face needs more care."

At the end, Ji Ying drew a big, cute smiley face, just looking at it could make one happy.

...

"Your face, even without makeup, is still pretty."

After writing, Pei Yicheng sent the letter out.

Although he did not directly respond to Ji Ying's offer to be the first customer, his actions later proved his point.

The first product from Liunian was always reserved for Ji Ying, and even the globally sensational top-tier perfume later was exclusively hers.

...

Ji Ying: "..."

She touched her own face. At twenty, her face full of collagen, there was no reason for it not to be attractive.

She pursed her lips and wrote back, "Thanks for the compliment."

As the exchange of letters continued, time quickly moved to mid-June, Pei Yicheng, from initially only being able to stand for a few minutes, was now able to stand for about ten to twenty minutes, and could even walk from the bedside to the window.

All of these progress made Pei Yicheng feel joyful.

He had once thought he would never be able to stand up in his life, but he had finally stood up again.

With less than ten days left until the college entrance exam, Ji Ying became even busier and had not replied to Pei Yicheng's last letter.

Pei Yicheng seemed to understand her busyness and hadn't sent any more letters.

July approached, and with the college entrance examination scheduled for July 7, the Xu Family was suddenly engulfed in tension.

"Nian'an, Ji Ying, do your best in the exams, and it's alright even if you don't pass," Ji Ying's mother comforted them, fearing they might be too nervous and excited because of the exams.

"Mom, I will definitely pass," Xu Nian'an said firmly, determined not to let his family down.