

Village Girl 381

Chapter 381: Popularity

She didn't answer and just followed shopkeeper Liu to Liu Qi's private room.

Lin Yuelan said to shopkeeper Liu, "I'll have to trouble shopkeeper Liu to invite your young master and Jiaying over."

Shopkeeper Liu smiled and said, "even without miss Lin's reminder, I'll get someone to invite the young master and the eldest miss over."

When he saw the four or five jars in Jiang Zhennan's hand, his eyes seemed to have some understanding, but there was also some surprise and excitement.

'It seems that miss Lin had prepared something good today.'

Shopkeeper Liu brought them to the private room on the third floor and said, "please wait here for a moment!" With that said, he left in a somewhat jumping manner.

"What's wrong, shopkeeper Liu? Does your foot hurt?" Lin Yuelan asked in confusion.

The corner of Shopkeeper Liu's mouth twitched. He nodded and replied, "maybe!" He was obviously jumping around in joy, but it turned into a foot injury.

Jiang Zhennan said to Lin Yuelan, "the business here is good!"

Lin Yuelan took a sip of tea and echoed, "yes!" Ever since she gave out the recipes for those dishes, the business had gotten even better.

Jiang Zhennan was a person of few words, and Lin Yuelan did not usually talk much. Therefore, the two entered a state of awkwardness. The two of them sipped their tea quietly as they waited for the siblings, Liu Qi and Liu Jiaying, to arrive.

"Yuelan, Yuelan..." A clear voice came from outside the door.

Then, a little girl wearing a white silk princess dress ran in. This modern princess dress was specially designed by Lin Yuelan for Liu Jiaying. She had asked the tailor and the embroiderers to make two sets. One was a pink Princess dress, and the other was a sky blue dress.

Both dresses were embellished with some accessories, such as white jade beads instead of modern pearls.

Lin Yuelan wanted to design two sets of unique clothes for Liu Jiaying.

When Liu Jiaying saw the two sets of clothes, she really liked them.

She held the hem of her dress. As soon as she saw Lin Yuelan, she plunged into her arms, "Yuelan, you're finally here. If you had come any later, I would have gone to the Lin family Village to find you. I really missed you."

Jiang Zhennan's forehead twitched slightly. 'Why is this girl so close to Miss Yue 'Er? Shouldn't she be closer to her brother?'

Jiang Zhennan did not know why, but he suddenly felt a sense of crisis. He couldn't really understand it.

Lin Yuelan had no idea what was on Jiang Zhennan's mind. She touched Liu Jiaying's head and said with a pampering smile, "I'm here now. But, don't do anything stupid. What if something happens to you on your way to the countryside?"

One had to pass through a mountain road going from Ning An Town to Lin Family Village. It was a good hiding spot for bandits. Lin Yuelan didn't want anything bad to happen to Liu Jiaying.

Therefore, Lin Yuelan didn't approve of Liu Jiaying going to the Lin family Village.

Liu Jiaying pouted and said, "but you're a girl too. So why can you travel between these two places as you please?"

Lin Yuelan touched her forehead. Liu Jiaying could be quite stubborn. Lin Yuelan had tried so hard to persuade her from going to Lin Family Village alone last time. But now, she had the same idea again.

Lin Yuelan said, "Jiaying, although I'm a girl, you've seen what I'm capable of. I have plenty of strength and I know some martial arts. I can protect myself."

However, Liu Jiaying said with a little heartache, "no matter how capable you are, you are still a girl. It's hard for a girl to take on a group of bad people. It's too dangerous. If I'm by your side at the Lin Family Village, I can help you!"

Jiang Zhennan's forehead throbbed even more furiously. Without thinking, he blurted out, "Miss Liu, don't worry. In the future, I will accompany miss Yue 'Er to town, and no one will be able to get close to Miss Yue 'Er."

Hearing the man's voice, Liu Jiaying realized that there was another person in the room.

"Who are you?" she asked in surprise.

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Jiang Zhennan replied, "I'm Miss Yue 'Er's guard!"

He had wanted to say that they were friends, but that might damage her reputation. However, being her guard would not.

A guard's job was to ensure the safety of the master's family.

When Liu Jiaying heard this, she nodded. However, she looked at Jiang Zhennan for a moment and frowned slightly. "Why do I find your figure so familiar?"

Lin Yuelan smiled and said, "This guy? He's the masked uncle. But he has now taken off his mask."

"Ah, masked uncle? Didn't he say he wore a mask because he's ugly?" Liu Jiaying was surprised. "He doesn't look ugly at all. He looks very handsome. Why was he wearing a mask then?" Jiang Zhennan did

say that, but he didn't anticipate someone would ask him so directly. He was ugly in the past because he had an ugly scar, but the scar had already been removed.

