

# Great pub, great food, friendly staff and fantastic events but don't just take our word for it...



#### The life of Reggie



1 review

\*\*\* ★ a week ago NEW

Such a friendly wonderful atmosphere, was made to feel really welcome. The new owners are welcoming and doing a really great job with the place.



#### Ben Wright

Local Guide · 46 reviews · 26 photos



★★★★★ 3 months ago

Went here for a Sunday roast whilst on holiday at a local CL site. We were advised to arrive at noon as you are not allowed to book and we were a party of 9. There was a choice of 3 real ales and a good



#### Josephine Musgrove











#### Annie Johnston

5 reviews

\*\*\*\* 3 months ago

What a gem of a place, the new owners have taken such pride in their new venture, the Sunday lunches are amazing, with all trimmings. I'd highly recommend this traditional pub, it's got great ambiance, Lorna and Ray go out of their way to make sure you have a lovely time, nothing is too much trouble for them. I imagine Christmas will be spectacular there. I'll be in tomorrow for my Sunday roast!!





### **GREAT BRITISH** PUB FOOD





\*\*\* \* 3 months ago

The new publicans Ray and Lorna have really injected a new lease of life into this pub. They organise a lot of special events and have brought in a number of new beers and lagers and other specialty drinks. The food menu now has some tasty no nonsense food and I defy anyone to finish their ploughman's, it's



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## Editor's notes...

Hello and welcome to this month's edition of VISIONMaldonBurnham

I was recently reminded of a quote from 19th century philosopher Carl Jung, who wrote: "At the same moment you're a protagonist in your own life-making choices, you are also the spear-carrier, or the extra, in a much larger drama. You've got to live with these two opposite ideas at the same

In other words, while we are all the star in our own performance, with all the people we know just bit-part players in our production, to everyone else it's the same but in reverse; they are the star, and we

are the extras.

Nik Allen, Editor

It led me to consider to what extent I wanted to assume the lead role this year. With everything that's happened in the world over the past couple of years, I am led more than ever

to think first, not about myself, but about community, compassion, and humility.

What we can all achieve this month and throughout 2022 is to put people around us first, and perhaps share the limelight a little.

Until next month, take care of yourself and each other.

Mik Allen

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Vision Magazine Essex

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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

🐴 Inside pages recyclable





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## HONOURING our COVID-19 HEROES

In the hope that we're moving away from the dark days of COVID-19 for good, let's highlight a few of the iconic figures who have guided this nation through one of its toughest tests outside of wartime.

The battle against COVID-19 has not been a simple one. For every inspired expert, another has been chastised; for every round of applause, there has been a barrage of criticism; for every saint, there has been a sinner.

The Queen's New Year Honours List recognised many who have committed so much over the past two years, going right back to March 2020 when the world began morphing into that dark, terrifying place it became.

Recently praised by the Queen, there were a number of people who, by their own admission, were called upon to help. Here are some of those

who used their experience and expertise to help in this time of crisis:

**Sir Chris Whitty:** One of the first of the government's advisors, the Chief Medical Officer excelled at breaking down the science, both behind the scenes and in public broadcasts to millions of people.

Sir Jonathan Van-Tam: Professor Whitty's deputy was given a knight bachelor title not only for his services in understanding COVID-19, but also for his extensive life's work researching influenza.

Dame Jenny Harries: The chief executive of the UK Health Security Agency was another who was prepared to stick her head above the parapet, at a time when speculation and misinformation permeated news sources and social media.

Sir Patrick Vallance: The physician, scientist and

clinical pharmacologist served the government as Chief Scientific Advisor, and remains in the position today.

Meanwhile, Scottish Chief Medical Officer, Dr Gregor Smith, and his Welsh counterpart, Dr Frank Atherton, were also knighted for services to public health.

Of course, there were also those who became involved in campaigns and initiatives that were a world away from their everyday lives.

The late, great Sir Captain Tom Moore was one; Marcus Rashford canvassed the government for free school meal vouchers – and won; Kate Garraway played out an incredible personal struggle with COVID-19 in the form of her husband Derek's long battle with the virus; Joe Wicks started a home fitness revolution; while Annemarie Plas was the

brains behind the Clap for Carers initiative which, at a time of intense lockdown, reminded us all that we were only ever a few yards away from those who cared about us.

And yet, in assembling a list of people who have committed knowledge, insight or reputation to the war against COVID-19 and its many variants, it's easy to forget the very folk who are the true heroes, and without whom the death toll would be catastrophically higher – ourselves.

While the informed, powerful and inspirational people listed have given us the knowledge and tools by which we have fought the battle against COVID-19, ultimately it is our own actions, our unwavering compassion and a sense of resilience, that embodies every bit the Dunkirk spirit. For that, we salute vou.





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here are a lot of great reasons to distress furniture. It adds character and charm and can be a simple way of making your pieces look more unique and expensive.

Distressing furniture is part of the upcycling trend that is seeing people ditch the flatpacks and pick up quality items that last. And the good news is, it's simple to do yourself. Check out this easy guide.

#### USE CHALK PAINT

Chalk paint is one of the most popular methods of distressing furniture. Simply apply two coats of chalk paint – either in the same shade or in a combination of two different shades - and allow it to fully dry. Take some furniture wax and a cloth to buff away at the paint to create a distressed look. It's ideal for furniture with edging, moulding, or other raised details.

