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People who've bought cheap online Wills or purchased DIY Will kits believe they have their affairs in order. Sadly, this isn't normally the case. Properly constructed Wills should take account of things like a surviving spouse getting remarried, potential future care home fees affecting your estate, beneficiaries getting divorced or going bankrupt just as they stand to inherit money and children or vulnerable persons suddenly coming into an inheritance. DIY Wills that don't take these things into

account expose your hard-earned estate to many very real threats.

WHAT ABOUT LASTING POWER OF ATTORNEY?

Appointing people to have Lasting Power of Attorney over your Property and Financial affairs as well as your Health and Welfare affairs should you lose the mental capacity to make important decisions for yourself, ensures that your trusted loved ones are legally on hand to protect you and make sure that things are handled exactly how you would wish. We think that LPAs are just as important as Wills since they very much affect you whilst you are still alive.

WHAT SHALL I DO NEXT?

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Editor's notes...

Hello and welcome to this month's edition of VISIONWoodbridge.

The text message, the DM, the 140-character tweet, the trend to abbreviate phrases into acronyms (LOL!), the 15-second TikTok videos, the Snapchat content that deletes itself after 24 hours.

Why are we in such a rush? Why is the obsession in this era for punchy, fast, to-the-point content, where it feels like every digital interaction must be conducted at triple speed?

We don't act like this in person - we don't greet people by shaking hands like a piston engine; we don't go to the pub only to neck a pint and leave;

we don't break speed limits just to get to the supermarket for the weekly shop.

My point is, are we losing the ability to give that most precious commodity, time, to the people and things we love? Are we being conditioned to reinvent everything at high speed?

This week, why not make an effort to give extra time to the people around you? Why not give yourself time too - just lay in bed pondering your thoughts, or go the long way home from work for a change?

Our lives don't have to be conducted as a blur. Let's slow down and savour the wonderful things we have.

Mik Allen

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If Vision Magazine Woodbridge

CONTRIBUTORS | Tabatha Fabray, Jacob Collick, Bryn Holmes

Nik Allen, Editor

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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is the INARRATIVE

CELEBRATING 40 YEARS OF *COUNTDOWN* AND CHANNEL 4, AND LOOKING AHEAD TO A NEW ERA

s there a single adult in the UK unaware of the TV quiz show *Countdown*? The vowels, the consonants, the numbers game, Dictionary Corner, the 30-second clock that never ticks past halfway, the Countdown Conundrum and, of course, that iconic music playing in the background while contestants hurriedly attempt to make words or solve a number puzzle.

Countdown is a national institution, and its popularity is such that it celebrates its 40th birthday this month. Where Countdown's birthday is concerned, so too does Channel 4 itself revel in the celebrations, given that the show was on the original schedule that launched way back on November 2, 1982.

Countdown was in many ways one of the showpiece pieces of programming – a quiz that featured the effortlessly amiable Richard Whiteley OBE DL, and doyenne of the digits Carol Vorderman MBE.

Since then, Rachel Riley has succeeded Vorderman, and after Whiteley's death in 2005, permanent hosts have included Des Lynam OBE, Jeff Stelling, Des O'Connor CBE, Nick Hewer and Anne Robinson, in the accumulation of more than 7,000 shows.

One of Channel 4's true success stories, and certainly its longest lasting, *Countdown* has enchanted its weekday audience for four decades, even extending into spin-off fodder with 8 out of 10 Cats Does Countdown, which is hosted by Jimmy Carr and has run since 2012.