Jiang Zhennan's forehead was filled with black lines. 'This girl is so direct. Is it really okay going around telling them that they're ugly?'

Ugliness was one of the reasons he wore a mask in the past, but he didn't need someone to point that out.

Jiang Zhennan said, "I had a scar on my face back then. I was afraid that it would scare others, so I wore a mask."

Liu Jiaying believed him. "Oh, I see."

Then, she sized up Jiang Zhennan. He was tall and strong, and he exuded a man's strength, which made people feel very safe.

She suddenly nodded seriously. "Yes, not bad. You look very reliable. I am relieved if you are protecting Yuelan."]

The corner of Jiang Zhennan's mouth twitched. He finally understood why Lin Yuelan, who kept a certain distance from everyone, would be so good friends with this little girl.

Liu Jiuying was very straightforward. She treated her friends with all of her kindness. Outsiders would think she was gullible.

At this moment, Liu Qi had just stepped into the private room. He heard his sister's words, and his footsteps faltered. Then, he walked in as if nothing had happened. He shook his head and said with a smile, "You're just a child. What nonsense are you talking about? With Miss Lin's skills, you shouldn't be worried."

Immediately, Liu Qi cupped his fists at Jiang Zhennan and said apologetically, "Young master, my younger sister is still young, and she speaks without thinking. Please forgive her if she has said anything inappropriate!"

However, Jiang Zhennan did not answer Liu Qi. Instead, he nodded seriously at Liu Jiaying and said, "Miss Liu, don't worry. I will definitely protect Miss Yue 'Er's safety."

Liu Jiaying nodded and said, "Okay, I'll keep an eye on you."

Then, the four of them sat down.

Liu Qi looked at Lin Yuelan and said with a smile, "Miss Lin, long time no see! What good stuff did you bring today?" His eyes glanced at the few jars on the table. He sniffed and seemed to smell the rich smell of wine.

Lin Yuelan didn't beat around the bush with Liu Qi and his sister. She took out one of the jars and handed it to Liu Qi. "This is fruit wine that I've brewed. I've brought it here for you to try."

Liu Qi and Liu Jiaying's eyes lit up. Lin Yuelan always surprised them with wonderful things. They couldn't wait to open the seal and try the wine.

When they saw the red liquid in the cup, the brother and sister were shocked.

This thing looked too much like blood. It was a little scary.

However, the siblings could not help but take a deep breath when they smelled the fragrance coming from it. "It smells so good!" They exclaimed. The fragrance had a rich sweet smell. It was very pleasant.

Liu Jiaying took a sip. "The wine has a sweet and mellow taste with a hint of sourness. It's very delicious!" After that, she lowered his head and took another sip.

She surprised Lin Yuelan.

She didn't expect Liu Jiaying's taste buds to be so sensitive.

The sourness in the wine was very slight. Most people could only taste the sweetness of the wine.

It seemed like Liu Jiaying had the talent in wine-tasting.

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Lin Yuelan wouldn't mind training the world's best wine taster. And in the future, it would become true.

She could immediately tell the year, ingredients, color, and so on of any wine that came into her mouth. It simply made all the wine lovers in the world worship her.

This was a story for the future...

After listening to his sister's comments, Liu Qi gently put down the jar and impatiently took a sip of wine.

As he sipped the wine in his mouth, his brain was working at high speed.

This wine was sweet, and the quality was excellent. It could be sold as high-end wine. He just didn't know how much this wine could be brewed at a time. If there were too little, he would definitely set the price higher.

When Lin Yuelan saw Liu Qi's thoughtful look, she immediately knew what he was planning.

She waved her hand in front of Liu Qi and called out, "Hey~" Then, Lin yuelan cleared her throat and called out in a loud voice, "Young master Liu, young master Liu ..."

Liu Qi finally came back to his senses. Then, he saw Lin Yuelan's frown. When Lin Yuelan saw Liu Qi come back to his senses, she said bluntly, "young master Liu, I'm only giving this wine to you for you to taste. I don't intend to sell it." She paused for a moment and continued, "at least, I don't intend to sell it this year."

This was to tell Liu Qi that there was no possibility of cooperation for this wine.

Liu Qi was a little confused. He asked, "why?" He wondered if Lin Yuelan was dissatisfied with the terms of their cooperation. Without waiting for Lin Yuelan's reply, he immediately said, "if miss Lin is not satisfied with our previous cooperation, we can draft another agreement."

He put himself in a very disadvantageous position when he said this. However, in the face of huge benefits in the future, he had to make the first move. Therefore, if an appropriate compromise could be exchanged for long-term business cooperation in the future, why wouldn't he take advantage of it?

Lin Yuelan shook her head and explained, "that's not the problem. It's just that the ingredients used to brew this wine are out of season, so we'll have to wait until at least next year before I can brew more of this wine."