#### SAND AWAY

An alternative method to distress furniture with chalk

paint is to use some furniture wax and sandpaper to buff the furniture to the desired finish. A final coat of wax will give added protection to your furniture.

#### GO LUXE WITH GOLD LEAF

With some sheets of gold leaf, you can give furniture a luxurious, distressed look that's perfect for adding a little glamour. The leaf is brushed onto the furniture and buffed to the desired finish with furniture wax.

#### APPLY A COLOUR WASH

A subtle wash of colour can add a distressed look to furniture without covering the original grain. Apply a coat of diluted paint to the furniture to create the desired look. The colour can then be sealed using wax or varnish.

Distressing furniture can be a lot of fun and is an easy way to give a new look to your items. Which technique will you try first?





arah Akwisombe is someone you wish you could be friends with - the ultimate cool girl with impeccable style. Sarah's interior style is bright, colourful and a little rebellious compared to typical décor styles. There are no rules in Sarah's décor - they all go out the window - but the results are

She describes herself as a founder, influencer, mum and wife. Her background ranges from music to tech startups and, of course, interior design. She launched her own business, the No Bull Business School, to help other women learn more about making money and enjoying success. Her book, The Money is Coming, also became a Sunday Times bestseller last year.

Sarah's interior design portfolio is edgy, interesting and full of colour. Showing vou don't have to stick to traditional looks and colour schemes, she's the perfect inspiration if you want to be a little bolder with your decor. Some tips for invoking Sarah's looks in your own home include:

Go back in time: A lot of Sarah's influences come from different decades. Her 1930s-inspired bathroom uses pastel tiles in vintage shades, with contrasting black details to create this throwback look. Upgrade your own bathroom with some black accessories and perhaps a little touch of gold to throw in some

Make it fun: Sarah recently styled a rental apartment, and the result is fun, quirky and anything but dull. Your home should reflect your personality, and if vou enjoy letting your hair down, why not let it show? Invest in some neon signs to brighten up any room, and check out novelty cushions and cartoon prints to spice things up.

Don't be afraid of colour: Sarah's home is bursting with colour, so why not be bold and bring colour into your own home? Sarah recently created her dream kitchen space using a classic and very popular terrazzo, but added in vibrant cabinets and a zesty yellow tap.

Will Sarah's bold choices inspire you to inject colour into your interiors?



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## LOCAL NEWS

from your neighbourhood



## Council hires security for additional safety at meetings

↑aldon District Council (MDC) has explained why Maldon District Council (MDC) has explained why security was hired for committee and full council sessions, citing threats of violence against staff and

In response to extremely high rates of COVID-19 infections, MDC resolved in September that public access to committee meetings would be restricted to online to protect the health and safety of those in attendance. Following that decision, MDC received specific and serious threats of violence, directed at both staff and the council building.

Following a risk assessment, additional measures were put in place to ensure the security of both staff and the building. These measures were enhanced following further threats and acts of abuse and intimidation directed at members and staff last month.

An MDC spokesperson said: "The council has a legal duty of care to its staff and to members, and the security arrangements have been put in place to protect the safety of those who have been subjected to personal threats, intimidation and abuse. The additional security costs have only been incurred as a direct result of this abusive, threatening and

intimidating behaviour by a small minority. It's not uncommon for local authorities to hire security staff where risks or threats to safety have been identified. The cost of providing additional security is estimated to be approximately £180 per meeting.

"The decision to allow in-person attendance at future meetings has been reviewed and the council's Corporate Leadership Team has made a decision to bring back public physical access to meetings in the council chamber."

MDC's head of paid service, Richard Holmes, said: "The council chamber has limited public space, some of which has been used for equipment to enable web streaming throughout the time COVID-19 restrictions have been in place and for future use.

"I can advise that we are able to accommodate six members of the public in the chamber and will provide an overflow room for viewing. To secure your place, please register at forms.office.com/r/ymDp8Wgnvu

"We will continue to run the YouTube stream during this period and encourage the public to view the meetings live in this way by visiting www.maldon.gov. uk/watchlive"



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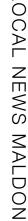
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#### **Councillor found guilty of** breaching court order



↑ Maldon councillor has been found guilty of hbreaching a court order.

Last month, a jury at Chelmsford Crown Court found councillor Chrisy Morris, 47, quilty of breaching a non-molestation order. He was found not guilty of breaching a restraining order against the same woman. He denied both charges.

Cllr Morris was allegedly seen outside his victim's new home in Witham on July 22, 2019, the day after she moved in. He admitted to being on the street, but said he was looking for a friend's house.

A non-molestation order issued in 2018 prohibited him from approaching her.

A Maldon District Council spokesperson said: "Maldon District Council is currently restricted by the pre-election period. Any comment on this matter at this stage is prohibited."

Sentencing has been postponed until February 28.

#### **Residents invited to have** their say on school proposals

ssex County Council (ECC) has revealed proposals for a new 420-place primary school to be built in

The school, proposed to be built on the Limebrook Way development, would be established in September 2024 to help cope with the demand for school places.

ECC is asking residents to have their say on the proposals via a consultation which will remain open until March 6, 2022.

A spokesperson for ECC, via the consultation website, said: "Maldon has experienced a significant rise in the demand for school places in recent years as a result of new housing, rising births and families with young children moving into the area (inward migration).