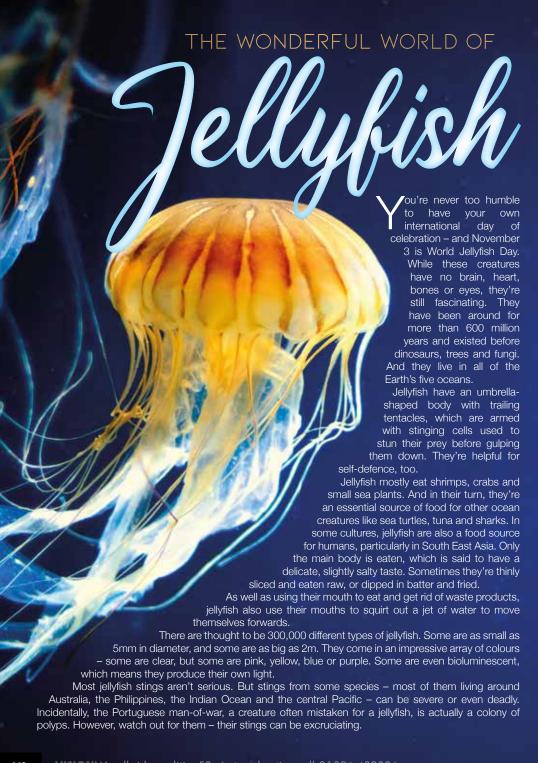
Naturally, Channel 4 has extended its reach much further in the four decades since its launch. While the very nature of *Countdown* means it's not evolved too far from a weekday web of wordplay, the schedule elsewhere has incorporated many other successes, from its edgy *Channel 4 News* to innovative programming across breakfast TV (*The Big Breakfast*), soaps (*Hollyoaks, Brookside*), comedy (*Peep Show, The Inbetweeners, Brass Eye, Smack the Pony, Desmond's*), drama (*Skins, Queer as Folk, It's a Sin, Black Mirror, Top Boy, This is England*), and of course reality TV monsters such as *Gogglebox, First Dates, Made in Chelsea, Come Dine with Me, 24 Hours in A&E, Married at First Sight, The Great British Bake Off, Grand Designs and <i>Big Brother*.

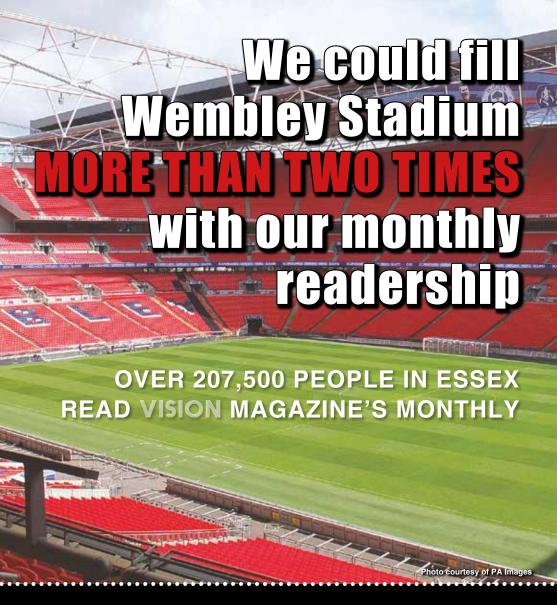
And of course, while *Countdown* may lay claim to being the longest-running quiz show on Channel 4, can it top the cultural or iconic impact of *The Crystal Maze* and *Taskmaster*?

Sport has also been prevalent on Channel 4's menu – from the early days leading the surge in the popularity of cycling with Tour de France coverage, to NFL Sunday nights and, more recently, F1 coverage.

Channel 4 has always prided itself on innovation in its programming and its delivery – a fact no better exemplified than in the Film4 and All 4 spin-offs. And for the 40th birthday celebrations, a raft of specials has been planned, many of which rebel against the wealth of ultra-safe programming that other broadcasters have bowed to.

In an era where people want to be as challenged through terrestrial TV as they are online, Channel 4 continues to lead the way. Racing headfirst towards its half-century, the directive from above is to keep forcing the narrative.





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RMERS

ith temperatures dropping, you may be reluctant to take your four-legged friend out for long walks. Find out below if you need to invest in a winter coat for your dog. Plus, explore the different styles available.

DOES YOUR DOG NEED A WINTER COAT?

Depending on the outside temperature and the particular breed, you may need to invest in a winter coat for your dog:

- > Below 10°C some small to medium-sized dogs may need a jumper or coat when walking outside.
- > Below 5°C certain larger dog breeds may need to wear a jumper or coat when walking outside.
- Minus 5°C or less avoid walking any breed or size of dog as there is a high risk of frostbite and paw injuries.

DIFFERENT STYLES OF DOG COATS

1. Dog raincoat

Most dogs are not fans of the rain even if they like playing in water. Invest in a dog raincoat and avoid wet-fur syndrome.

2. Dog windbreaker

Dog windbreakers are designed to keep your dog warm and dry while still providing sufficient flexibility for them to explore their surroundings.

3. Dog fleece

A dog fleece is the perfect choice for autumn days when the temperatures start to drop. With cosy insulation and a super-soft finish, these are like wrapping your dog up in a cloud.

