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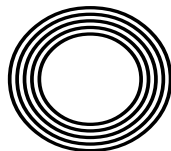
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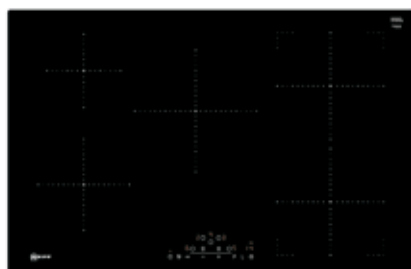
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Editor's notes...

NOVEMBER 2021



Brett Shohet, Editor

Hello and welcome to this month's edition of **VISION**Loughton.

After being forced to navigate ever-changing lockdown restrictions last year, we can (hopefully) now look forward to enjoying the party season.

By the time you read this, Halloween will be over, but as I write, my home has been taken over by an explosion of spooky decorations. It used to be that very few people in the UK bothered to celebrate Halloween, but it's a habit we seem to have now borrowed from our friends in America. Maybe it's because we've been cooped up for so long that we're eager to grasp any opportunity to go big with our celebrations.

If that's the case, I can't wait to see what Christmas will bring. Here's hoping we're able to meet up with friends and family face-to-face once again.

At **VISION**, we've recently grown our team, welcoming new member of staff, Nadine Stevenson, as our key account manager. We're very glad to have her on board.

Finally, all our thoughts are with the family and friends of Sir David Amess MP, who was killed last month. Sir David was a welcome contributor to **VISION**LeighThorpeBay, and we will miss his kindness and dedication.

Brett Shohet

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At the time of print all content in **VISION** was relevant and up to date according to COVID-19 government guidelines

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ASTON *marvelling*

HOW HRH PRINCE CHARLES, SOME LEFTOVER WINE AND A CONSTITUENT OF CHEESE ARE HELPING THE PURSUIT OF ECO TRAVEL

It's a fine line between innovation and eccentricity, but HRH Prince Charles appears to have landed the right side of it... just.

The Prince of Wales, who turned 73 in November and is first in line to the throne, has converted his cherished Aston Martin DB6 so that it can run on cheese waste and surplus white wine. His move to decarbonise fits perfectly with a modern revolution in motoring, where electric cars, the future ban of the sale of petrol and diesel vehicles, and various road taxes designed to keep gas-guzzlers out of our city centre spaces are giving our roads a green makeover.

Charles revealed in a recent interview that he was offered the conversion some time ago and did not hesitate to accept.

"I think when opportunities and ideas come your

way, you need to judge them on their own merits," he says.

"Certainly, where classic cars are concerned, there is the temptation to leave them as they are and not tinker with them, but if we all thought like that, we wouldn't make the strides we have, and the strides we need to."

It was Gloucestershire-based firm Green Fuels – the company has since earned a Royal Warrant of Appointment – which suggested it could supply bioethanol produced from a combination of wine and cheese (whey).

Blending the fuel then adding 15 per cent unleaded petrol meant the car was more powerful than before, yet significantly greener.

Of course, this isn't

the first time Prince Charles has taken the lead where green and eco matters are concerned. He established The Prince's Trust and The Prince's Rainforests Project and has always been a passionate advocate for initiatives that put the planet's needs first. He became the first member of the royal family to adopt electric cars for official duties in 2018, and has rallied behind his son William's successful efforts with The Earthshot Prize, with its £1million bounty awarded to fund solutions to help tackle climate change.

However, Charles believes there is much still to be done. He says the world's leaders are big on environmental talk, but rarely take the actions required to back up the platitudes.

"It is time for a lot of

people, influential people, to stand up and make real decisions," he says. "They have the expertise, they have the wherewithal and they have the resources, so there is no reason why we can't be moving forward much quicker than we are."

"Green initiatives in the past always seemed to come with some sort of cost or inconvenience. A lot of those I see today have no such thing – look at my DB6, it is a better vehicle than it was before."

The classic Aston Martin emerged in 1969 and has been one of Charles's true joys. He even enlisted the services of two-time Formula One world champion, Graham Hill, to teach him how to drive the car to its maximum potential.

He added: "It gives me great pleasure every time I drive it – and to know I can do that while limiting harm to the environment is a wonderful feeling."



Photo credit: David Hartley/Shutterstock



THE CHRISTMAS GIFT IDEAS THAT KEEP ON GIVING

A gift isn't just for Christmas, so treat your loved ones to a subscription box this festive season and leave it to the postman to deliver the perfect package to your friend or family member's doorstep each month.

Flower and plant subscription service – If you have a green-fingered friend, what better gift than a new potted plant or bunch of flowers each month? Also suited to remote workers who could do with freshening up their home working environment. You can even find sustainable providers who only work with Fairtrade growers.

Cocktail subscription service – For your boozy bestie or a mum who loves a mojito, a cocktail subscription service makes the perfect gift. Depending on the service you select, the recipient can expect to receive ingredients and instructions to make a new cocktail each month.

Food subscription service – Whether you know someone who is a real foodie or your loved one could do with a helping hand in the kitchen, a weekly delivery of high-quality, fresh ingredients is just what they need. Choose the size of the box depending on how many people they cook for. Subscriptions are available to cater for all dietary requirements.

Gadget subscription service – Being a tech enthusiast can be expensive, but what if you could enable your gadget-loving friend to try out a new device every month? Pick between health and fitness gadgets, entertainment devices and even relationship tech.

Craft subscription service – If you are looking for a subscription service for children, then a monthly craft box is a great idea. With subscriptions available for all ages, you can find boxes that contain a range of fun science, technology, engineering, art and maths activities.

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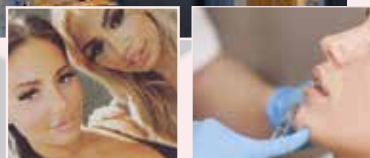
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Does your hair always fall out when you tie it up? Or perhaps you spend more time detangling your locks than enjoying your updo?

If the answer is yes, you could be using the wrong hairband for your hair type.

For thin hair

Thin hair that is prone to breakage needs a hairband that is gentle on your delicate locks. Opt for a silk hairband that will protect your hair and help to keep flyaway strands in check. When removing a silk hairband, you should notice significantly less pulling on the roots.

For thick hair

If you have thick hair, you are likely to experience both tangles and a struggle to keep your voluminous hair contained. Look for spiral plastic hairbands that are specifically designed for thick heads of hair, as these are easy to use and remove without your hair becoming tangled in the tie.

For wavy hair

Do you feel like no hairband can hold back your big mane of wavy hair? Forget elastic bands and scrunchies and, instead, invest in a hair bungee. Boasting a hook on each end, a hair bungee can be easily wrapped around your hair to keep it in place all day.

For short hair

People with short hairstyles are always going to struggle to pulling their hair back into a ponytail. However, there is a solution. Polybands are great at gripping short hair and staying in place. Small and often clear, they will simply disappear into your hairstyle.

For straightened hair

Bringing back a blast from the past, if you want to tie your straightened hair back without causing kinks, you need a scrunchie. These hairbands work best directly after a blow-dry to help maintain a smooth and straight look. However, they are also effective at keeping your hair in place while you sleep.





THE LATEST FOOTWEAR TREND

Who says that your socks have to match? Showcase what makes you unique and support Anti-Bullying Week 2021 by rocking odd socks on November 15 and beyond.

No longer a fashion faux pas, odd socks may be brazen and bold, but they can also be chic and stylish.

WHAT IS ODD SOCKS DAY?

Launched in 2017, Odd Socks Day was created to deter bullying in schools. With the aim of showing children that it is okay to stand out from the crowd and to embrace what makes you different, children and adults alike are being asked to rock odd socks and to appreciate the odd socks worn by others.

HOW TO CELEBRATE ODD SOCKS DAY

Wear your oddest pair of socks. These can be colourful and bright, mismatched or have a wacky pattern. Be sure to wear them proudly and invite your friends and family to join you in your support against bullying.