"There is predicted to be continued pressure on school places in the coming years, mainly as a result of planned housing developments and inward migration. The South Maldon Garden Suburb that is planned will significantly increase demand for school places in this area of the town. and this proposal responds to it."

For more information and to have your say on the plans, head to consultations.essex. gov.uk/school-organisation/limebrookway

#### **Funeral director** supports crematorium

Anew crematorium planned for the Maldon region has received support from a funeral director.

Funeral director Paul King backed the proposed Maldon Fields crematorium near

Woodham Mortimer, saying that the reduced number of services at Chelmsford Crematorium - combined with the massive housing expansion in the area over the years - has caused delays for families in saying goodbye to their loved ones.

The new crematorium would include a cremation service as well as a memorial garden, meaning local families can avoid lengthier trips to Chelmsford, Basildon or Colchester.

Paul told VISIONMaldonBurnham: "Over the last five years, it has not been uncommon to have to wait three or four weeks to hold a cremation.

"During the pandemic, they were running at approximately six weeks to wait as they offered only a few extra service times."

Richard Evans, managing director of the developer Elegy, which is behind the plans, said: "We are planning to offer bereaved families from the Maldon area a quieter, more local choice. The new crematorium would seat 100 people and hold just four funerals per day, enabling better spacing between funeral services and a less rushed funeral experience than families have to endure at the moment."





## LOCAL NEWS

from your neighbourhood





## Entrepreneur named one of 2022's inspiring females

↑ Burnham-on-Crouch primary school teacher has Abeen named as one of the UK's most inspirational female entrepreneurs.

Justine Page, who founded Green Earth Learning in 2018, is being profiled as one of 100 female entrepreneurs from across the country, as part of a campaign to celebrate the achievements of women running businesses in the UK today.

Now in its fifth year, the growing campaign attracted a record number of applications for this year's #ialso100 line-up.

Delivered by Small Business Britain - the leading champion of small businesses in the UK f:Entrepreneur was launched in 2017 to highlight the stories of amazing female business owners and to help provide inspiration and role models across the wider small business community.

The aim of Green Earth Learning is to use nature as a tool to help children connect to their world. Justine

now delivers forest school programmes across many schools and offers training to university students. She also runs an online gift shop, with many of the products handmade by her and her sister, Tasha.

Justine said: "I'm absolutely thrilled to have been selected for this year's #ialso100 alongside a huge range of incredibly talented and inspirational female founders."

Both f:Entrepreneur and Small Business Britain were founded by Michelle Ovens CBE, who is also the director of Small Business Saturday UK.

She said: "Congratulations to Justine from Green Earth Learning, and all of the brilliant female entrepreneurs featured in this year's #ialso100.

"It is so vital that we recognise and celebrate the phenomenal contribution that women running businesses are making across the UK, and the farreaching, positive impact they are having, not just on the economy, but on wider communities too."



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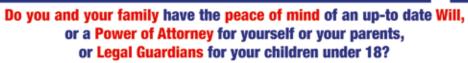
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## Pub receives trophy for incredible fundraising efforts



The Queen's Head in Burnham-on-Crouch was presented with a trophy by crews from the local Royal National Lifeboat Institution (RNLI) last month.

The Top Box Trophy was awarded to the pub in recognition of its fundraising efforts. The Queen's Head raised an amazing £1,442 for the RNLI last year, and has raised £11,400 for the institution over the last 12 years.

The presentation of the trophy coincided with the retirement of Diane and Martin Pooley, landlords of The Queen's Head.

A spokesperson for RNLI said: "Everyone at Burnham-on-Crouch RNLI wishes to express their thanks to Diane and Martin for all of their support over the years and wishes them a long and healthy retirement."

## Scheme offers chance to save money on solar panels

Burnham-on-Crouch residents who own their own home or have permission from the landlord to install a solar panel system can register now for a new scheme.

Solar Together helps buyers through the process of buying high-quality solar panels by offering lower prices than the open market and pairing residents with trusted suppliers.

Small- and medium-sized businesses can also apply for the scheme.

Residents are asked to submit interest in the scheme and provide information about their roof. A supplier auction will then take place on March 15, when approved solar suppliers will bid for the work on residents' homes. The more people that register, the better the deal should be for each household.

From April 4, residents will be contacted with a personal recommendation, costs and specification for solar panel installation.

Residents have until May 13 to decide whether to accept the recommendation and there is no obligation

for them to continue.

If residents accept the recommendation, then a survey and installation date will be agreed.

This is the third year that the scheme has run, with the 2021 auction achieving a discount of 37 per cent on average market prices for solar panel installations.

For more information or to register interest in the scheme, visit solartogether.co.uk/essex/home

## Artist unveils new exhibition at museum

Asculptor who lives in Burnham-on-Crouch unveiled his new exhibition at the beginning of this month.

Burnham-based artist George Henry Davis, who relocated from London last year to set up his studio in Burnham, unveiled his work at Burnham Museum on February 4-6.

Dead Reckoning is the first in a series of exhibitions the artist plans to hold during 2022 at the Burnham Museum.

This year, Davis started work creating four large sculptures using everyday domestic DIY materials such as wood, skirting board, dado rails and wallpaper, held together with glue, nails and screws – a feature of all his sculptures.

Davis finds living in a picturesque estuary town like Burnham has had a huge influence on his work. Soon after he moved here, the artist took up sailing and was drawn to the sculptural cardinal buoys.