4. Dog parka

If you want to keep your dog warm and make sure they look stylish, a dog parka is the obvious choice. With many designs to choose from, you can even find matching parkas for you and your pooch.

5. Dog snowsuit

Whether you are planning to take your dog to a mountain resort, or they simply love playing in the snow, a dog snowsuit will ensure they don't get frostbite even if they spend hours making snow

6. Dog reflective jacket

As the days get shorter, you may find yourself walking your dog in the dark. A dog reflective jacket will ensure they remain safe on the roads and make it easier for you to see them.







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but that doesn't mean we can't look ahead to next year's interior trends. One of the hottest trends already making waves is paprika, the spicy colour that's about to give your décor a cheeky kick.

WHAT IS PAPRIKA?

Paprika is a shade in the burnt orange family. Think terracotta with a hint of pink. It lets you experience the warmth of reds and oranges, without going overboard with a bold and bright colour.

THE UILTIMATE MOOD - BOOSTER

Paprika is the perfect shade to add a touch of warmth to your home. Used as the main colour, it adds interest to the plainest of rooms, while as an accent colour, it goes perfectly with shades of navy, grey, yellow and others. It also looks great as a contrasting shade to a monochrome space.

Some of our top tips for using paprika in your home include:

- > Go for a paprika colour pop on a wall, either as a block colour or by adding it as a shape or pattern to a neutral wall.
- > Use paprika-hued accessories to brighten up your space. Curtains and cushions in this delightful shade will help you embrace the trend easily and affordably.
- > Refresh some of your older furniture by coating them in paprika – an easy way to give your pieces a new lease of life and make a cool contrast against the rest of your décor.

As the colour to look out for in 2023, you can get ahead of the trend by embracing paprika in your



HOW TO DRAUGHT PROOF YOUR PROPERTY

id you know that by simply draught proofing your windows you can save around £45 a year? And a further £65 a year if you draught proof an unused

Draught-free homes are comfortable at lower temperatures, so you can turn down your thermostat and slash the cost of your energy bills.

HOW TO DRAUGHT PROOF WINDOWS:

For windows that open, draught-proofing strips can be placed around the window frame to fill the gap between the window and the frame. Self-adhesive foam strips are the cheapest option but will not last as long as metal or plastic ones.

HOW TO DRAUGHT PROOF EXTERNAL DOORS:

Purchase a purpose-made cover that drops a metal disk over the keyhole, use a letterbox flap or brush, place a hinged flap draught excluder at the bottom of the door, and fit foam, brush or wiper strips on gaps around the edges of the doors.

HOW TO DRAUGHT PROOF A CHIMNEY:

If you have an unused fireplace, then you are likely to be losing a lot of heat through your chimney. You can draught proof a chimney by either fitting a cap over the chimney pot or by buying a chimney draught excluder.

HOW TO DRAUGHT PROOF FLOORING.

Block any cracks in your flooring by squirting filler directly into them. Use either flexible fillers or decorator's caulk for best results. These can be used to fill gaps in floorboards and skirting boards.

HOW TO DRAUGHT PROOF A LOFT:

Hot air rises and can get lost in your loft or attic, so you need to make sure you block off any draughts around the hatch. You can use the same strip insulation as you would on a door to prevent draughts.



EXPLORING THE TALENTS OF THE STUDIO ASHBY COLLECTIVE

Thile interior design is very much a personal thing, the collective that is Studio Ashby V likes to approach the sumptuous styling of homes in a way that draws in expertise and influence from across the team.

Studio Ashby is the brainchild of creative director Sophie Ashby. A designer of real talent, her formative vears were spent studying in both the UK and the US, resulting in a coming together of classical ideas that permeates through a look unswayed by passing dictates of fashion. Instead, the outcome is about contemporary world art, ageless yet modernist furniture, natural and clear palettes and a variety of materials and textures.

While colour tones are uncomplicated, the overall look is one of richness and intense detail, looking at cohesive space and the fingerprint of collaboration and integrity.

"There is no set look that we always replicate,"

says Sophie, "though many of us will view whites and grevs as a classic start point, whereby delightful detail can be added."

Sophie talks not just about shade, but shape too, with smooth curves of furniture interrupting sharp lines. In addition, velvet on wood, ruffled cushions on carved chairs, and fluffy rugs on a chic wooden floor belie the idea that textures need to nestle into each other in order to work.