HOW TO WEAR ODD SOCKS

Seen on the likes of Ant and Dec, Emma Willis and

Craig David, there are many different ways to wear this fun and frivolous trend. Check out the below top tips which should help you rock this look with confidence:

- > Embrace bold colours and prints
- > Don't be afraid to wear your odd socks with sandals or sliders
- > Wear long odd socks pulled up to your knees with boots and a statement skirt
- > Mix stripes and spots
- > Layer up two pairs of socks with two different colours, one on top of the other
- > Pair neon socks with white trainers
- > Wear clashing colours with skyscraper heels.

POST YOUR SOCKS ON SOCIAL MEDIA

Boost awareness by posting photos of your odd socks on social media with the hashtags #OddSocks and #AntiBullyingWeek.

LEARN MORE ABOUT ANTI-BULLYING CAMPAIGNS

To find out more, explore the many online resources on anti-bullying at www.anti-bullyingalliance.org.uk and share your knowledge with others.



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Known for its ability to effectively manage cold symptoms, most households have a tub or two of this mentholated ointment in their medicine cupboard. However, you may be surprised to discover what else you can use Vicks VapoRub for.

1. TO BANISH HEADACHES: When applied to the base of the skull, Vicks VapoRub has proved highly effective at relieving headaches, especially sinus headaches.

2. TO SOOTHE SORE MUSCLES: Two key ingredients in Vicks, camphor and menthol, are topical analgesics, which means they can be used to relieve pain when rubbed on to the skin. Creating a powerful cooling sensation – although the pain relief will be temporary – it can help you to get on with your day.

3. TO HEAL YOUR FEET: Vicks VapoRub is a popular home remedy for several foot conditions, including athlete's foot and fungal nail infections. The combination of its antimicrobial ingredients and the inclusion of petroleum jelly helps fight bacteria and lock in moisture.

4. TO TREAT SKIN CONDITIONS: If you suffer with either acne or eczema, Vicks VapoRub can be used to calm the skin and clear up your complexion. This is owing to its ingredients like camphor and eucalyptus.

5. TO FADE BRUISES: For minor bruises, Vicks can be used to reduce inflammation and cool the skin. The menthol can also help to reduce any pain you are experiencing.

6. TO HEAL SCRAPES AND BURNS: When applied twice a day, the petroleum in Vicks VapoRub can help to create a thick barrier on your skin so that any cuts or burns can heal. Its anti-inflammatory properties can also promote healing.

7. TO EASE EARACHE: If you are suffering with a mild earache, rub a small amount of VapoRub onto a cotton ball and gently place in your ear. This can help to reduce any pain, but will not clear up an infection.

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IMPROVE YOUR QUALITY OF LIFE WITH THREE EASY BREATHING TIPS

You don't need to be a philosopher to know that people can spend their days navigating between a negative inner critic and a more positive and less apparent inner believer. Allowing the latter to express itself more is a key part of healthy living, positive self-image and good self-esteem.

Well, imagine if something as simple as breathing could be the key to being more positive, more confident, less stressed and more physically strong to boot.

Check out these three easy ideas and get started today.

Five deep breaths

If you are feeling stressed or self-critical, take five deep inhalations and exhalations through the nose. Clear your mind and focus on the sensation of breathing. This is part of breaking the negative inner dialogue. Closing your eyes can also help. When ready, you can go back to what you were doing.

Diaphragmatic breathing

Another easy win is to breathe diaphragmatically. This means using the belly muscles to fully fill and empty the lungs with each breath. As well as being calming, this can help with public speaking, as it allows you to control your breath and voice far more effectively.

This breathing also helps the body discharge waste and take in more oxygen, which boosts brain activity.

Quick energy

For a short, sharp boost that will make you feel up for anything, take a deep breath and hold for a second or two, then make a loud 'hmm' sound on breathing out. Not only does this break negative thought patterns, but it will also provide you with a welcome mental lift.

Breathing is something we do every minute of the day – it's time to make it work for us more than ever before.



Self-care *is not selfish*

To celebrate National Spa Week, which takes place from November 4-9, we thought we would share with you our top self-care practices that promise to leave you feeling physically and mentally rejuvenated. Plus, discover why you need to make time for self-care.

What is self-care?

While many believe that self-care is self-indulgent or even selfish, it is in fact a crucial process that allows you to tend to your physical and emotional needs. Essentially, it involves making the time to take care of yourself.

There are said to be eight main areas of self-care that you should focus on:

- Physical | Psychological | Emotional | Social | Professional | Environmental | Spiritual | Financial

What are the mental health benefits of self-care?

According to recent data from the Office for National Statistics, depression rates have doubled during the COVID-19 pandemic, with concerns growing over a nationwide mental health crisis.

When it comes to looking after your mental health, self-care has the unique ability to:

- > Manage your stress levels
- > Lower your risk of mental health conditions, such as anxiety and depression
- > Increase your overall energy levels
- > Boost your self-esteem
- > Improve your relationships.

Ten simple ways to practise self-care

1. Get a good night's sleep – ideally between seven and eight hours per night.
2. Drinks lots of water – up to eight glasses a day.
3. Go for a daily brisk walk – at least 30 minutes.
4. Take a relaxing bath using essential oils.
5. Say no to something you don't have time to do or don't want to do.
6. Listen to your favourite music.
7. Watch your favourite film.
8. Indulge in a massage.
9. Make something healthy and delicious for dinner.
10. Make a list of five things you like about yourself.

If you are struggling with your mental health, there are several UK charities that can help, including Mind and YoungMinds, which is aimed at children, young people and their parents. To find out more, visit www.mind.org.uk or www.youngminds.org.uk



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Whether you want to give the gift of gin this Christmas or your motives are a little more self-focused, making your own flavoured gin is simple to do – and it can save you money.

How to make flavoured gin

Step 1: Choose your gin

If you want to create a high-quality flavoured gin, you need to pick one that is both clean-tasting and uncomplicated. Any gin that already has a flavour will not mix well, so try to stick with a classic London dry variety.

Step 2: Pick your flavours

As Christmas is fast approaching, you may want to choose a seasonal flavour such as cinnamon, nutmeg or cloves. However, you can pick pretty much any fruit, vegetable or herb that takes your fancy, such as strawberries, damsons, rhubarb, chilli, mint or elderflower.

Step 3: Bottle your gin

Pour your gin into a sterile sealable container, such as a Kilner jar, and then add your chosen infusing ingredient. You can sterilise your glass container either on a hot rinse cycle in the dishwasher or in the oven for 15 minutes at 160°C. Use around 300g of produce per litre of gin.

Step 4: Leave to infuse

Depending on the potency of the fruit or herb you choose to add, you can leave your infusing ingredient in for anywhere from one day to one month.

- > Strong flavours such as chilli, vanilla and citrus = less than one day
- > Hardy herbs and strong-flavoured fruit such as rhubarb and lavender = five to seven days
- > Berries and other potent fruits = three to four weeks
- > Milder ingredients like apple or pear = up to one month

Step 5: Strain and store your gin

Once you are happy with the intensity of your gin, strain it through a filter or muslin cloth. Pour into a well-sealed bottle and store for up to one year in a cool, dark place.



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HOW TO SAVE MONEY ON YOUR

Christmas shop

While you may have had the best intentions to save all year for Christmas, unfortunately, real life often scuppers our plans. If you haven't yet managed to put aside some extra cash for your Christmas food shop, the below tips will help you to save big on all those tasty festive treats.

STOCK UP EARLY

Rather than leaving everything to the last minute, why not start stocking up on items such as chocolates, savoury snacks and Christmas liqueurs from now and spread the cost of your food shop over two months rather than one?

GET SOCIAL

If you have a few favourite food brands, now is the perfect time to start following them on social media so that you can pounce on any early Christmas offers as soon as they become available. Don't forget to also sign up to their email newsletters for possible discounts.

MAKE YOUR OWN

While some items are cheaper to buy in store – such as a Christmas pudding, which can be purchased for as little as 99p – there are some foods that are cheaper to make yourself. These include canapés, side dishes such as pigs in blankets, and even mince pies.