Davis made a connection between the cardinal buoys and the bright red cardinal birds of North America. The artist was intrigued how these two cardinals are both seen as symbols of guidance, certainty and security.

The show's title, *Dead Reckoning*, is a navigation term used to calculate one's position at sea by estimating direction, distance and speed.

For more information about the artist's future exhibitions, please contact Carole Deighton on caroledeighton@btinternet.com





▲ s rapidly changing mediums go, the weather is one of the most extreme, yet we hang so I much hope on forecasts and will happily berate the weather forecaster when expected rain - or worse, sunshine - doesn't materialise.

We are equally scathing when the technology we use - online or via apps - on our computers, tablets and phones doesn't warm our spirits as far as the weather goes. And yet, our gadgets are more accomplished and accurate than ever when it comes to giving us an indication of what lies ahead.

The simple rule as far as weather goes is that the shorter the period, the more accurate the prediction. So while modern forecasts are pulled together by networks of computerised data, in simple terms, only short-term predictions are ever to be taken as gospel.

Any predictions beyond three weeks are, essentially, guesswork, while a margin of error of around two to three degrees Celsius can be expected for forecasts around a week away. That drops to a single degree when the prediction timeframe is condensed to 48 hours.

#### The most popular weather apps

The Weather Channel: Powered by IBM, this is the most accurate by detail and track record.

Dark Sky: This app is so good that Apple bought the company to ensure its bright interface and easyto-understand design stayed exclusive to iOS.

AccuWeather: The firm celebrates 50 years of predicting the weather in 2022 and its app remains one of the most detailed out there.

BBC Weather: The most popular app in the UK, its popularity has much to do with our use of other Beeb assets, namely the website and iPlayer.

Carrot Weather: This chipper weather app combines accurate forecasts with sarcasm, wit and philosophy, and is well worth a look.





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## Inspirational REN

#### BARONESS BRADY OF KNIGHTSBRIDGE CBE

aroness Karren Brady of Knightsbridge CBE has proved herself to be the perfect antidote to Lord Sugar on the return of *The Apprentice*, and with the executive's impressive business career, she continues to be a true inspiration.

COVID-19 thwarted so much of what we took for granted, and in that description it's fair to include the BBC's seminal reality business show, *The Apprentice*.

For those who may have feared Lord Sugar's unique delivery of entrepreneurial entertainment might have returned somewhat changed in this 'new normal', you need not have worried. Within a few minutes of series 16 commencing in the first week of January, the former Amstrad chief was back in the boardroom barking a heady concoction of criticism and creative wordplay at a bevy of terrified young business hopefuls.

The former Spurs owner is the star of the show, no doubt, yet his sidekick, Karren Brady, is every bit the mirror image of the man – perhaps with even greater finesse and flair. The 52-year-old London-born businesswoman is upmarket to Lord Sugar's 'Saturday market', a reputation she has garnered across three decades of being one of the country's most successful and inspiring women in commerce.

Brady's is a prolific business brain, a cornerstone for the elevation of women in the workplace, and someone who relished the prospect of batting off sexism and chauvinistic attitudes when she first strode into the public consciousness at the start of the 90s.

At Birmingham City, she became the football industry's first-ever female managing director, at the age of just 23. Now vice-chairman at West Ham United, Brady was awarded a CBE for services to entrepreneurship in 2014, and finds herself at the very top tier of women in business.

Her commercial gravitas places her alongside the likes of Deborah Meaden, Mary Portas, Jacqueline Gold CBE and Baroness Michelle Mone OBE. Yet the cameras and flashbulbs shouldn't conceal a hard business edge that has helped West Ham United elevate themselves into an accomplished, established Premier League side, who now harbour genuine ambitions of Champions League football.

"In the early days, I had to overcome all those judgements, all that behaviour, but I loved getting stuck in and proving I had what it took," she says.

"I never doubted myself, not for a single second, and as the saying goes, if you can prove yourself at a football club, you can probably do it anywhere.

"For me, it's about innovation and hunger," she continues. "I've always had ideas, but they will only take you so far. What really gets you across the line is knowing how to formulate those bits of inspiration and then get them actioned."

Brady admits that time away from business offers her the best chance of crystallising those innovative thoughts – yet this is someone who returned from the birth of her second child after just six weeks, and was back working within a month of a potentially fatal cerebral aneurysm.

She added: "The moment business stops thrilling me is the moment I will walk away. You look at the good contestants on *The Apprentice* and they are thirsty for it – you can just see it in them. I love the process. Each time, I sense something special, and that's what makes it such great television, and such a great industry to be involved in."



## PUZZLES & TRIVIA

#### ACROSS

- 1. Set fire to (6)
- 7. Extremely tall (8)
- 8. Arrest (3)
- 9. Relating to a wedding (6)
- 10. Main island of Indonesia (4)
- 11. Discharge (5)
- 13. Writing implements (7)
- 15. Rise into the air (of an aircraft) (4,3)
- 17. Determine the quality of an ore (5)
- 21. Unit of length (4)
- 22. Capital of Germany (6)
- 23. Pecan, for example (3)
- 24. Reference point; norm (8)
- 25. Hearts (anag) (6)

#### DOWN

- 1. Refuse to acknowledge (6)
- 2. Take small bites out of (6)
- 3. Composition for a solo instrument (5)
- 4. Be too hot (7)
- Protrudes (8)
- 6. Cry and sniffle (6)

- 14. Unconventional (7)
- 12. Infectious (8)

22

- 16. Inborn (6)
- 18. Poem of fourteen lines (6)
- 19. Young people (6)
- 20. Newly-wed (5)

#### DID YOU KNOW?

- A black bear has 42 teeth
- ►After digesting a meal, rabbits will sometimes eat their faeces to process the food for a second time
- ► A cat spends most of its life sleeping
- ►Giraffes' tongues are so long they can clean their own ears
- A koala sleeps for between 16 and 20 hours every day
- ▶Birds require gravity to be able to swallow their food
- A narwhal tusk is actually just an inside out
- Sloths can take up to a month to completely digest a single leaf
- Spiders are arachnids, not insects.