The studio also has an extensive shop, selling objects that perfectly match an eye for unique elements that really make a room.

A number of high-profile clients have trusted in Studio Ashby's design eye, leading Sophie to conclude: "I believe there is a poetry in the tension of combining art, antiques, craft, colour, pattern and texture; the careful layering brings character and feeling to a home."

To find out more, visit studioashby.com





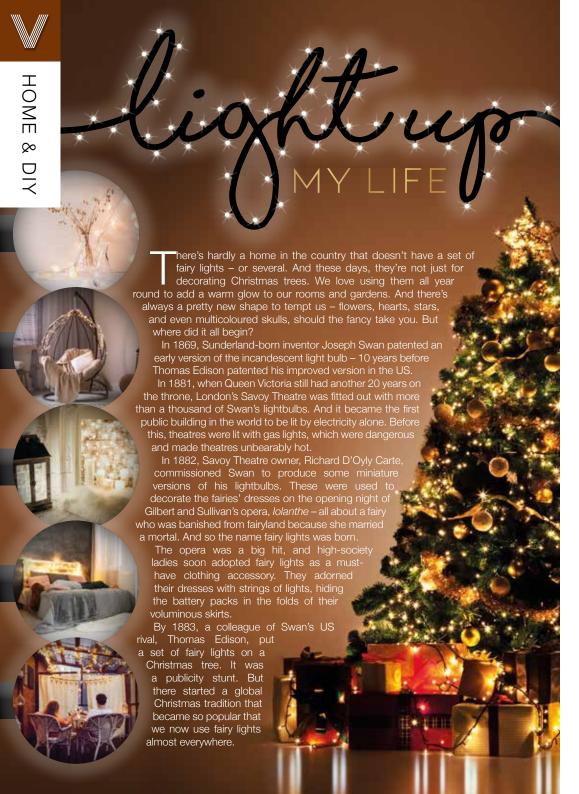






HOME

DIY









LOCAL NEWS

from your neighbourhood



Sea Scouts sign up for Warm Room initiative

The 5th Woodbridge Sea Scouts is seeking volunteers to get involved with its Warm Room Scheme this winter.

The Scouting group has opened the doors of its Tide Mill Way home for six hours a day on Tuesdays and Fridays until March next year, offering tea and company to those in need.

Volunteers are needed for the sessions, with duties including setting up and tidying the room alongside making tea and coffee and chatting to visitors.

This forms part of East Suffolk Council's Ease the Squeeze campaign, a programme of support to help local people with the rising cost of living.

Group Scout leader Barrie Hayter (pictured above left) said: "Warm Rooms is an initiative aimed at reducing household energy costs and isolation during the coldest months of the year.

"The idea is that community organisations like ours open up their spaces so members of the public can come in out of the cold, have a cup of tea and spend some time with other people - all for free.

"Ease the Squeeze is aimed at supporting those in need. Providing a warm space, a hot drink and someone to talk to will be a lifeline for some."

To volunteer or find out more, please contact warm@5wss.org.uk

Businesses team up for festive street lights



Business and tourism association Choose Woodbridge has launched a campaign to buy Christmas decorations and lights for the town.

The project is expected to take two to three years to complete, but the first step this year is for the group to buy decorations for the Thoroughfare, Church Street and Market Hill, with the lights being added to year after year. Next year, it is hoped they will be able to add lights to Whisstocks.

Local councils have already backed the project, and businesses are being asked to pledge their support. Choose Woodbridge is also appealing to the general public for donations.

A spokesperson for Choose Woodbridge said: "We have a fantastic town that has gained widespread national attention, from The Times' Best Places to Live to the Great British High Street Awards - but our streets do not sparkle as they should at Christmas time. We want to change that."

To find out more or register a donation pledge, please email christmas@choosewoodbridge.co.uk

Water company supports river bathing bid

Anglian Water has announced its support for bathing water designation at three sites across the East of England, including the River Deben in Woodbridge.

This follows the launch of the Save the Deben campaign, which is fighting for the river to become a designated bathing water site, as reported in VISIONWoodbridge October 2022 edition.

The announcement is part of Anglian Water's Get River Positive programme, which seeks to reduce river pollution and improve biodiversity.

Funding will be provided to carry out water quality monitoring at the chosen sites.