Since this was the problem, Liu Qi could not force Lin Yuelan to cooperate with him.

Liu Qi nodded and said, "alright! However, if miss Lin wants to cooperate with someone, please consider me first. After all, we already have existing cooperation, right?"

Lin Yuelan nodded and said, "okay!"

It was undeniable that Liu Qi had a mind for business. However, he was small-minded. He couldn't see further down into the further.

Lin Yuelan cooperated with him due to her good relationship with Liu Jiaying.

Liu Qi didn't know what Lin Yuelan was thinking.

His thoughts were rather narrow. He thought that Lin Yuelan was from a small mountain village and had not seen much of the world. Therefore, he was the best partner for her to cooperate with Ning An town since he was the richest man in the town.

However, he had never forgotten Lin Yuelan's advice for him, smart people see the future, while stupid people see the present.

He had a feeling that Lin Yuelan was someone who would do great things in the future.

However, in this world, men ruled the world, and women had to take a backseat. A woman had to work extra hard to gain a foothold in the man's world. But of course, that was something to consider in the future.

At least for now, his cooperation with Lin Yuelan was very pleasant, and they both benefited.

When Liu Jiaying was about to drink the second glass of wine, Lin Yuelan stopped her. She said seriously, "Jiaying, you're still young. You can't drink too much, or it'll hurt your body!" Jiaying was still young, so it was not good for her to drink too much alcohol.

Although Liu Jiaying wanted to have more, she listened to Lin Yuelan. She replied reluctantly, "alright! I'll stop."

Liu Qi felt sorry for his sister, but Lin Yuelan was right. It was not good for girls to drink so much alcohol.

Lin Yuelan looked at the dejected Liu Jiaying and shook her head helplessly. Then, she said to Liu Qi, "although we can't cooperate on this wine, I can brew other fruit wines. The other wines will not have that high alcohol content. They will be good for women, children, and the old. They won't hurt the body too."

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Liu Qi's eyes lit up when he heard that. He immediately said happily, "really?!"

Lin Yuelan nodded, "yes. There are many sour fruits in the back mountain of our village. As long as the sour fruits are fermented, they can be made into fruit wine. However," When it came to sharing the profits, Lin Yuelan didn't want to suffer any losses. She said directly, "Since I have to find the raw materials and brew them, I wish to have 70 percent of the profit share this time. Is that okay?"

For the dishes, she only needed to provide the recipes. She didn't need to do anything. But for the wines, it was the complete opposite.

Yuelai Inn only needed to sell the wines. Lin Yuelan had to do everything else. Of course, she felt like she deserved more of the profit.

Liu Qi thought about it and nodded in agreement. "Alright. However, I hope that Miss Lin will reserve a few jars for me when you're brewing the first batch of fruit wine. "

"Of course, no problem." They had happy cooperation.

At that moment, shopkeeper Liu came over with an accounting book, an Abacus, and some silver notes and taels.

The moment he arrived, he said to Liu Qi, "young master, this is last month's account book!"

His nose twitched as he caught a whiff of the alluring aroma of the wine.

Then, he caught a glimpse of the bright red liquid in the glass from the corner of his eye. He was shocked, but then he relaxed.

Liu Qi picked up the account book and flipped through it. Then, he handed it to Lin Yuelan and said, "Miss Lin, this is the account book for the fish sale last month. Take a look."

Shopkeeper Liu's mouth twitched when he heard that. 'We sold more than just fish.'

Lin Yuelan took the account book and raised her eyebrows. She was a little surprised that they had made so much profit in one month.

Lin Yuelan asked in surprise, "three hundred taels? It's only been a month, and yet there are three hundred taels. Shopkeeper Liu, did you calculate it correctly?"

She and Liu Qi had a 30-70 profit split. She couldn't believe she could get so much money in just a month.

Probably she had underestimated the spending power of the ancient people. After all, the villagers in Lin Family Village were extremely stingy.

But looking at the account, it appeared like the people in town was more casual with their spending.

When shopkeeper Liu heard Lin Yuelan questioning him, he said seriously, "Miss Lin, the carp soup is thirty copper coins a serving, and the braised fish is fifty copper coins a serving... We can sell at least thirty servings of each dish a day. In a month, after deducting the cost, we will earn a total profit of one

thousand taels. We will split it seven-three, with Yuelai Inn getting seven and you getting three. So, the three hundred taels of silver now is the net profit from selling those dishes last month. Miss Lin, do you have any more questions?"

Lin Yuelan felt that she had offended shopkeeper Liu, so she immediately shook her head, "No. You've made your calculations very clear. Shopkeeper Liu, you're really amazing!" Lin Yuelan quickly comforted him.

Sure enough, shopkeeper Liu said with pride and modesty, "Miss Lin, you're overpraising me."