#### SUDOKU

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## Did someone say PANCAKES FOR ALL?

Whether you are trying a new diet, suffer from food allergies, or have become intolerant to a certain ingredient, the below alternative pancake recipes are just what you need

#### GLUTEN-FREE PANCAKES - serves 4

You will need:

125g gluten-free plain flour | 1 large egg | 250ml milk How to make:

- >Put flour into a bowl and make a well in the centre
- > Crack in the egg and add 1/4 of the milk
- > Combine using a hand or electric whisk
- > Once smooth, mix in another 1/4 of the milk and whisk again
- >Mix in the remaining milk.

#### SUGAR-FREE PANCAKES - server 4

You will need:

125g plain flour | 1 large egg | 250ml milk | ½ tsp baking powder 1/2 tsp vanilla extract | Pinch of salt Generous pinch of cinnamon How to make:

- >Mix all the dry ingredients in a bowl
- >Mix all the wet ingredients in a separate bowl
- > Pour the wet mixture into the dry ingredients and whisk together.

#### DAIRY-FREE PANCAKES - corvex 4

125g plain four | 1 large egg | 300ml hemp or coconut milk

How to make:

- > Put flour into a bowl and make a well in the centre
- > Crack in the egg and add 100ml of milk
- >Whisk until you have a smooth paste
- > Add another 100ml of milk and whisk again
- > Mix in the remaining milk.

#### HOW TO COOK PANCAKES:

- 1. Leave the mixture to sit in the fridge overnight if possible, or for at least 30 minutes
- 2. Set a non-stick frying pan or crêpe pan over a low to medium heat
- 3. Carefully wipe the pan with a piece of oiled baking paper
- 4. When hot, pour in a small amount of batter and cook for 1-2 minutes on each side until golden
- 5. Do not flip when bubbles start to appear, but when the bubbles start to pop and form holes.





ried beans often don't get the attention and appreciation they deserve, with many people allowing them to languish at the back of their cupboards. However, with so many different varieties, each with its own taste, texture and accompanying health benefits, you'd be foolish not

to take advantage of these bountiful beans.

PINTO BEANS

Meaning 'painted' in Spanish, pinto beans are orange-pink with rust-coloured specks. High in fibre and protein, they provide an earthy flavour and smooth texture. Use to make refried beans or dips, or add to stews.

**CANNELLINI BEANS** 

Also known as white kidney beans, cannellini beans offer a nutty taste and boast a thick texture on the outside, with a smooth centre. Known for their healthy credentials, cannellini beans help the body eliminate toxins. Delicious mashed or added to pasta dishes.

#### CHICKPEAS (GARBANZO BEANS)

Used predominantly to make hummus, chickpeas are round in shape, firm in texture and offer a nutty taste. Packed full of fibre and protein, chickpeas are also known to lower cholesterol. Roast with olive oil for a crunchy snack, or add to curries.

**BLACK BEANS** 

A staple in Mexican cooking, black beans have a velvety-smooth texture and a mild flavour. With a lower glycaemic index than other high-carb foods, black beans also contain magnesium, calcium, iron and zinc. Add to soups, salads and casseroles, or as an alternative for meat or even flour.

**KIDNEY BEANS** 

Instantly recognisable by their vibrant red skin, kidney beans have a mild flavour, making them ideal for adding to chilli recipes. Containing as many antioxidants as blueberries, they are also rich in protein, omega-3 fatty acids and iron. Add to rice, tacos or curry, or mash to make a dip.

#### **HOW TO COOK DRIED BEANS**

Dried beans treble in volume when cooked and need to be soaked, preferably overnight, in cold water to soften before cooking



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n his latest column, sales mentor and personal growth coach, Bruce King, discusses an easy technique to help bring people round to your way of thinking.

There are so many ways to get people on your side, so let me share just one technique. It's the use of paraphrasing and parrot phrasing.

Paraphrasing means you repeat something back to someone in your own words; alternatively, when a prospect hears you using their words, that's parrot phrasing.

Here's an example from when my wife and I were visiting a car showroom.

I said to the salesman: "We're off on a skiing holiday and I'm looking for a car that's safe in snow, has a built-in roof rack that will take at least three pairs of skis, and a big boot for luggage. And I need one with some speed for the autobahns and power to get me up steep hills in the snow."

He led me over to a car and said: "This car goes like a rocket, has four-wheel drive, will easily take skis, and has a big boot too"

That was paraphrasing. I was not convinced he understood precisely what I wanted.

What he should have said is: "Here's the Audi XYZ, ranked number three on the safe car list, four-wheel drive - really safe when driving in snow. There's a built-in roof rack with plenty of room for skis and a massive boot for your luggage and ski equipment. It has a powerful but economic engine with tremendous speed when you want it, and lots of power to get you up steep hills."