SHARE THE BURDEN

If you are hosting Christmas dinner this year and are concerned about the cost, there is no reason why you shouldn't ask family members to help out. Rather than demand cash, ask each person to bring a different dish or drink.

USE COMPARISON SITES

Simply type into Google 'cheapest supermarket for your Christmas food shop' and you will be met with a whole host of sources that can save you money. Compare turkey costs, Christmas pudding prices, and so much more. Plus, find out about home delivery and click-and-collect slots.





Understanding Natasha's Law



Following the tragic death of Natasha Ednan-Laperouse, who died after suffering an allergic reaction to an undeclared ingredient in a prepacked meal, and relentless campaigning by her family, Natasha's Law came into effect on October 1.

Almost one in five people in the UK suffers from an allergy. Natasha's Law was created to protect allergy sufferers and give them confidence in buying prepacked food.

What exactly is Natasha's Law?

Natasha's Law requires all food businesses to provide full ingredient lists and allergen labelling on foods that are prepacked for direct sale on their premises. According to the new regulations, Prepacked for Direct Sale (PPDS) foods must clearly display the following information:

- > The name of the food
- > A full ingredient list with allergenic ingredients emphasised. For example, in **bold**, *italic* or a different colour.

How did Natasha's Law come about?

Natasha's Law, also known as the UK Food Information Amendment, was introduced as a result of the actions of a lobbying group led by Tanya, Nadim and Alex Ednan-Laperouse, the family of Natasha, a teenager who died after suffering an allergic reaction to an undeclared ingredient in a prepacked meal.

What allergens need to be declared?

Food businesses are required by this law to tell customers if any food they provide contains any of the below listed allergens as an ingredient:

- > Celery
- > Eggs
- > Fish
- > Lupin
- > Milk
- > Mustard
- > Peanuts
- > Sesame
- > Soybeans
- > Cereals containing gluten, such as barley or oats
- > Crustaceans such as prawns, crabs and lobsters
- > Molluscs such as mussels or oysters
- > Sulphur dioxides and sulphites if they are at a concentration of more than 10 parts per million
- > Tree nuts such as almonds, hazelnuts, Brazil nuts, etc.

Where to find further guidance on Natasha's Law

If your business sells or supplies PPDS food, you can use the Food Standards Agency's online food labelling tool to help you to identify the type of food your business provides and the allergen labelling requirements. This information can be found at www.food.gov.uk



Natasha's family Tanya, Alex + Nadim



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BREAK OUT THE Brake cleaner

Brake cleaner isn't just for vehicle maintenance. It can also be used in several household applications, with unbelievable results.

How to use brake cleaner

If you have used brake cleaner on your car, then you won't have any problems using brake cleaner in your home as the application process is the same. However, if you haven't used brake cleaner before, simply follow the below steps:

- > Shake the can thoroughly to activate the formula.
- > Hold the can about 30cm away from the surface and apply.
- > Allow the brake cleaner to soak in and evaporate.
- > Reapply to stubborn areas and wipe away any excess dirt with a clean cloth before it evaporates.

Always wear gloves and use in well-ventilated areas. Do not allow brake cleaner to come into contact with plastic or rubber, and keep away from any open flames.

To clean windows: With the ability to cut through grease without leaving any residue, apply sparingly when using brake cleaner to achieve streak-free

windows. Wipe with a microfibre cloth for optimum results.

To remove stains from a driveway: Unsightly oil stains can ruin the look of your concrete driveway, but can be easily removed by throwing down some cat litter or sawdust to get rid of the worst of the spill and then applying brake cleaner.

To remove ink and paint: Brake cleaner can effectively remove stains made by permanent markers, paint and nail polish on surfaces such as walls, tables and countertops.

To remove stains from fabrics such as tablecloths: Perchloroethylene, a chemical that is commonly used in chlorinated brake cleaners, is also used by professional dry cleaners to remove food and oil stains. Always test in a non-conspicuous spot first and wash the fabric as usual after application.



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DULUX COLOUR OF THE YEAR

Bright Skies

OPEN YOUR EYES TO BRIGHT SKIES



HOME & DIY



It's perhaps peculiar that Dulux waits for the time of year when the summer skies begin to seep away, and the radiant, elegant blueness of those warm months is dissipating, to name its much-heralded Colour of the Year... as blue.

The reveal of Bright Skies as a shade that is set to transform our homes for the next 12 months coincides with an autumnal browning and greying of life outside our windows. Yet the paint expert's choice has been met with approval for its ability to extend our elevated, enlightened view on the year for just a little bit longer, as winter gradually approaches.

Dulux's choice has much to do with the brightness and optimism that is being felt in the wake of the end of lockdown. The brand speaks of uplift and progression, with the colour working as an alternative to the mass of light grey shades that have

been so prevalent in offices.

The ability of Bright Skies to blend with all manner of other tones makes it stand up to scrutiny. Its pastel essence draws in other colours instead of repelling them, so use it in living spaces, against light or medium woods, and even on ceilings. Alternatively, pick out the colour on cushions or fabrics.

In the kitchen, a Blue Skies splashback can offer incredible contrast to silver or copper pots and pans; while in the bathroom, ditching formal white for this breathless, brilliant blue will give 'big sky' thinking to every groggy winter morning.

Where, in the past, light blue could feel cold and frosty, particularly when temperatures begin to drop in the winter months, Dulux is asking us to view it from a new angle, accompanying it with textures and tones to help us decorate even the gloomiest of days with bright, sunny, uplifting moments.

Photo credit: dulux.co.uk



How to clean a COOKER HOOD FILTER

Can you remember the last time you checked underneath your cooker's hood to see if the exhaust fan filter needed a good clean? If it's been a while, we warn you, this is not going to be a pretty sight.

Fortunately, you can get your filter looking squeaky clean and grease-free in just eight simple steps.

WHAT YOU NEED:

Boiling water | Washing-up liquid | Baking soda | A non-abrasive scrubbing brush | Paper towels or a tea towel

HOW TO CLEAN:

- > **Step 1: REMOVE THE FILTER FROM THE HOOD**
The filter should easily slide or pop out from underneath the hood.
- > **Step 2: FILL A BUCKET WITH BOILING WATER**
You can use hot water from the tap, but boiling water is more effective.
- > **Step 3: ADD BAKING SODA AND WASHING-UP LIQUID**
Pour ¼ cup of baking soda and a good squirt

of washing up liquid into your bucket of boiling water and swirl around with a brush. Be careful not to place your hands directly into the water, to prevent burns.

- > **Step 4: SUBMERGE YOUR FILTER IN THE WATER**
Make sure the filter is completely covered by the boiling water.
- > **Step 5: LEAVE IT TO SOAK**
Allow the filter to soak for a minimum of 10 minutes, longer if possible.
- > **Step 6: SCRUB THE FILTER**
Once the filter has finished soaking, take it out of the water and scrub with a non-abrasive brush. Add more washing-up liquid to your brush if needed.
- > **Step 7: RINSE AND DRY YOUR FILTER**
Rinse the filter in hot water and dry with paper towels or a tea towel.
- > **Step 8: REPLACE THE FILTER**
Put the clean filter back into the hood and repeat as and when needed. It is recommended to clean your hood filter once a month to keep it working properly.



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LITTLE BIG BELL

ARE YOU IN NEED OF A COLOUR BOOST IN YOUR INTERIORS? LOOK TO BRIGHT AND BEAUTIFUL BLOG **LITTLE BIG BELL**

The world can be a little bleak sometimes; the last year has shown us that. Therefore, it's refreshing when a ray of sunshine comes into our lives that lifts our spirits and puts a smile on our faces. And that ray of sunshine is Little Big Bell.

Little Big Bell is the interiors blog of Dr Geraldine Tan, whose passion for design is clear to see. Little Big Bell is where Geraldine shares her incredible style, but by day, she's an NHS doctor based in London.

So what makes Little Big Bell's style so popular, and how can you get the look in your own home? Some of the most popular interiors trends at the moment favour muted colours and neutrals – a classic choice, but not everyone's cup of tea. So it's exciting to stumble across a style like Geraldine's. It's fresh, colourful and full of beautiful ideas. Her style is like pop art brought to life, and it's impossible not to smile when you browse through her incredible photos.