Dr Robin Price, director of quality and environment for Anglian Water, said: "Since the pandemic.

we've seen an enormous surge of people embracing their local environment and using their local rivers and water courses for wild swimming, paddleboarding and canoeing.

"We fully support the aspirations of our customers that our rivers should be beautiful places, rich in nature, but also know how valuable they have become for community recreation and wellbeing."

Ruth Leach, co-founder of the Save the Deben campaign, said: "We are pleased to be working with Anglian Water to make our region's rivers the healthiest they can be.

"The teams involved have been helpful in supporting and assisting us to prepare our designated bathing water status application for our stretch of the River Deben."

Library announces its Christmas fundraiser

↑ ↑ oodbridge Library is appealing for help from VV residents for its Christmas fundraiser.

Local people are being asked to donate handcrafted goods to be sold in order to raise funds for new equipment in the library's children's section.

After the success of last year's fundraiser, where more than £1,000 was raised for a new rug for the children's section, staff now hope to make further improvements to the same section.

Helen Scrivener, executive library manager at Woodbridge Library, said: "Following on from the success of our Christmas craft fair last year, we are asking for donations of handmade items again to help us fundraise for our children's library.

"We were overwhelmed by everybody's generosity last year, which enabled us to buy a new rug, and this year will contribute to our fundraising for a whole new look for the children's area.

"The crafts will be on display throughout December and will be a good opportunity to purchase some unique aifts."

To donate goods or view the crafts, please visit the library on New Street, Woodbridge.





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the library's new collection of science, technology, engineering and mathematics (STEM) books, purchased with a donation from Woodbridge-based business Brafe Engineering. Running from 10am to 1pm, the Science Fun Day featured family-friendly activities such as a Lego building challenge, marshmallow 3D-shape building, a Mega Blok area, and special displays and experiments from interactive science charity It's Rocket Science.

The new collection includes around 50 books aimed

More than 300 people visited Woodbridge Library on Thursday, October 27, to take part in an

The event took place to celebrate the launch of

exciting science-themed day.

at children aged between eight and 10.

Bruce Leeke, chief executive of Suffolk Libraries, said: "We're very grateful to Brafe Engineering for its amazing gift. It's always fantastic to work with a local business that is keen to support its community.

"This new collection will be enjoyed by many children in Woodbridge and beyond."

Adam Dalby, managing director of Brafe Engineering (pictured third from right), said: "We are delighted to partner with Suffolk Libraries to support 50 STEM books at Woodbridge Library.

"This partnership will also see a pop-up library at Brafe which all our staff will have access to and which will be refreshed regularly."

Cricket club raises over £5,000 for upgrades

Funday celebrates

launch of STEM book collection

Woodbridge Cricket Club has raised more than £5,000 to improve its facilities at Ash Park.

Having been inspired by the cricket matches played at the Birmingham Commonwealth Games this summer, the club's committee pledged to increase the amount of cricket played as well as to promote women's cricket.

The club raised £5,000 through a Crowdfunder which, together with an additional £1,500 offered by Sport England, will help buy a new square roller to increase pitch quality, install two new wickets to accommodate further games, and install an all-weather artificial wicket to allow year-round training.

Club captain Scott Button said: "It has been terribly exciting to achieve the target. We set an ambitious target that we never thought we would reach.

"The campaign was necessary if we wanted to offer more cricket for our members and community.

"To see such generosity in a time of national uncertainty was amazing."



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PUZZLES & TRIVIA

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- AQUAMARINE
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- FELDSPAR
- JADE
- JASPER
- LAPIS LAZULI
- MALACHITE
- MOONSTONE
- OBSIDIAN
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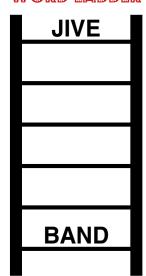
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DID YOU KNOW?

- ▶Queen Victoria was the first sovereign to live in Buckingham Palace.
- The garden at Buckingham Palace is the largest private garden in London.
- ►William the Conqueror chose the site where Windsor Castle was built.
- ▶In 1992, a fire destroyed many rooms at Windsor Castle. The restoration took five vears to complete.
- Frogmore House became a royal residence in 1792 when it was bought by Queen Charlotte, George III's wife.
- The Queen's Gallery at the Palace of Holyroodhouse was opened by Queen Elizabeth II in 2002 as part of her Golden Jubilee celebrations.