The other three were watching, secretly covering their mouths and laughing.

Liu Qi took the silver notes and taels from the plate and handed them to Lin Yuelan. "Here are three banknotes for 100 tael and 15 taels of silver."

Lin Yuelan took her earnings and said to Jiang Zhennan and Liu Jiaying, "order whatever you want to eat later. I'll pay for it!"

The others' faces paled. Didn't she see the owner of the restaurant sitting there? Did she really think Liu Qi would let her pay?

Liu Jiaying said boldly, "Yuelan, I should say that. You can order as much as you want. This is my restaurant. I'll pay for the meal!"

The corners of Jiang Zhennan and Liu Qi's mouths twitched. 'What are these two girls doing?'

No matter what, the person paying, in the end, would be Liu Qi...

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Jiang Zhennan was just like Lin Yuelan. He was extremely surprised that there would be a net profit of three hundred taels of silver in a month.

This was a 30 – 70 split, which meant that Yuelai Inn made more than 1000 taels in a month. If added with the other profits like accommodation, the profit would be at least 2000 to 3000 taels. And this was the profit margin of an inn in a small town.

It was worth noting that even a large restaurant in a big city could barely make a profit of two to three thousand taels a month.

Jiang Zhennan was really curious. Were the dishes in this restaurant really that delicious?

Jiang Zhennan was a bit wrong with his assumptions. He had no idea that the cost of the fish was quite low, so the profit was considerable.

After Lin Yuelan and Jiang Zhennan came out of Yuelai Inn, they went for a walk, followed by Liu Jiaying.

The two girls held hands and strolled around. However, Lin Yuelan was not really a child, so she was calmer than the average person.

Other than the first time when everything was new, Lin Yuelan had lost all her interest in looking around the town already. Usually, she would leave after getting the stuff she wanted.

Jiang Zhennan followed behind her. When he saw Lin Yuelan's sincere smile, he couldn't help but be a little dazed. Her smile seemed to have magic, and he couldn't look away every time.

Lin Yuelan felt someone looking at her and felt a little puzzled. She looked around, but there was no one else except Jiang Zhennan.

However, when Lin Yuelan looked at Jiang Zhennan, his eyes were clear. Lin Yuelan didn't know what to make of it, so she didn't.

After walking around for a while, they went to the Linyue Pavilion. However, when they passed by the Xiangyun Pavilion, they saw that there were only a few guests inside. 'You look down on me in the past. Shame.'

When Xiao Li saw Lin Yuelan, his eyes immediately lit up. He said in surprise, "Miss Lin, you're here!" When they were outside, Xiao Li would call Lin Yuelan Miss Lin.

Then, he continued, "the shopkeeper has been talking about you for the past two days. He said that you haven't come to see us for a long time!"

Lin Yuelan walked into the shop and looked at the smiling attendant who was introducing the clothes to the customers in an orderly manner. She couldn't help but nod and think, 'these people are not bad.'

When the other shop assistants saw Lin Yuelan, they also greeted her politely, "Miss Lin!"

Xiao Li brought Lin Yuelan into the inner room. As soon as they entered, Xiao Li shouted, "Manager Li, miss Lin is here."

Manager Li ran out of the room in a hurry. He looked haggard as if he had not rested well.

"Miss Lin," manager Li said respectfully. There were outsiders here, Jiang Zhennan and Liu Jiaying, so he didn't refer to her as the owner.

Lin Yuelan nodded and looked at manager Li with concern. "Uncle Li, what's wrong with you? You look so exhausted."

Manager Li was inexplicably touched by his boss's concern. He said, "my wife hasn't been feeling well these two days, so I'm taking care of her."

Lin Yuelan asked again, "Has Auntie's condition worsened again?"

Even modern people couldn't cure Alzheimer's disease, much less ancient doctors. However, Lin Yuelan was an exception for she had a golden finger.

Lin Yuelan took the jar from Jiang Zhennan's hand and handed it to manager Li. "Uncle Li, this is a jar of fruit wine. It's for you. It is brewed with some special ingredients so it should help Auntie Li. But only give her one small cup a day."

There was spring water in the wine, which could repair the nerves in manager Li's wife's brain.

When manager Li heard that Lin Yuelan wanted to give him something, he wanted to decline. However, when Lin Yuelan said that this wine could help his wife, he immediately took it excitedly and said gratefully, "thank you, miss Lin." Then, he said to Lin Yuelan, "I'm sorry, please excuse me for a moment ..." With that, he carried the wine jar and went into the house.

Lin Yuelan immediately called out to him and said, "Uncle Li, you can also drink a small cup every day. It can relieve your fatigue." Although the jar wasn't big, drinking one small cup at a day could last Manager Li and his wife for quite some time.