HOW TO STYLE YOUR HOME THE LITTLE BIG BELL WAY

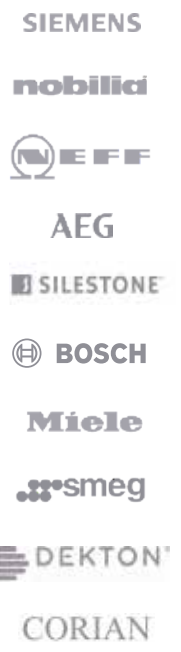
- > Don't be afraid of colour. Geraldine uses all the colours of the rainbow for her interiors, creating a look that's light, energetic and so much fun.
- > Use bold prints to brighten up your walls. Even if you're not confident enough to go for full-on colour, prints can be a subtle way to add colour to the most neutral of spaces.
- > Go for the mix and match approach. Not everything has to be matchy-matchy – mix up your accessories to create a more interesting look. Geraldine's kitchen is the perfect example of how different types of vases and dinnerware can complement each other, even when they're all different. Using display cabinets can add colour and interest in your kitchen.
- > Geraldine uses accessories such as cushions and rugs to inject some colour while bringing looks together. She uses cushions of the same shape and size in different colour and pattern variations, as well as rugs with complementary colours and patterns, to create a look that is cute and colourful but doesn't look over-the-top or gauche.
- > In the bedrooms, Geraldine mixes muted colours with bolder hues that keep the room looking airy and spacious. A colour block wall is all you need as a starting point, and you can add furniture and accessories in different colours to create a similar look.
- > Many people shy away from colour in the bathroom, but Geraldine's style provides the perfect inspiration for how pastel shades can make your bathroom look fun and interesting – a space that makes getting ready for the day all the more enjoyable.



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Trendsetting TERRARIUMS

Embrace the green interiors trend and bring a bit of nature indoors with our DIY guide to making your own terrarium.

Essentially a miniature glass plant display, a terrarium is simple to make and easy to look after, and each creation is 100 per cent unique.

YOU WILL NEED:

A glass container such as a jam jar or a large pasta container – with or without a lid | Small stones or pebbles | Gravel | Potting soil – a small handful | Activated charcoal – you can buy this online and at some garden centres | Decorative items such as moss or marbles | Your chosen plants | A selection of small tools, including a little trowel and a pencil or chopstick.

HOW TO PICK PLANTS:

Ideally, you should choose a slow-growing and small plant for your terrarium. You can consider a range of leafy plants, succulents and cacti depending on whether you are planning on having an open or closed ecosystem. Examples include:

Air plant | Nerve plant | Meadow spikemoss | Polka dot plant | Inch plant | Sweet woodruff | Earth Star bromeliad

HOW TO SET UP YOUR TERRARIUM:

1. Add 2-3cm of pebbles to a dry and clean glass container. You could vary your design by turning the container on its side.
2. Add a scattering of activated charcoal. This will keep the water fresh and prevent bacteria from growing.
3. Layer on the potting soil. You need enough to comfortably cover the plant's roots.
4. Select your biggest plant first and then make a hole in the soil. Gently place the plant in and fill around it with soil.
5. Add any smaller plants that you want to feature in your terrarium.
6. Place in some more stones, pebbles, sand or moss.
7. Add any finishing touches.

OUR TOP TERRARIUM DESIGN IDEAS:

- > Use a mini glass geometric terrarium container.
- > Create a hanging terrarium wall.
- > Make a miniature waterfall terrarium.
- > Design a lightbulb terrarium.
- > Add candles or fairy lights instead of plants to your container.





ROMESH RANGANATHAN

CELEBRATES 10 YEARS ON THE COMEDY CIRCUIT

Romesh Ranganathan is evidence personified that it's never too late to change direction in life. The 43 year old is a regular on the live circuit, on chat and panel shows and, from the end of this year, will take on the role of host of *The Weakest Link*. He is vastly experienced, wholly respected and has within his armoury the poise and potential to become one of this generation's stars of modern entertainment.

And yet, little more than 10 years ago, the Crawley-born-and-raised comedian was still a maths teacher. While his stock on the stand-up circuit was rising all the time, Ranganathan was another year away from turning professional. Instead, he was teaching at The Beacon School in Banbury and Hazelwick School in his home town, where he was once a student.

Indeed, Romesh – real name Jonathan – owes a lot to the West Sussex town. Rarely has Crawley found itself so namechecked in popular culture, yet Ranganathan has a peculiar affinity with it.

"I've just never seen the point in leaving," he says. "It's where I grew up, it's where my family are, it has a League Two football team. What more can you really ask for?"

The dad-of-three also launched a career as a rapper, under the name Ranga, and made it all the way to the finals of a UK freestyle competition.

The double BAFTA-winning star of his own series *The Ranganation*, *The Misadventures of Romesh Ranganathan* and *The Reluctant Landlord*, to name but three, Romesh's appeal is in his irreverent, somewhat sneering take on the world. In a world of increasing wokery, he's unafraid to examine and celebrate racial and societal differences, always with an undercurrent of self-deprecation.

Yet this is nothing new, nor an act. At school, he was the same, happy to deliver put-downs (or "slap downs" as he would call them), yet just as willing to accept them back from classmates.

"We've got to be able to take the mickey out of ourselves first and foremost," he says. "I think when you meet people who do that, you realise that the conversation is only ever going to be good."

"I often tell people who are easily offended not to come to my gigs. I don't set out to insult people, but I will highlight our failings as human beings – all of us."

"We need to get away from this veil of perfection, or the insinuation that if anyone pokes fun at us they must be racist or sexist or mentally damaged."

"I want us all to get back to having a laugh at ourselves and each other – I'm like a schizophrenic, Asian Jerry Springer. We should all have a set of put-downs ready to fire off at any moment."

There appears little danger that Romesh's refreshing brand of comedy is going to fall by the wayside. As he prepares to celebrate a decade in his entertainment career, his first move into quiz show hosting is an interesting diversion, with *The Weakest Link* returning to our screens after a 10-year absence.

"Obviously I've done stuff like *8 out of 10 Cats* and a couple of one-off projects such as *Have I Got News for You*, but this is the big one," he says. "I'm watching old shows with Anne Robinson wondering how I can possibly emulate this institution of TV."

"She's certainly much better than me at put-downs."

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LOCAL NEWS

from your neighbourhood



Nominations open for Young Citizen of the Year Award

Loughton residents are encouraged to nominate a young person for the Epping Forest Young Citizen of the Year Award 2022.

The award recognises young people living in the Epping Forest district who have made an exceptional contribution to their community.

Young people can be nominated for their outstanding courage, service to the community, showing commitment to a cause or achieving a goal that has taken great determination and strength of character.

The finalists will be invited to Epping Forest District Council's (EFDC) Civic Awards in March 2022, where the winner will receive £100 and a certificate of achievement.

Chairman of EFDC, councillor Helen Kane, said: "The Young Citizen of the Year Award celebrates the contributions young people make across the district within their communities. It is a wonderful way to recognise the work of those who can often be ignored."

"If you know of someone who makes a difference in their community through volunteering, fundraising or helping others in need, now is the time to nominate them for an award."

Nominees must be 11 to 18 years old and must live in the Epping Forest district. The closing date for nominations is November 26.

To nominate someone, visit www.eppingforestdc.gov.uk/community/young-citizen-of-the-year



Photo credit: Made with Love Chicken Soup Run Facebook Group

Volunteers challenged to raise money for charity

Charity volunteers walked 10km to raise £10,000 for Loughton Chigwell & District Synagogue to ensure its community project can continue.

Volunteers ranging in age from five to 80 took on the challenge on Sunday, October 24.

The Made With Love Chicken Soup Run was organised during the first lockdown to deliver homemade chicken soup to elderly residents.

Within two weeks, volunteers were delivering goody bags with homemade chicken soup, a savoury dish, cake, fresh fruit salad and challah bread to 20 elderly and isolating residents in Essex.