Facts courtesy of Royal Collection Trust

WORD LADDER



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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inter can be a tough time for wild birds. They need lots of high-calorie food so they can maintain their energy reserves. But just as the temperature dips, natural foods, such as berries and insects, become scarce.

To help out, why not make some nourishing fat balls to attract blue tits, great tits, long-tailed tits, sparrows, starlings, blackbirds and black caps?

All you need is some kitchen ingredients and a few extras.

> 400g dry ingredients - choose from unsalted peanuts. porridge oats, breadcrumbs, cake crumbs (not biscuits as they're too salty or anything

> with chocolate, which is toxic), grated cheese, tiny chunks of apple, sunflower seeds and birdseed mix

You don't need all of the above - just a selection. You can also add raisins and sultanas, but don't do this if you have a dog because they're highly

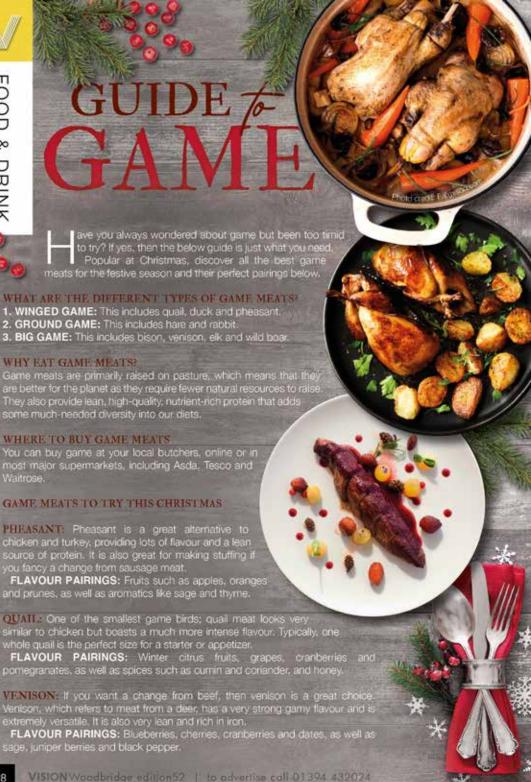
YOU'LL ALSO NEED:

- > A saucepan and a bowl
- > If you want to hang your fat balls up, you'll also need some thin string, a sewing needle you can thread the string through, and a skewer or a cage

GET STARTED:

- 1. Mix the dry ingredients together in the
- 2. Melt the lard or suet in the saucepan. 3. Pour the melted lard or suet into the
- dry ingredients and mix thoroughly. 4. Using your hands, shape the mixture into balls, each the size of a golf ball.
- 5. Put your fat balls in the fridge for a few hours to firm up.
- 6. Alternatively, if you want to hang the balls, leave them in the fridge for an hour to firm up. Then make a channel through the centre of each ball with the skewer. Refrigerate for another few hours. Tie a double knot at the end of each piece of string and thread the string through the fat balls, or place in a cage.

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BRINGME

to head if you want a last-minute to escape the winter chills - and soak up some vitamin D? Here's our round-up of beautiful beach destinations, and there are some great deals if vou hunt around.

> CANARY ISLANDS: Flight time: 41/2 hours from London | Average daily maximum temperature (Nov-Jan): 22°C

'here's the best place

As well as the well-known spots like Gran Canaria, Tenerife, Fuerteventura and Lanzarote, check out the less-visited smaller islands - La Palma, El Hierro, and La Gomera, which are great if you love hiking and walking.

> CYPRUS: Flight time: 5 hours from London | Average daily maximum temperature (Nov-Jan): 20°C It might be too chilly to swim in the Med - but there should still be plenty of

sunshine. And it's an excellent location for anyone keen on wine and ancient history.

MOROCCO: Flight time: 4 hours from London, depending on the exact destination Average daily maximum temperature (Nov-Jan): 21°C

Agadir on the South Atlantic coast is perfect for beach lovers, and many hotels offer 'affordable luxury'. And the colourful markets (souks) are great for bargain hunters.

EGYPT: Flight time: 51/2 hours from London, depending on the exact destination | Average daily maximum temperature (Nov-Jan): 25°C

Egypt in November is a bit cooler and less crowded. Sharm-el-Sheikh is excellent for snorkelling, and desert trips and camel rides are available nearby.