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Touched, manager Li said, "Okay, I got it."

Then, he rushed to his room.

Lin Yuelan knew that he wanted his wife to drink this wine as soon as possible.

Lin Yuelan was a little touched by their unwavering loyalty and sincere relationship.

They had no children, so they supported each other for more than 30 years. Even if Li Huaisheng had to empty his savings to save his wife, he had no regrets.

After a while, manager Li came out again. After he adjusted himself, Lin Yuelan asked, "Uncle Li, how's the business in the shop recently?"

"Yue 'Er, you should ask me about that." Liu Jiaying, who was sitting at the side, immediately interjected, "uncle Li's shop is doing very well now. There is an endless stream of customers every day. People are fighting crazily for clothes. Many young ladies and young masters of the big families send their manservants and maidservants to line up in front of the shop."

After knowing that these clothes were designed by Lin Yuelan, Liu Jiaying paid a lot of attention to this shop. Therefore, she knew whether the business was good or not.

She continued, "Yuelan, you don't know this, but every time the Heiresses from rich families meet, they would ask if the other had bought the latest clothes from this place. Those who did would show the clothes off for the whole day. The others would swear that they would get the clothes the next day. This is simply crazy."

As the daughter of a rich family in the town, Liu Jiaying was clear about all this. Fortunately, she didn't have to worry about the fighting because Lin Yuelan would design a set of unique new clothes for her every month. Others were envious of her.

Liu Jiaying didn't know that Lin Yuelan owned Lin Yue Pavilion, so she interjected Manager Li. She then smiled at manager Li and said, "Uncle Li, you really have a good eye for talent! I can't believe you managed to find Yuelan to design clothes for you. Otherwise, your shop would have closed down already."

Manager Li's face twitched, then he agreed, "yes, eldest miss Liu is right!"

'I wonder if you'll say the same thing if you know this shop actually now belongs to your Sister Yuelan.' Of course, manager Li would never say this out loud.

Lin Yuelan raised her eyebrows and looked at manager Li. "Is this true?"

Manager Li immediately echoed, "eldest miss Liu is telling the truth. But Miss Lin," Then, he became a little hesitant.

Lin Yuelan glanced at him and urged, "Go on."

Manager Li said, "some of the big families in the town have been asking about the designer of Linyue Pavilion. They want you to design a set of unique clothes for them."

Lin Yuelan refused without thinking, "no!"

"But they'll give us a generous reward!" Manager Li said with some despair.

Hearing that there would be a generous reward, Lin yuelan held her chin with her hand, her eyes slightly drooped, as if she was deep in thought. Then, she said, "tell them that I can design a set of clothes for them. It's 500 taels for each set. If they're willing, they can sign up here. I'll come over on the fifteenth of every month and design for them personally. Remember, I only design for two people or one family each month. If they miss the deadline, that's it!"

'That is so demanding!' This was what everyone was thinking. 'A design will take five hundred taels, and the customers must follow her rules.'

Manager Li felt a little helpless when he heard this. But since this was his master's order, he would pass it on.

Would the customers be angry when they heard Lin Yuelan's request?

Actually, manager Li had really underestimated the wealthy families in Ning An town.

Ning An town might be small and have many poor people, but there were many hidden rich people as well. Otherwise, why would there be so many poor people gathered here if not to work for the rich?

Therefore, the poor became poorer, and the rich became richer. The huge gap between the rich and the poor made Ning An town seem very poor.

The designer of Lin Yue Pavilion promised to design a unique set tailored to each person entered the ears of all the rich families in Ning An town.

No matter if they were men or women, old or young, they were all tempted to get a set of clothes that truly belonged to them.

However, the sky-high design fee of 500 taels of silver per set made some people hesitant.

For a large family, there would be at least five people. One for the mother, one for the father, two for the parents, and one for the kid. That would be at least a few thousand taels.

Of course, those who had money and power did not care how much it cost to design a set. What they cared about was their face.

When they went out to do business in a set of unique clothes, they would be proud. Was that worth 500 taels?

Of course, it was worth it.

Thus, out of Manager Li's expectations, the number of people who came to sign up was endless.

Manager Li was overjoyed.

Based on what his boss said, with each successful transaction, he and the staff could get a commission. He could get 2%, which was 10 taels, and Xiao Li would get 0.4% or 2 taels of silver, while the others were 0.2% or one tael of silver.

This was free money.

The treatment in the Linyue Pavilion was really good.

As a result, whenever Lin Yuelan's store wanted to recruit employees, there would be an endless sea of people applying.

If one was hired, one would be settled for life!

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Lin Yuelan and Li Huaisheng didn't have to worry about the business of Linyue Pavilion anymore. However, the thing that annoyed Li Huaisheng was that ever since the business of Linyue Pavilion returned to life, Jinyun Pavilion started to create problems again.