A spokesperson who set up a fundraising page for the cause said: "After lockdown finished, Loughton Synagogue and our Rabbi Yanky encouraged us

to use its premises to continue. We have their full support; Rabbi Levi and Leah even make our delicious kneidlach.

"We now deliver 130 goody bags all over Essex and it grows each week, all prepared and cooked at Loughton Synagogue by our amazing volunteers every Thursday, and then packed on a Friday before being delivered by our wonderful drivers, from Loughton, Chigwell and Wanstead and Woodford Shuls.

"Our recipients depend on our nutritious bags each week and they are a lifeline to them.

"What started as an idea throughout COVID-19 has made such a difference."

To donate, visit www.justgiving.com/fundraising/themadewithlovechickensouprun

Politicians pay tribute to a 'talented' Tory MP

Fellow politicians have paid tribute to Conservative MP for Old Bexley and Sidcup and former cabinet minister, James Brokenshire, who died of cancer last month.

The former cabinet minister, who went to school in Loughton, was diagnosed with lung cancer three years ago and passed away on October 7, 2021, aged 53.

James served in Theresa May's cabinet as Secretary of State for Northern Ireland from 2016 to 2018, and then as Secretary of State for Housing, Communities and Local Government from 2018 to 2019.

His family said: "It is with deep sadness that we announce the death of James Brokenshire MP at the age of 53.

"James died peacefully at Darent Valley Hospital with family members by his bedside."

Former Prime Minister Theresa May tweeted: "Truly saddened by the death of James Brokenshire. He was an outstanding public servant, a talented minister and a loyal friend."



Photo credit: Bart Lenoir/Shutterstock.com



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Tributes paid to woman killed by two vehicles

LOCAL NEWS



A heartbroken mum has paid tribute to her daughter, who died following a collision in Buckhurst Hill.

Chalize Vitalis-Lovell, 19, from Buckhurst Hill, was struck by a van and a car on Tuesday, October 12, and sadly died at the scene.

Paying tribute to her, her mum said in a statement: "Chalize was a much-loved, passionate, strong, kind, caring young lady with her whole life ahead of her.

"She was fantastic at her job in childcare and was looking forward to becoming a mum herself one day.

"Her family and friends are extremely heartbroken at this time and trying to come to terms with the fact that we will never see her again."

A 28-year-old man from Harlow, who was driving the van, was arrested on suspicion of causing death by dangerous driving and suspicion of driving while unfit through drink or drugs.

He has since been released under investigation while enquiries continue.

If you have any information, you can submit a report online at www.essex.police.uk quoting incident 1121 of October 12.

Men sentenced for £25million money laundering scheme

A Loughton man is due to be sentenced for his part in a £25million money laundering scheme.

Two other men involved in the scheme have been sentenced to more than 11 years in prison for laundering £25million via shell companies posing as alcohol businesses.

After a four-month trial at Southwark Crown Court, Avtar Singh Mann, 50, of High Silver, Loughton; Mandeep Singh Dhillon, 40, of Grove Park Road, Mottingham; and Santokh Singh Bharj, 54, of Billet Road, Romford, were found guilty of conspiracy to convert criminal property following a HMRC investigation.

On October 6, Bharj was sentenced to seven years

and three months in prison and Dhillon was sentenced to four years in prison, at Southwark Crown Court.

Mann was due to be sentenced on November 1, as VISIONLoughton went to print.

Julie Marsh, assistant director of the Fraud Investigation Service at HMRC, said: "We uncovered a complex and sophisticated money laundering scheme, where cash was being moved through a number of shell companies.

"HMRC will investigate anyone suspected of being involved in money laundering, and after conviction, we'll pursue the money they owe."

Two other men – Thinh Van Dinh, 38, of London, and Inderjit Paul, 45, of Dudley – were directors of two of the shell companies.

Van Dinh pleaded guilty to entering a money-laundering arrangement and Paul pleaded guilty to conspiracy to convert criminal property. Both received suspended sentences at earlier hearings.

HMRC has also launched confiscation proceedings to reclaim criminal money and assets.

Council introduces app as part of recovery plan

Epping Forest District Council (EFDC) is hoping a new app will help the area in its recovery from the COVID-19 pandemic.

LoyalFree is designed to increase sales on the high street by encouraging customers to shop locally. The multi-award-winning app includes exclusive deals, loyalty programmes and fun local events.

Councillor John Philip, portfolio holder for finance and economic development at EFDC, said: "The LoyalFree scheme has worked successfully in other areas, helping businesses to promote themselves and their offers to existing and new customers. However, to be successful, everyone needs to do their part and the council is happy to play a full role in promotion, working closely with LoyalFree and local businesses to build on local success."

You can download the LoyalFree app by searching 'LoyalFree' on the Apple and Google Play stores.



News from

THE ROTARY CLUB

of Loughton, Buckhurst Hill & Chigwell



LOCAL NEWS



We are partnering with Provide to offer free monthly NHS health checks to our service users, volunteers and the wider general public.

Dates are the first Tuesday of the month at our Loughton hub, and the first Thursday of the month at our Ongar hub.

At our last session, more than a dozen people were diagnosed with health issues they weren't aware of and are now being treated. We would encourage everyone who hasn't had a health check to visit us.

Our schedule of drop-in community surplus hubs in Loughton: Tuesday, 11.30am-1pm.

Call 01992 842642 or contact us at www.3food4u.org or info.3food4u@gmail.com

Appeal for delivery volunteers



The Essex Voluntary Blood Service – known as Essex Blood Runners – is appealing for volunteers to help deliver blood.

Blood Runners is a charity providing medical courier services to the NHS and local air ambulances, and Essex Blood Runners is one of 30 such organisations in the UK.

The charity operates with unpaid volunteer riders and drivers, delivering blood and blood products to A&E hospitals in Essex and East London. The charity also transports breast milk from donors to the Hearts Milk Bank and Addenbrooke's Hospital.

The volunteer team operates every weekday evening, as well as day and night shifts at weekends

and on bank holidays.

Carol Weller, chair and coordinator of Essex Blood Runners, said: "We have been extremely busy over the last 18 months and would not have achieved the high level of service without our volunteers.

"The demand on our services remains very high and we need more volunteers to ensure we can provide every single hospital in Essex and East London and our local air ambulances with the help they need when they need it."

Volunteers work alone on delivery runs, with a typical round-trip distance of between 60 and 120 miles.

To fill out an application form to volunteer, visit www.essexvoluntarybloodservice.com



Resident raises money to buy gifts for children in Romania

A Loughton resident is raising money to fill shoeboxes with gifts for children in Romania. Sam Davies was inspired to launch the appeal after working in a children's hospice in Cernavoda, Romania, run by a charity called Children in Distress. Speaking to **VISION**Loughton, Sam said: "The hospice I worked in is fortunately no longer needed, as the majority of children with HIV are cared for at home. However, the charity still cares for children with life-limiting conditions.

"Those of us who have lived and worked over there know what a magical experience receiving the shoeboxes is for children. "We'll fill boxes for children, teens and the elderly with a range of items to make Christmas special. "Filled shoeboxes can be left in St John's Church in Church Lane, Loughton, or in the wooden box outside. There is another box outside The Rectory." To donate, visit www.justgiving.com/crowdfunding/stjohns-shoebox2021

Charity founder runs London Marathon again

A charity founder ran his 23rd marathon last month. Pesh Kapasiawala, who founded Loughton-based charity community hub, 3Food4U, completed his 12th consecutive London Marathon and 23rd marathon overall, on October 3. Less than two weeks earlier, Pesh had taken on the Welsh 15 Peaks Challenge, which included hiking and scrambling through the Carneddau, Glyderau and Snowdon mountain ranges. Pesh's London Marathon and Welsh 15 Peaks Challenge raised a total of £2,203 for 3food4u, which offers free groceries, clothes and essentials to those in need. The funds will be used to help families cope with the end of furlough, rising petrol costs and the termination of Universal Credit top-ups. Pesh said: "I'm so grateful to everyone who donated. It's been such an emotional time. "I'm a volunteer manager at 3food4u, and so know



first-hand the vital support we give to families. "We rely totally on donations and grants, and this fundraising will mean we can support more people." Pesh has run 23 marathons, including Tokyo, Berlin, Brisbane, Marrakesh, Dublin and Barcelona.