DUBAI: Flight time: 7 hours from London | Average daily maximum temperature (Nov-Jan): 27°C Dubai's luxury resorts could be just the thing if you're after impeccable service, lots of activities and the chance of some retail therapy. And in winter, it's not too humid.

CAPE VERDE: Flight time: 6 hours from London Average daily maximum temperature (Nov-Jan):

Consisting of 10 islands off the coast of West Africa, the best ones for beaches are Sal and Boa Vista. Cape Verde is more affordable than Dubai and great if you want something truly different.



he English language - and indeed, the British race - is a smorgasbord of different nationalities, empires and revolutions. We are an island nation, and all the better for influences that stretch across the planet. This is no better highlighted than in the words we use.

While we have obviously adapted a direct word for many things we know and love - a croissant for breakfast, a favourite item of lingerie or pair of pyiamas, a rendezvous with friends - there is a whole raft of other words that, while British sounding, have origins that are anything but.

Here are eight words you may not know have been stolen and adapted into our wonderful language.

Jest - German

A word taken to mean a celebratory excess, this comes from German and means a party, celebration or, of course, festival.

PATIO - Spanish

In Spain, a patio is a courtvard or playground.

and from 'alitsch', which is to slide or alide.

Entrepreneur - French

One of those where, upon saying it, you will probably utter, "Of course it's French", but with the popularity of business in modern culture, we have adopted it as our own.

Macho - Spanish

Derived from the word for mule. Interestingly, macho in Spanish can be a virile, strong man... or an idiot, so be careful.

Schmooze - Yiddish

Originally from the Hebrew, 'shmue', which means 'rumour', it has been built into a word for networking and currying favour for gain, usually financial.

RUCKSACK - German

'Rucken' in German means 'back', so a sack for the back, literally.

MOPED - Swedish

Motor and pedaller combine for 'moped', but it's the Swedes who can take the credit for this one.



Deliciously Ginger

ingerbread Day takes place on November 21, and what better way to celebrate than making some cute and tasty gingerbread folk? This recipe is simple enough for even young children to help with. They're bound to love decorating their own creations - not to mention HOW TO MAKE: eating them!

made from icing sugar, water and optional food colouring Small sweets like Smarties or Jelly Tots | Dried fruit | Chocolate chips or polka dots Sprinkles

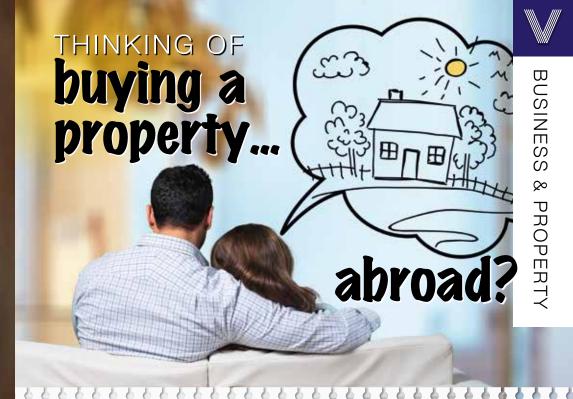
INGREDIENTS:

- 350g plain flour (and a bit more)
- 1 tsp baking soda
- 1-2 tsp ground ginger
- 100g butter (chopped into small pieces)
- 175g light muscovado sugar
- 80g golden syrup
- 1 large egg (beaten)
- For decoration: icing pens or homemade icing

- Heat the oven to 190°C/170°C fan/gas mark 5.
- Put the flour, baking soda and ginger in a large bowl and combine thoroughly. Add the butter, and rub it in till the mixture resembles fine breadcrumbs.
- Add the sugar, golden syrup and egg, and mix into a smooth dough.
- Roll the dough out using a floured rolling pin on a floured surface until it's about 5mm thick.
- Cut out your gingerbread folk using special cutters (or make other shapes if you prefer).
- Place your shapes onto a lined baking tray. Bake for 10 minutes, then cool on a wire rack Decorate your gingerbread folk however you like, using icing to secure any loose decorations.



- > An early form of gingerbread was enjoyed by the Ancient
- > Gingerbread, as we know England in the 1700s.
- >Queen Elizabeth I apparently invented gingerbread people by asking her staff to bake special
 - > Gingerbread houses originated tale of Hansel and Gretel.



unsure of where to begin?