The boss started by buying over the designer. The reason Linyue Pavilion had renewed business was that they had a new designer who designed new and beautiful clothes for Li Huaisheng.

If the boss could bribe the designer into joining Xiangyun Pavilion, Li Huaisheng's business would dry up again. The plan was good, but the reality was harsh.

No matter how hard he tried to find out or how high the pay he offered, there was no response. His intention was obvious. He wanted to poach the designer from Linyue Pavilion. With high pay and generous treatment, he just wanted the master designer to take the initiative to come to him.

It was a pity that he would never have thought that the mysterious designer was actually Lin Yuelan, who he had sneered at and driven out. How could she work with her competitor? Although Lin Yuelan didn't even view him as a competitor.

Of course, no one knew about this.

What made Li Huaisheng a little distressed now was that the owner of Xiangyun Pavilion still didn't give up. He used despicable and shameless means to tempt and threaten the seamstress and tailors.

Other than the few old masters and old embroiderers who were hired in the beginning, the later recruits became tempted. A few of them even wanted to secretly sell their unfinished designs to Xiangyun Pavilion. Fortunately, they were discovered in time.

Li Huaisheng didn't forgive them. He sent them to court on the charges of trying to sell trade secrets.

However, Li Huaisheng didn't know what to do about the other workers. He couldn't fire all of them because then no one would be there to keep the business running.

After much thought, he decided to report this to Lin Yuelan.

After hearing this, Lin Yuelan's face turned cold, and she said sharply, "We are not using anyone who can be so easily bought. If someone can betray us once, they can betray us again. Spread the word. Whoever has betrayed Linyue Pavilion will never be hired back!"

Those short-sighted people only saw the huge benefits in front of them. They didn't see that they wouldn't find the generous treatment given by Linyue Pavilion anywhere else. Lin Yuelan was also not at ease letting such a person work in her shop.

Lin Yuelan said sternly to Li Huaisheng, "Manager Li, you said that you had checked these people's character before you recruited them. So how can this happen?"

She had to give him a warning before a mistake happened.

Li Huaisheng was shocked by Lin Yuelan's imposing manner. Then, he said truthfully, "We have to recruit more people to keep up with the demands. We recruited three people who seemed to have good character. These people used to work in other stores, but those stores didn't have good business, so they were forced to leave. When they heard that we were recruiting people, people recommended them to us. I was rather familiar with them. I gave them a test.

"I have been in the business for more than 30 years. But I've failed in my assessment of these people. Boss, this is my fault."

When Lin Yuelan heard Li Huaisheng's words, she gently knocked on the table. She was expressionless and seemed to be in deep thought.

She suddenly asked, "Since you're familiar with those three people, is it possible that the manager of Xiangyun Pavilion is familiar with them too?"

Ning An town was only this big. There were only a few clothing shops. Among them, Xiangyun Pavilion and Linyue Pavilion were the biggest shops in the town, so their competition was the fiercest.

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Ning An town was only so big, so it was not surprising for people in the same trade to know each other well.

So, if Li Huaisheng was familiar with those people, they should be familiar with the boss of Xiangyun Pavilion too.

When Li Huaisheng heard Lin Yuelan's question, he was shocked. His face became more serious, and there was even faint anger on his face. He asked suspiciously, "boss, are you suspecting something?" These people were probably sent over by Xiangyun Pavilion as spies.

Lin Yuelan sneered, "Those three people might not have had any problems with their character before this, but when faced with such a huge temptation, it was inevitable that they would be moved."

Therefore, these three had already been bribed by Xiangyun Pavilion before they joined Linyue Pavilion.

Li Huaisheng immediately became angry. "Those three bastards. Do they really think that I am old and easy to bully?"

Lin Yuelan didn't care. She said sharply, "Li Huaisheng, I'll give you a warning for your mistake this time. Your bonus for half a year will be canceled. If this happens again, you'll take your bag and leave! I don't need an impetuous shopkeeper!"

Whether it was in modern or ancient times, human resources was the most important part of the development of a business. The boss couldn't do everything by himself, so he had to hire people. An effective leader knew how to hire the right people.

Lin Yuelan didn't doubt Li Huaisheng's management ability. However, his kindness might be his biggest weakness.

In the business world, there was only profit and no morality. Sometimes, for the sake of profit, one could resort to unscrupulous means.

However, a handful of them would retain their kind nature. However, their kindness would only be directed at innocent people. They would be ruthless when handling other competition too. That was something Li Huaisheng needed to learn. He could be kind, but he couldn't be kind to the competition.