That's parrot phrasing. It tells me what I want to know, in words I used, and builds up great rapport.

So, from now on, don't paraphrase. Instead, be a parrot when convincing people.

#### 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



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Sure enough, in the seven decades since, her dedication to her title, her responsibilities and her people has never once been called into question; and while members of the royal family all around her have been losing their heads, the now 95 year old oversees this great nation with every bit the same level of finesse and fortitude that she did in those early post-war years.

And yet the events that led her to take the throne were, ultimately, very sad, not least because it was her father King George VI's death that triggered her accession to the throne in the first

The Queen was staying in Kenya with her

It would be a full nine months before Elizabeth attended her first State Opening of Parliament, in November 1952, when the final formalities of her assuming the throne were complete. Sure enough, by the time she made her first speech to Parliament. you may suppose she had been afforded ample time to come to terms with the death of her father. Yet, as the celebration and fanfare of a new, young, beautiful, fashionable Queen filled airwaves and column inches the world over, inside she was still

Fittingly, then, the die was cast for a life in which personal disappointments would always have to be put to one side in favour of the greater good.



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If you follow the keto diet, have had bariatric surgery, or you drink high amounts of alcohol, you could have low levels of the vitamin biotin in your body, which can result in hair loss. By taking a biotin supplement, you can get rid of this deficiency and should see either a stabilisation of hair loss or even a reversal.

A deficiency in vitamin D is common in vegans, people with milk allergies, those with Crohn's or celiac disease, and men who don't get enough sunlight. Vitamin D is needed to generate new hair follicles, and a prolonged deficiency can result in brittle hair and hair loss.

Low zinc intake has been linked to a range of hair loss conditions such as alopecia and telogen effluvium, which is a hair thinning disorder that is often caused by stress. By increasing your zinc intake, you can boost sebum production, increase hair growth, and protect your hair cells from free radicals.

Vitamin E is best known for its antioxidant properties that help to protect the body's cells. Early research indicates that vitamin E can also help to improve overall scalp and hair health. More specifically, it may be able to reduce oxidative stress in the scalp, which has been linked to hair loss.

- > Take a supplement
- > Eat zinc-rich foods such as meat, shellfish and legumes
- > Massage a vitamin oil into your hair
- > Use a vitamin-based shampoo and conditioner.

## HOW TO METABOLISM

If you are trying to lose weight, you may have heard about the benefits of boosting your metabolism.

While your body is constantly burning calories, boosting your metabolism can give you that extra edge when it comes to weight loss.

#### 1. FOCUS ON STRENGTH TRAINING

If you tend to stick to basic cardio when it comes to working out, you should know that this is not the best way to boost your metabolism. Instead, turn your efforts to strength training and high-intensity workouts that will keep your body burning more calories for longer.

#### 2. INCREASE YOUR FIBRE INTAKE

Most adults are only getting a little more than half of their recommended daily intake of fibre. However. by simply increasing the amount of fibre you eat to 30g per day, you can lose weight just as effectively as when counting calories. High-fibre foods include lentils, beans, chickpeas, broccoli, whole grains, dried fruits, and avocados.

#### 3. GET SUFFICIENT SLEEP

A lack of sleep can cause a hormone imbalance in the body that directly affects both your hunger levels and your appetite. While a lack of sleep does not decrease your metabolism, it can make you metabolically groggy. However, by getting the recommended amount of sleep (seven to eight hours per night), it is much easier to maintain a healthy weight.

#### 4. STAND UP MORE

Office workers spend an average of 75 per cent of their day sitting down. However, standing up is

crucial for those wanting to boost their metabolism and burn more calories. Try investing in a standing desk or ensure you take regular breaks throughout the dav.

#### METABOLISM-BOOSTING FOODS:

- > Protein-rich foods such as eggs, almonds, chicken breast, oats, and cottage cheese
- > Spicy foods that contain fresh or dried chilli
- > Iron-rich foods such as spinach, kale and other leafy greens.



## Get the hang of the HANDSTAND

Instagram is awash with Lycra-clad ladies and muscled men perfecting the art of the handstand without even breaking a sweat.

Unfortunately, for us mere mortals, it takes a little bit more practice to enjoy living the upside-down life, but the below exercises should help you get there eventually.

#### THE HOLLOW HOLD

#### How to do:

- > Lie face up on the floor with your arms overhead, your biceps by your ears and your legs
- > Lift your legs and your arms so that both your feet and your shoulders are off the ground
- > Try to keep your head in a neutral position to avoid strain
- > Hold for 30 seconds and repeat twice.

#### THE PIKE HOLD

#### How to do:

- > Find a box or chair that can comfortably support your weight
- Crouch facing away from the box or chair with your hands shoulderwidth apart on the floor
- > Slowly step one foot up on top of the box and then the other and lift your hips upwards
- > Walk your hands closer to the box, aligning your hips over your shoulders and over your wrists
- Gradually straighten your legs to form an L shape
- > Hold this position for as long as you can and repeat three times.

#### THE WALL WALK

#### How to do:

- > Get into the plank position on your hands with your feet next to a wall
- > Walk your hands back a few inches until you can step your feet up onto the wall
- Continue walking your feet up the wall and your hands closer to the wall until you are in the handstand position
- > Try not to lean your hips against the wall
- > Hold for two to three seconds and repeat three times.