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LOCAL NEWS



Photo credit: David Jackman/Everything Local News

Opticians awarded for customer care throughout COVID-19

Boots Opticians in Loughton has received an award for its community support throughout the COVID-19 pandemic.

Boots Opticians store manager Bonnie Bristow said: "It has been an honour and pleasure to help and support our patients through these difficult times.

"We have worked tirelessly throughout the last 19 months, assisting our patients with their eyecare needs, and feel very humbled to receive this award."

The branch has won various awards since opening

in February 2013.

It was named a national finalist for Practice of the Year and a national finalist for the Boots Opticians Corporate Social Responsibility Award four years ago.

The latter award was given in recognition of the branch's collaboration with the National Literacy Trust on a reading programme that focuses on children's eye health.

The Boots Opticians was also a regional winner in the Practice of the Year Awards in 2014.

Firefighters issue safety warning following fire

Essex County Fire and Rescue Service (ECFRS) has issued safety advice following a house fire in Loughton caused by a candle.

Crews from Loughton and Waltham Abbey attended a house in Alderton Way, Loughton on Sunday, October 3 at 9.16pm.

Firefighters arrived to find the first floor of the property heavily smoke logged, after a candle burning on a table caused a fire.

The fire was brought under control by firefighters and was extinguished by 9.35pm.

An ECFRS spokesperson said: "The resident was very lucky that they were awake to hear the candle

burning. If this incident had happened at night and the resident did not have working smoke alarms to alert them, this could have been a very different incident.

"We recommend you have at least one working smoke alarm on every level of your home and that you test them regularly.

"We also recommend you blow candles out when you need to leave the room, even if it is only for a moment. Candles aren't dangerous if you use them safely."

As the weather becomes colder and darker, ECFRS is encouraging residents to replace wax candles with LED candles to help reduce the danger of fires.

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Following last month's article on "How to build a raised bed garden", in this edition we are going to show you how to turn your raised bed into a cold frame. Ideal for hardening off seedlings, growing cool-weather crops and protecting tender perennials, a cold frame can extend your gardening season well into the winter months.

WHAT IS A COLD FRAME?

Essentially, a cold frame is a removable glass or plastic-covered frame that fits over the ground or over a raised bed garden. It is predominantly used to protect plants from the elements by keeping them warm using natural heat sources.

> **Step 3:** Affix a handle to the opposite edge so that you can easily open and close the frame. You can find handles for this in your local kitchen design department.

TOP TIPS:

- > Choose a salvaged window that has small panes rather than one large pane if possible, as these are less likely to break.
- > Regularly check your cold frame over winter. If it snows, remove any build-up of snow straight away.
- > Keep a brick or stick nearby for hot days so that you can prop the lid open and prevent your plants from becoming overheated.
- > Remember to water your plants as they will not receive any rainwater.

HOW TO ADD A COLD FRAME TO A RAISED BED

- > **Step 1:** Find a salvaged window frame that is roughly the same size as your raised bed. If it is slightly bigger, this is fine, but it cannot be smaller. Wooden frames work best as these provide ample space to affix the hinges.
- > **Step 2:** Drill holes into the window frame and the edge of the raised bed to match the holes on the hinge. Affix either one large hinge or two smaller hinges to the edge.



Light up!

Who doesn't love going to see a wondrous winter light display in the run-up to Christmas?



If you're looking for the most dazzling lights and winter trails the UK has to offer, here we've gathered the best and the brightest.

WADDESDON MANOR, BUCKINGHAMSHIRE

Enjoy a fun-filled, festive day out for all the family at Waddesdon Manor, with a Christmas fair, winter light trail, manor illuminations and an exhibition in the Coach House. Plus, for the first time ever, see the parterre illuminated by a dazzling light show.

From November 13 to December 23 and December 27 to January 3.



DUNHAM MASSEY, GREATER MANCHESTER

If you are willing to travel a bit further afield, the after-dark illuminated trail through the festive gardens at Dunham Massey is not to be missed. Marvel at the glittering deer, the gleaming waterside reflections and the multicoloured trees.

Plus, fill your belly with tasty treats from a vast array of seasonal food and drink chalets or toast some marshmallows at one of the purpose-built fire pits.

From November 19 to January 2.



WIMPOLE ESTATE, CAMBRIDGESHIRE

Set to be Wimpole Estate's biggest Christmas extravaganza to date, take the kids to Percy the Park Keeper's winter wander trail by day, and enjoy a mesmerising walk through the estate's gardens by night. Expect sparkling lights, giant baubles and illuminated trees.

From November 26 to January 2.

LIGHTOPIA, CRYSTAL PALACE PARK, LONDON

An award-winning light festival, Lightopia is an annual Christmas event that takes place in Crystal Palace Park. Featuring handmade Chinese lanterns, multi-sensory interactive lights and breathtaking illustrations that tell a story of wonder and rebirth, book your tickets fast as this is one winter light display that is guaranteed to sell out.

From November 19 to January 2.



Photo credit: waddesdon.org, nationaltrust.org.uk, london.lightopiafestival.com

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Peculiar PET LAWS



PETS



We are a nation of pet lovers, so we think you need to know about the following pet laws in the UK. Some are common sense, some are a bit weird, and others are just plain hilarious.

1. NOT HAVING POO BAGS

In Daventry, Northamptonshire, you can be issued a £100 fine for not having a spare poo bag, regardless of whether your dog has fouled or not.



2. BURYING YOUR PET IN THE WRONG PLACE

It is illegal to bury your pet anywhere other than the grounds of the home that they lived in. You need to own your home, not just rent it. If you plan to sell, it is not a legal requirement to tell buyers about the burial, but you may want to mention it as a courtesy.



3. NOT SECURING YOUR PET WHEN DRIVING

You can be fined up to £5,000 and have your insurance invalidated if you fail to buckle up your pet when driving. This law applies to all pets, as not only can they act as a distraction, but their wellbeing is also at risk without suitable restraint.



4. RIDING A HORSE OR CATTLE WHILE UNDER THE INFLUENCE

Everyone knows it's illegal to drink and drive, but did you know that this law extends to horses? Yes, under the Licensing Act 1872, it is illegal to be drunk and in charge on any highway or other public place of any carriage, horse or cattle.



5. MATING WITH A ROYAL DOG

Although we admit this scenario is unlikely, if you do stumble upon one of Her Majesty's corgis while walking your dog, it is illegal for your pet to mate with it without seeking permission first.



OTHER UNUSUAL PET LAWS IN THE UK:

- > You are not allowed a pigsty in front of your house unless it is appropriately hidden
- > It is illegal to run cows through the street during the daytime, although after 7pm is fine
- > In the Lancashire coast area, it is illegal to encourage your dog to bark.



HISTORY

30 years since the death of the icon

FREDDIE MERCURY

It's somewhat peculiar that Freddie Mercury's only solo UK number one hit was in 1993, two years after his death – a remix of his track, *Living on My Own*, originally recorded eight years previously.

And yet, in many ways, with its choral line, "I don't have no time for no monkey business", it provided the perfect posthumous legacy for a man who lived, created and inspired like every day was his last.

Naturally, solo work wasn't ever at the crux of what made Freddie Mercury great. As a founding member of rock bastion Queen, he was a singer, songwriter and producer with a four-octave range, a breathless flamboyance and a creative lilt that put him in the same bracket as David Bowie, Sir Elton

John, Sir Paul McCartney and others.

Born in Zanzibar as Farrokh Bulsara, to Parsi-Indian parents, Freddie spent his early life in India. Having moved back to his place of birth, the family fled Africa when he was 18 as political violence erupted. His arrival in Feltham and subsequent commencement of his studies at Ealing Art College saw him meet bandmates, Brian May and Roger Taylor. Very quickly, an iconic sound was born.