Li Huaisheng heard Lin Yuelan's warning and immediately said, "boss, I won't do it again!" He had almost allowed their opponents to succeed in their plot. If he hadn't accidentally caught one of them, they would continue to fester inside Linyue Pavilion. They would cooperate with Xiangyun Pavilion to bring down Linyue Pavilion.

Now that he thought about it, the three had voluntarily approached Li Huaisheng to tell him that they had been offered a better job at Xiangyun Pavilion. Li Huaisheng raised their salary to convince them to stay. Now he realized they were just playing hard to get. They stayed with a higher salary while still acting as spies for Xiangyun Pavilion.

Li Huaisheng was fearful. He didn't think that the people he hired would have such a deep conspiracy.

Li Huaisheng said seriously, "Boss, when I recruit people in the future, I will definitely test their character!"

Lin Yuelan nodded and said, "in the future, all the employees in the store will have a three-month trial period. In these three months, give them half of the salary of a regular worker. Make sure they do not have access to the core of the business."

No matter how sharp a person's vision was, there were times when he would make a wrong judgment. Therefore, only time could be trusted. Time was the best way to test a person's character.

Li Huaisheng's eyes lit up when he heard this, and he immediately said excitedly, "yes, boss!"

Lin Yuelan thought of the business at Xiangyun Pavilion and said, "if Xiangyun Pavilion wants to poach people again, let them do it. If people say that they want to leave, just let them leave. We are not going to keep these people."

Li Huaisheng replied, "yes, I understand!"

Three months would be enough to test a person's character.

When Lin Yuelan and Li Huaisheng came out of the house, they saw an adult and a child sitting quietly in the hall. As soon as she saw Lin Yuelan come out, Liu Jiaying immediately ran over and said, "Yuelan, have you finished the discussion?" She was smart enough not to ask what they were talking about.

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Lin Yuelan nodded and said, "yes, we're done."

However, Lin Yuelan still had one more thing to ask.

"Uncle Li, are there any craftsmen in this town?"

The five Mus of land that she had bought had been planted, and Lin Mingqing's leg was almost healed. As for the land reclamation, it was not something that could be done in a short time, so she wanted to get the house ready first.

The small thatched cottage had been reinforced, so there was no need to worry about it leaking or suddenly collapsing.

However, the house was too small, and there was not enough room.

Previously, she was too busy to build a new house. Now that she had some money on hand and was a little free, she wanted to build a house.

Li Huaisheng was slightly surprised. "Miss Lin, are you going to build a house?"

Lin Yuelan nodded and said, "that's right. Where are the best craftsmen in Ning An town?"

Li Huaisheng had been in town for decades and knew many people.

He thought for a while and said, "at the end of the street, there's a craftsman surnamed Hu and a few of his friends. They do a good job as masons. Usually, they're the ones who are asked to add tiles and bricks for the big families."

"Okay," Lin Yuelan said, "I'll have to trouble Uncle Li to ask them if they're willing to come to Lin Family Village to work for me." She was famous for being a jinx, so these people might have reservations.

Li Huaisheng answered, "Is this urgent for Miss Lin?"

Lin Yuelan replied, "If it's possible, I want them to come in the next few days."

Li Huaisheng nodded, "Okay. I'll go ask."

Lin Yuelan said, "If they're willing, tell them to come to the Lin Family Village to find me."

If they were not willing, she could find others. She didn't believe that she couldn't find someone to work with the money.

After coming out of the Linyue Pavilion, Lin Yuelan and Liu Jiaying continued to walk on the street for a while.

Lin Yuelan went to a pork stall and bought some pork and pig innards.

Liu Jiaying wrinkled her nose and said, "Yuelan, pig innards don't taste good. It's smelly and fishy."

Lin Yuelan smiled, "If you prepare them well, that won't be a problem."

Liu Jiaying's eyes flashed. "Really?" She thought of the many recipes Lin Yuelan had provided for Yuelai Inn. She believed in Lin Yuelan's cooking skills. Liu Jiaying said nervously, "Yuelan, can I go to your home with you? I want to try your cooking so much." She still couldn't forget what she had last time at Lin Yuelan's place.

Lin Yuelan looked at the sky and shook her head. "No."

Her place was narrow and had many men. If a rich young lady like her were to spend the night there, it would definitely attract gossip.

"I see that it's still early. Instead, why don't we go to the inn, and I'll make some dishes for you?" Seeing how unhappy Liu Jiaying was, Lin Yuelan suggested.

"That's good!" Liu Jiaying was immediately happy.

Jiang Zhennan, who was carrying things behind the two of them, frowned slightly and then relaxed. However, he was muttering in his heart, 'is miss Yue' Er a little too good to miss Liu?'

He had been with Miss Yue 'Er for a while now, but he had never seen her treat anyone well. Even for the village chief's family, she treated them well out of gratitude.