#### TOP TIPS FOR A BETTER HANDSTAND

- > Try to activate your glutes before kicking off
- > Push through your shoulders when kicking off
- > Lock your arms straight by your ears
- Keep your legs tight and point your toes.



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## RAYNAUD'S Awareness Month

Although relatively unheard of, Raynaud's disease is a common condition that affects up to 10 million people in the UK.

While for most people, Raynaud's disease isn't disabling, it can have a negative impact on their quality of life.

#### What is Raynaud's disease?

Raynaud's disease, pronounced Ray-nodes, is a condition that affects the blood supply to certain parts of the body, usually the fingers and toes. Raynaud's is typically triggered by cold,

anxiety or stress.

There are two types of Raynaud's disease: primary Raynaud's and secondary Raynaud's. The former develops on its own and is much more common, whereas the latter is caused by another health condition.

#### What are the symptoms of Raynaud's disease?

- > Cold fingers or toes
- Colour changes in your skin in response to cold or stress (usually skin turns white and then blue)
- Numb, prickly or stinging feeling upon warming up or stress relief.

While Raynaud's disease most commonly affects the fingers and toes, it can also affect your nose, lips, ears, and nipples.

#### What causes Raynaud's disease?

There are certain factors that make you more likely to develop primary Raynaud's disease, including:

- > Sex. Women are more likely to be affected than men.
- > Age. Raynaud's disease tends to develop between the ages of 15 and 30.
- Climate. This disorder is more prevalent in colder climates.
  Example history. If a first-degree relative has Raynaud's disease, your risk increases.

Secondary Raynaud's disease is associated with autoimmune conditions such as rheumatoid arthritis and lupus.

#### How to treat Raynaud's disease

In most cases, you can manage Raynaud's yourself by avoiding the cold, wearing gloves, and using relaxation techniques when you feel anxious or stressed. Stopping smoking can also help to improve your symptoms, as smoking negatively affects your circulation.

If you struggle to control Raynaud's, ask your GP about nifedipine, a calcium channel blocker that can help to reduce your symptoms.



## LGBTQ+ DESTINATIONS for 2022

o celebrate LGBT+ History Month, we have sought out the top six most welcoming cities across the globe for LGBTQ+ visitors.

#### 1. SAN FRANCISCO, UNITED STATES

One of the most progressive cities in the United States, San Francisco is known as the LGBTQ+capital of America and boasts a rich history of gay rights activism.

Head to the Castro District, or visit in June to enjoy the annual Pride parade.

#### 2. COPENHAGEN, DENMARK

Denmark was one of the first countries to legalise same-sex civil partnerships and has a long reputation for inclusive social attitudes.

Visit Centralhjørnet, one of Europe's oldest gay bars, or celebrate Pride in August.

#### 3. SYDNEY, AUSTRALIA

Welcoming and open-minded, Sydney is a great destination for LGBTQ+ travellers. Whether you are single or coupled up, head to Oxford Street to experience this city's vibrant nightlife with an abundance of LGBTQ-friendly clubs and bars.

Book a flight for late February/early March to enjoy Sydney's famous Gay and Lesbian Mardi Gras.

#### 4. TORONTO, CANADA

Canada has some of the most progressive laws on LGBTQ+ rights in the world, so you can expect an accepting attitude when you choose to holiday here.

Make a beeline for the lively Church and Wellesley district to experience a thriving LGBTQ+ scene.

#### 5. BRIGHTON, UNITED KINGDOM

If you want to stay in the country, Brighton is often considered the LGBTQ+ capital of Britain. With no shortage of LGBTQ-friendly bars, clubs and hotels, as well as an annual Pride parade in August, you will feel right at home in this vibrant seaside town.

#### 6. MANCHESTER, UNITED KINGDOM

Another UK destination, Manchester's notorious Gay Village is a must-visit for any LGBTQ+ traveller. Known for its lively nightlife, Manchester has also received global recognition as one of the most LGBTQ-friendly cities in the world.

### BUILD YOUR OWN

There are a lot of great reasons to build a bird bath for your garden. It gives birds a place to have a drink and keep their feathers clean, and encourages more winged visitors to your garden.

Inviting birds to your garden is also a great way to help the local environment. They will bring you a lot of entertainment, and they'll even take care of some unwelcome visitors to your garden, like slugs and cateroillars.

Here's how to build your own bird bath in five easy steps, using a common garden plant pot.

#### 1. Prep the plant pot

Make sure your plant pot is scrubbed clean and is sturdy enough that it won't be knocked over easily.

2. Attach the saucer to the base of the pot

Turn the plant pot upside down, so that the base is at the top. Using a strong adhesive, attach the base of the saucer to the base of the pot.

3. Find the perfect location for your bird bath Place your bird bath somewhere accessible and high away from cats and dogs.

#### 4. Add stones to make a perch

Adding some stones will give birds somewhere to perch so that they can have a drink, dry their feathers, and watch for predators. They're handy for any insects that decide to have a drink too.

#### 5. Fill with water

Add water and simply wait for your feathered friends

Your bird bath should stay topped up with rainwater, but if you experience a dry spell, remember to top it up to keep your garden visitors happy.





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s the cold weather continues, gardening might be the last thing on your mind. However, if you want to enjoy a pretty and plentiful spring garden, you need to start sowing sooner rather than later.