From prog-rock masterpieces such as *Bohemian Rhapsody* and *Killer Queen*, to perfect pop songs *Bicycle Race* and *Somebody to*

Love, through cross-genre experimentation – think the Elvis sound of *Crazy Little Thing Called Love* and the electronic essence of *Radio Ga Ga* – Freddie pushed the boundaries of Queen's sound across two and a half decades, 15 albums and 23 Top 10 hits.

While flamboyant on stage, the singer was shy and sometimes even reclusive off it, and never more so than when discussing his homosexuality and life partner, Jim Hutton.

Freddie Mercury died of bronchitis resulting from AIDS on November 24, 1991. He was just 45, yet the legacy, influence and admiration that follows his work has never waned.

Photo credit: Alan Davidson/Shutterstock

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KIDS

TIME TO APPLY *for schools*

WHAT TO CONSIDER WHEN APPLYING FOR A SCHOOL PLACE

Applying for a school place can be a stressful time for parents, filled with worry and apprehension. While the criteria will be different depending on whether you're looking for a primary or a secondary school, what should remain the same are the checks and investigations you undertake before cementing your choices.

CHECK OFSTED RATINGS: Ofsted ratings exist to help schools to improve, while also enabling parents a full view of what level an institution is at. Although inspections are irregular, reports are always full and detailed and often provide a good read, so check them out.

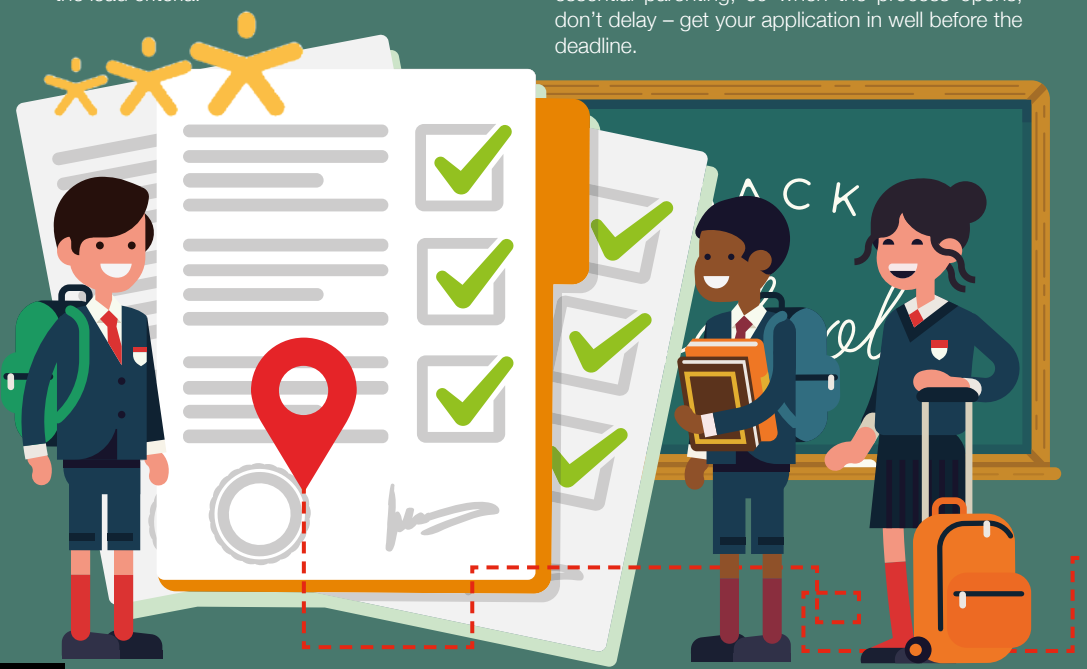
CHECK YOUR SCHOOL RUN: Have a look at the distance and route your child will be taking to school each day – is it practical, are there any hazards, does it fit in with your other morning commitments? Remember, for primary school children, proximity is the lead criteria.

CHECK NUMBERS: Being realistic about getting a place also means knowing the school's capacity, so have a look at last year's intake figures in order to give you a better idea of success rates.

SPEAK TO PARENTS: There's nothing quite like the experience of others, so chat to people locally whose kids already attend and gain a first-hand picture of what the school is really like.

CONSIDER SECOND CHOICES: If the worst thing happens and, for whatever reason, you don't land your first choice, look at and imagine your child attending an alternative school. Consider the positives, embrace the opportunity to go somewhere different and convey any optimism you have to your child – it will be vital should things not go to plan.

DO NOT BE LATE: Applying for a school place is essential parenting, so when the process opens, don't delay – get your application in well before the deadline.



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The days when those looking for an estate agent to sell their house had only one local option to choose are long gone. Today's sellers, buyers and landlords have a wide range of choices, from high street chains to local stalwarts, and an increasing number of online agencies. Launching into the Essex area, Kingsmarq Real Estate was created to offer a fresh way of handling properties with a boutique level of service.

Kingsmarq saw how often homeowners were passed between team members who did not know their property and how this left them feeling unsupported, without experienced advice when they needed it most. There was a gap to launch an agency who could offer a bespoke service level and consistent contact.

Too many houses are on the market for much longer than they should be, owing to a lack of focus on each property that can leave them incorrectly priced and no longer front-of-mind when an agent meets a potential buyer. In response, Kingsmarq founder Sandeep Chana, sought to create an offering with lower client numbers to ensure faster transactions, with greater care and attention.

By limiting the number of properties on their books, Kingsmarq can ensure every client gets focused, boutique-style service in a friendly and knowledgeable style. Working across Essex, Kingsmarq offers a tailored service, taking the time to understand the needs of landlords, the motivations for sellers and the desires of buyers and renters. The aim is to move a small portfolio of properties along at a quick pace, while creating an experience all clients will remember and share with others.

"I truly care for my clients and am driven to achieve the best outcome." Says Kingsmarq founder Sandeep, "Whether you are buying your first home, selling a house you have lived in and loved, letting your property for the first time, or looking for a smooth transition when your previous tenant moves on, it can be daunting. I don't just handle the sales and paperwork; I offer guidance and support through the process."

With excellent customer service at the heart of Kingsmarq Real Estate's ethos, you can be assured of a warm welcome from the very first call to discuss your property needs.



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BRUCE KING

on how to sell yourself and what you do



Sales mentor and personal growth coach, Bruce King, begins an exclusive monthly column designed to help you organise, improve and maximise everyday life.

It's often said that people do business with people they like and trust, and that's most certainly true.

Let's face it, if you look scruffy and unprofessional, have poor body language, won't make eye contact and look suspicious, it's unlikely anyone will want to talk about doing business with you.

But if you do exhibit any of those characteristics and you want to sell something to somebody, those are fairly easy to fix.

From there on, successful selling is nothing about you personally. In fact, most people have no interest in you whatsoever. The only thing they really care about is what the product or service you are selling can do for them.

Let's focus on what you sell and how to sell it. Here's a definition of selling I wrote many years ago: selling is the process of identifying problems

individuals and companies are suffering from – some of which they may not have known existed – and opportunities they could exploit, and showing them how your product or service can help them solve the problems and take advantage of the opportunities.

Therefore, we need to ask as many questions as possible to identify those problems and opportunities before presenting our products and services.

Even if they come to you with a problem and ask you to solve it, still question them further. It's likely you can discover other problems and be of even greater benefit to them.

This is called consultative selling. It's the best and easiest way to sell.

More information:

Bruce King is recognised internationally as a leading sales, marketing and personal growth strategist, addressing audiences and coaching sales teams and managers in 23 countries. For more information, visit bruceking.co.uk



IS NEW ALWAYS BETTER?

If you are thinking about buying a new build, you may be excited at the prospect of moving into a never-been-lived-in blank canvas that you can style into your perfect home. However, these types of properties are not without their pitfalls. Here are things to consider before committing to a new build.

SNAGGING: Snagging refers to teething problems in a new build, such as cracks appearing in the walls or loose guttering. Eighty-seven per cent of new build homeowners in the UK have reported snagging issues. Therefore, conduct a snagging survey to ensure everything is fixed ahead of moving in.

