



Larkin Lin | 100% Ownership Stream

Larkin Lin, his wife Yan, and their son moved to PEI in 2013. While settling on PEI and performing market research into the local market, Larkin worked with the PEI Connectors and other professionals to identify potential opportunities. Purchasing an existing business appealed to Larkin so in 2014, he purchased Paul's Flowers.

He and his wife work in the business, and understood from the beginning the need to better understand the industry and their customers. To assist with this, Yan became a certified floral designer.



Paul's Flowers provides reliable service, floral arrangements and sells perennial plants.

When Larkin and Yan purchased the business, they realized they needed a better understanding of the various holidays celebrated in Canada, and what various flowers are used to commemorate these celebrations, so they could better respond and prepare for their clients' needs. Larkin has brought great enthusiasm and understanding to his new business.

Paul's Flowers is focused on providing reliable service to its customers to maintain the existing business and expand into other areas, such as providing floral arrangements for weddings and selling perennial plants. Larkin and his three employees are committed to providing the highest level of service to their customers.

Operating a business in a new country hasn't been without its



challenges. The biggest challenge has been the language barrier. Larkin and his family have worked to learn English so they can communicate easier. Another challenge has been coping with the harsh winters. The winter of 2015 proved most challenging; given the number of days the business was closed due to adverse weather.

Paul's Flowers has been in operation for over 25 years and Larkin is hoping to operate and grow the business for many years to come. Larkin enjoys working and living on PEI and he feels this is a good fit for his family.