#### HARDY ANNUALS AND PERENNIALS

Annuals that require a long growing season, such as lobelia, petunia, snapdragon and verbena, can benefit from being sown early. Start indoors or in a heated propagator to harden off before moving outside in the spring. Tough perennials, such as lupins, violas and hardy geraniums, can tolerate being planted in February and will brighten up even the barest of gardens.

#### GREENHOUSE CROPS

Chillies and tomato seeds can be sown indoors on a windowsill or in a heated greenhouse from February and will thrive as long as they have enough heat to germinate. Aubergines can also benefit from being sown early as the longer their season of growth, the greater chance they have to fruit. They need a minimum temperature of 25 degrees to germinate.

#### HARDY VEGETABLES

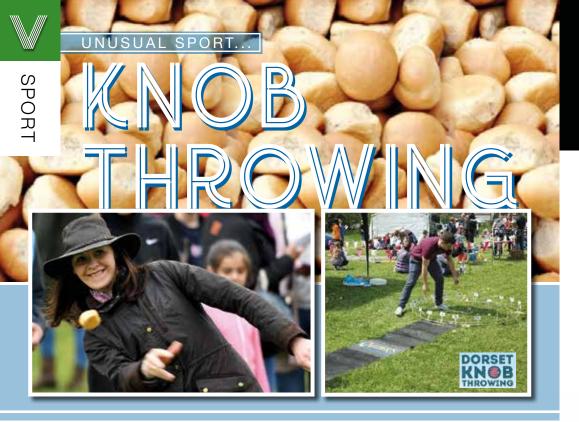
Vegetables such as peas, broccoli, kale, leeks and spinach are all strong enough to survive a cold snap. Start inside to establish growth, thin to leave the healthiest seedlings, and then move to the garden. Broad beans can be sown directly outdoors as long as the soil isn't frozen, and garlic and shallots can be planted in light soil from mid to late February.

#### SUMMER-FLOWERING BUIBS

Lily bulbs can be planted in a sunny spot outside in rich, well-drained soil from February onwards and make fantastic summer border flowers. Agapanthus bulbs are also perfect for this time of year, but should be planted in containers so that they can be brought under cover if frost occurs.

#### OTHER JOBS TO DO IN THE GARDEN IN FEBRUARY:

- > Prune winter-blooming shrubs
- > Sprinkle slow-release fertiliser around the base of roses
- > Cut down deciduous ornamental grasses
- > Chit seed potatoes by placing them in trays (sprouting eyes up) in a light, dry room.



nly in Dorset would the gift of a hearty, wholesome biscuit be rewarded with the recipient promptly throwing it as far as they possibly could into a field.

Yet rather than taking the position of a biscuit besmircher, the matter in hand - or rather, out of it is all part of the sport of Knob throwing, the Dorset Knob being the name for a traditional biscuit baked in the south-west. And while you may attempt to stifle that snigger, consider the fact that we've all been eating Hobnobs for years without even a second thought for the name.

While the biscuits have been in production since the end of the 19th century, the sport itself is a relatively new entity. It was first held in 2008 at the Frome Valley Food Festival in Cattistock, with the intention of promoting local specialities and producers - although how this translated into unceremoniously launching the produce around a field remains unclear.

It's said that the idea came about thanks to a documentary from actor Robbie Coltrane, which featured people throwing Yorkshire puddings. And it's fair to say the Dorset Knob has now gone on to supersede its Northern edible cousin. The event has taken place every year since, with the exception of the last two iterations when the festival was cancelled because of COVID-19.

During the sport, three Knobs are thrown from a designated line, with the longest effort recorded. There are no age restrictions, and the record for the longest throw is in excess of 30 metres.

The festival also encompasses Knob eating, Knob painting, a Knob and spoon race, guess the weight of the big Knob, Knob darts, and a Knob pyramid, and is scheduled to take place this year on May 1.

With normal life returning to both our city and rural areas, don't be surprised to see copycat Knob throwing up and down the country - it's a (biscuit) barrel of laughs.



#### ICONIC, ANGULAR AND LIKE NOTHING THE UK CAR MARKET HAD SEEN BEFORE, WE LOOK BACK ON THE LAUNCH OF THE RENAULT 5 50 YEARS AGO

he Renault 5, for a long period, would be regarded as one of the most iconic runaround cars on the road.

Its launch on January 28, 1972, ushered in an era of convenience motorina, where the rangina, gas-guzzling saloons were finding themselves put to one side in preference for modern machines that would set the trend for years to come. They were a world away from the old-fashioned Hillman Imps, and became the precursor for the trendy hatchback.

The original 5, which would stay in production for 14 years, with more than five-and-a-half million being produced, almost never happened at all. Michel Boué, a Renault employee, sketched a design for the car in his spare time and outside his normal duties.

It was only because Renault executives heard

about the popularity of his drawings that they asked to take a look. So impressed were they that they authorised an immediate development programme.

The public was similarly taken with a model that combined sharp lines with Gallic flair - a so-called 'supermini' with a hatchback design that contained the unusual feature of taillights that progressed right the way up from the bumper.

The model's launch price in the UK was £4.149 - that's around £60,000 today factoring in inflation

- though despite the hefty figure, sales were good.

In the years that followed, Renault would cement the status of its iconic model by launching a number of variants, including an Alpine model, a US version called Le Car. and even a Turbo option that competed successfully in motorsport events.

A second generation came about in 1984, with production finally ceasing in the mid-90s. Sadly,





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