However, Jiang Zhennan looked at the innocent Liu Jiaying and seemed to understand Lin Yuelan's thoughts. She just wanted to protect Liu Jiaying's innocent and naive side.

Lin Yuelan bought the pig meat and the head from two stalls.

Because of the hot weather, these things didn't smell good. Lin Yuelan immediately asked Jiang Zhennan to put them on the ox cart. Then, he brought them back to Yuelai Inn.

However, when they went to the kitchen, they had to pass by the main hall. Therefore, the smell of the things Jiang Zhennan was carrying immediately spread.

"Hmm, what's this smell? Why is it so smelly?"

Then, they saw the thing in Jiang Zhennan's hand. They looked at Jiang Zhennan's appearance, and a hint of jealousy flashed in their eyes. They then looked at Jiang Zhennan's clothes. He didn't look like he came from a powerful family. Such a person was the perfect target to bully.

So, someone immediately mocked, "Where does the stink come from? Do you even know where you are?"

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He was mocking both Jiang Zhennan and the things he was carrying.

Liu Jiaying, who was following behind Jiang Zhennan, was immediately enraged.

With one hand on her waist, she pointed at the person who had just spoken and shouted angrily, "Mei Qichu, do you have nothing better to do? Why are you scolding my guest in my territory?"

Mei Qichu was a fat man who liked to dress up like a scholar, making people think that he was a scholar.

Mei Qichu's face immediately turned green when he was scolded. He wanted to tear the wretched girl's mouth apart.

However, his family was rich at best. Compared to the richest family in Ning An town, the Liu family, they were not worth mentioning at all. Therefore, he did not dare to argue with the Liu family's eldest miss. He even had to smile and apologize, "Eldest miss Liu, don't be angry. I didn't know that this person was your family's guest. I'll apologize to him now."

As he said this, he was cursing in his heart.

Mei Qichu didn't wait for Liu Jiaying's reply. He immediately cupped his hands and bowed to Jiang Zhennan. "Young master, please forgive me for my offense just now!" If it weren't for the fact that Liu Jiaying was here and he couldn't afford to offend her, he wouldn't want to apologize to a nobody.

Jiang Zhennan was silent. His eyes, which were as sharp as a deep pool, were not even willing to give him a look. He carried the things and walked into the kitchen.

Once again, Mei Qichu's face turned green with anger.

Liu Jiaying and Lin Yuelan didn't pay attention to this person and also went straight to the kitchen.

Seeing Lin Yuelan come to the kitchen, master Yang immediately said in surprise, "Girl, are there any new recipes today?"

Now, when he looked at Lin Yuelan, it was as if he was looking at gold. Technically, he was not wrong. Every dish she made was worth a lot in gold.

Liu Jiaying quickly said, "master Yang, Yuelan is going to cook something with pig innards."

The kitchen was cooked. Could Lin Yuelan really work with something so stinky?

Even though they knew Lin Yuelan was a good cook, that didn't mean that everything she cooked would be delicious.

However, Master Yang's eyes lit up, and his face was full of excitement. He said, "Okay, then I'll see how we can make pig innards delicious today."

In the past, when he was poor and couldn't afford to buy meat, he would pick some pig innards from the stalls. However, he couldn't get rid of the smell, no matter what. He felt like vomiting just by smelling it, let alone eating it.

After he learned how to cook, he also tried to cook pig's offal several times, but he couldn't get rid of the stinky and fishy smell. Therefore, he didn't think about cooking pig's offal again.

However, today, Lin Yuelan said she would cook pig offal. Based on his intuition, he knew the girl would bring him a surprise.

Jiang Zhennan asked the people in the kitchen. After cleaning the knives and other things, he began to deal with the pig's innards. Because Lin Yuelan had taught him before, he had it easier this time.

Therefore, under the stupefied gaze of the kitchen staff, Jiang Zhennan quickly processed the pig's innards, then cut it with great familiarity. After that, he handed it to Lin Yuelan.

However, due to the cooperation between Lin Yuelan and Liu Qi, as long as Lin Yuelan was cooking in the kitchen, everyone in the kitchen, except master Yang, had to go out and wait for a while.

The fact that Jiang Zhennan didn't have to leave made Master Yang curious about him. However, he was not a talkative person.

Liu Jiaying couldn't stand the smell in the kitchen, but in order to see Lin yuelan cook, she pinched her nose and stubbornly stayed in the kitchen. No one could persuade her to leave.

Lin Yuelan was already familiar with the kitchen.

She found oil, salt, sauce, and vinegar. She made a marinate. She mixed the sauces and then grabbed the spices, scallions, ginger, and so on...

Everyone looked at the young Lin yuelan with wide eyes. She stood by the stove and skillfully cut the ginger.

When everything was ready, Lin Yuelan said, "start the fire."

Then, Jiang Zhennan started the fire.