LEASEHOLD OR FREEHOLD: Many new build properties are sold as leasehold rather than freehold, although the government is planning to ban the sale of these types of houses (not flats). Leaseholders face maintenance fees, ground rent, annual service charges, a share of the building's insurance and restrictions on renovations.

NEGATIVE EQUITY: Make sure you do not pay over the odds for your new build. Although you may have seen the price of your preferred property plastered on hoardings around the development site, this is only the asking price, and you can and should negotiate before signing on the dotted line, because your extra costs will not be included.

DELAYS AND EXTRA COSTS: New build properties are often not completed on time, and if there is a hold-up during the construction of your future home, your mortgage offer could expire. You may also have to pay for essentials such as carpets, garden fences and even grass.

SIZE: New build homes are known for having smaller rooms than those in older properties, so you need to make sure that all your furniture and belongings will fit into your new space. Look out for (and avoid) 'micro homes', which have a total area of less than 37 square metres.

WIKI-WONDER

Celebrating 20 years of Wikipedia



In theory, it just shouldn't work. A global online encyclopaedia created by people who voluntarily update and moderate on every subject imaginable, and in many cases in real time. It is a network for information that's almost unmanageable in its size, and roundly open to the publishing of errors, be they accidental or on the part of pranksters.

And yet, somehow, Wikipedia works. The site has 18 billion web views per month, sees almost 400,000 new topics and articles added each year, and is a resource so drenched in information on, seemingly, every topic imaginable, that many of us automatically make it a first choice for research.

The site's ubiquitous popularity across different generations, different demographics and the most extreme geographical expanses the world over has even given rise to the 'wiki' prefix becoming embedded in everyday language. The exact definition of 'wiki' is a database for creating, browsing and searching through information, but its usage goes well beyond that.

Wikipedia launched on January 15, 2001, and over the past two decades has worked to deflect countless rumours that the site is dying. After all, it is a non-profit-making entity that relies on the word of its users for factual accuracy and, in a lot of cases, it does get things wrong. Yet it has never been more popular, and in an online world where nothing can truly be regulated, its worth is impossible to calculate.

Perhaps it seems perverse that the site's founder, Jimmy Wales, is rumoured to have a net worth that doesn't even make him a millionaire; or perhaps, across 20 years and almost half a trillion web impressions, he has fulfilled perfectly the idea of a website updated for the people, by the people.



Photo credit: iB Photography/Shutterstock.com





MOTORING



Photo credit: Chris Lawrence Travel/Shutterstock.com

Electric dream

LEGISLATION ANNOUNCED TO HAVE CHARGING POINTS IN ALL NEW BUILDS

The UK government recently cemented legislation that will make our rapid adoption of electric and hybrid cars all the more attractive, with new builds now bound by law to provide electric charging points for vehicles.

While the charging of a car by use of a lead from a ground-floor home or office is straightforward, the government realises access is more complicated for those living in flats or working in office blocks with no private charging point access. As a result, it is moving forward with the Department of Transport's guidance that states any new work or residential construction projects must have built-in charging points. These directives could come into force as early as 2022.

As it stands, there are almost 26,000 electric charging points in the UK. Yet the number of electric and hybrid cars on our roads is doubling every six

months and an estimated 10 times the number of current charging points will be required by 2030, the target date for when petrol and diesel cars will stop being sold in the UK.

In the UK, the cost of charging an electric car from flat battery to full is around £7 (depending on your supplier). For an average vehicle, this would produce a range of around 180 miles. The equivalent petrol or diesel cost would be around two and a half times that amount.

Despite the challenges ahead, the UK is still one of the countries leading the way in the adoption of electric cars. As well as a rapid increase in charger provision, it is investigating moves to make night-time charging a preferred option for cars – this will ensure users don't overload the grid, and also means they can take advantage of cheaper electricity prices.

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SPORT

BRITAIN'S GREATEST SPORTING MOMENTS...

DENNIS TAYLOR

We celebrate 50 years of the Crucible Theatre in Sheffield by remembering one of world snooker's greatest ever matches. To many, he was the quirky, pint-sized Irishman with glasses you'd more readily expect to see on Dame Edna Everage or Sir Elton John, yet Dennis Taylor's doubters were to be silenced on the night of April 28, 1985, when he completed one of the most dramatic fightbacks in sport to defeat Steve Davis and win the Embassy World Snooker Championship.

With a final stretched out over two days and four sessions, Englishman Davis strode into a commanding lead in the "best of 35 frames" match. The defending champion, who was looking for his fourth world title in five years, found himself 8-0 up and coasting. Taylor fought back in the second session to trail 9-7 overnight.

The following day's play saw a cat and mouse battle, with Taylor level at 11-11 and 15-15, but never ahead. When Davis won the next two frames, he required only one more to win the match, but Taylor again responded to level matters, and in the final frame was left needing to pot the black to win. After Davis's thin cut missed, Taylor seized the advantage to clinch the title.

A colossal audience of 18.5 million viewers watched the drama unfold on BBC Two, with the match finally finishing at 12.23am.

Taylor's achievement was made all the more remarkable after his mother's death the previous year had left him unable to muster up the enthusiasm to play.

The Crucible Theatre has hosted championship snooker since 1977 and celebrates its half-century in 2021. Its unique acoustics give even the most hushed matches a tension that other venues cannot replicate, although few kept quiet as Taylor grabbed the most sensational finish in snooker history.



SPORT

THE BOXING

King



Photo credit: Chase Stevens/AP/Shutterstock

TYSON FURY TAKES ANOTHER MAJOR STEP TOWARDS THE ULTIMATE PRIZE

Many judge Tyson Fury as the best British fighter we have, even as the tormentingly long wait for him to prove that – when he steps into the ring with Anthony Joshua – goes on.

And yet, across two weekends, the armchair experts who decreed the Gypsy King as the ultimate number one added considerable weight to their argument.

First, on September 25, at the Tottenham Hotspur Stadium, Anthony Joshua lost his multiple heavyweight belts to Ukrainian Oleksandr Usyk. The manner of the defeat had echoes of Andy Ruiz Jr all over again, with Joshua looking unthreatening, hesitant and stuck in first gear. Subsequently, he lost to a unanimous points decision to take a major step back.

Then, just 14 days later, Tyson Fury stepped up once more against Deontay Wilder. After a draw in the first epic against the brazen American and a comprehensive victory in the first rematch, the

33-year-old Brit was looking to cement his reputation as the leader of the pack. And while, by his own admission, he was “rusty”, Fury again showed power, guile, craft and the ability to pick himself up off the canvas as he despatched Wilder, finally seeing off his opponent in the 11th round with a devastating blow.

So over the course of a couple of weekends, we learned a bit more about how the heavyweight division would play out. We also have a new champion in Usyk, although many will speculate his victory had as much to do with the poor performance of Anthony Joshua.

As far as the prospect of a Fury v Joshua fight goes, we still seem some distance away. The most anticipated British heavyweight boxing bout of all time slipped through the promoters’ fingers against Usyk.

Joshua will need to get past his dogged, clever and unrelenting opponent in the rematch for serious talk of the all-British showdown to restart.



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Z	A	L	M	O	N	D	A	N	A	N	A	B	J	R

DID YOU KNOW?

- ▶ The acronym ISS stands for International Space Station
- ▶ Before applying to be an astronaut, a pilot must have completed 1,000 hours of flying time in a jet aircraft
- ▶ Neil Armstrong was the first human to walk on the surface of the moon
- ▶ According to NASA, the Space Shuttle travels around 17,600 miles per hour when orbiting the earth
- ▶ Most of the elements found in the human body originated in stars that have gone supernova
- ▶ The Space Shuttle makes one complete orbit around the earth approximately every 90 minutes
- ▶ Alan Shepard hit a golf ball on the moon during the Apollo 14 mission

WORD LADDER

READ
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THE AIM: Change the word at the top of the ladder one letter at a time to make the word at the bottom.

HOW TO: Change one letter on each step to make a new word. By the time you reach the end, you should have created the new word.

DO NOT rearrange the order of the letters.

TIP: There is usually more than one way to solve this puzzle.

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