To invest in property overseas, you need to be clued up on how the buying process differs from the UK - from mortgages and estate agents to stamp duty and bank fees.

How to find the perfect property abroad

There are several places you can look when it comes to house-hunting abroad:

- Online property portals such as Rightmove and
- Local estate agents in the region where you want
- Exhibitions such as A Place in the Sun Live Developers

How to get a mortgage for a property abroad

It is very difficult to get a mortgage with a UK company, for a property overseas, so you will most likely have to approach an overseas lender. Ideally, you should use a specialist broker as they will be able to give you tailored information, including a list of estate agents and lawyers to use in your chosen country.

Thinking about buying a property abroad but It is worth noting that foreign banks and brokers are not covered by the Financial Conduct Authority (FCA) or the Financial Ombudsman.

Costs associated with buying abroad

- Mortgage fees such as a mortgage broker fee, arrangement fee and administrative fees
- Chartered surveyor fees
- International bank transfer fees
- Furniture, shipping and insurance costs
- Legal fees to make a will, which may be obligatory in some countries
- Translation fees
- Connection fees for water, electricity, etc.
- Stamp duty or annual property tax
- Income tax or income tax for non-residents

Getting independent advice

As mentioned above, buying an overseas property is not regulated by the FCA, so it is vital that you seek independent advice from a lawyer who is not connected to anyone else involved in the buying process such as the seller, estate agent or developer. Look for an English-speaking lawyer who is fluent in the local language.

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RORY SUTHERLAND, AUTHOR OF ALCHEMY: THE SURPRISING POWER OF IDEAS THAT DON'T MAKE SENSE. AND A NEW REVOLUTION IN CREATIVE THINKING

o come up with anything original in the marketing space seems more difficult now than ever before. While the digital revolution has given us an expansive set of new tools by which brands can amplify, elongate and decorate the way they communicate with

consumers, interconnectivity makes the process easier than ever to copy.

Yet when Rory Sutherland, an experienced marketer of impressive standing, began applying ideas from psychology graduates as a means of unearthing unseen opportunities, he put away his plain old copywriting days and found a whole new route by which our actions and decisions could be exploited.

In simple terms, Sutherland believes many companies look in the wrong places for solutions. So in the context of an underperforming train service, rather than fix the unfixable (faster, longer, more frequent stock), why not work to better manage what you have, such as accurate display boards, Wi-Fi on the platform and a coffee shop with seating and tables?

Sutherland also looks at subverting expectations. He says: "There's a Chinese restaurant that was successful for being the rudest in London. Normally, rudeness in a restaurant is a bad thing. If, on the other hand, you turn the rudeness from being a downside into a source of entertainment, the very same thing which would be appalling in another setting actually becomes enjoyable."

In his book. Sutherland introduces a new way of thinking that goes way beyond brands and companies, and instead can be applied to individuals across all walks of life.

"To suggest there are no new original ideas is, of course, wrong," he says. "I would rather point to the fact there are a lot of existing ideas that still haven't been tried in certain areas, and this is really the future. You've just got to go out there, be brave, and seize the opportunity."



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Are you getting ENOUGH IRON?

ron deficiency affects a whopping two billion people worldwide and is the cause of more than 57,000 hospital admissions each year.

Responsible for many important processes in the body, let's take a closer look at iron and how you can ensure you are getting enough of it.

WHY IS IRON IMPORTANT?

Iron plays a crucial role in making red blood cells, which carry oxygen around the body. A lack of iron can lead to iron deficiency, known as anaemia, which can cause fatigue, heart palpitations, pale skin and breathlessness. Iron also helps to promote a healthy pregnancy, to increase energy levels and to enhance athletic performance.

HOW MUCH IRON DO YOU NEED?

According to the NHS, the amount of iron you need per day is as follows:

- > For men over 18, 8.7mg
- For women aged 19 to 50, 14.8mg
- > For women over 50, 8.7mg

Women who experience heavy periods are at

a higher risk of anaemia and may be required to take iron supplements.

WHAT FOODS ARE HIGH IN IRON?

There are two types of iron: heme and non-heme. The former is found in animal foods that contain haemoglobin and the latter primarily comes from plant sources and fortified foods.

These include: Organ meats such as liver and kidneys | Soybeans | Clams and mussels | Spinach | Fortified cereals | Dried fruits like raisins and apricots | Legumes such as beans, lentils and chickpeas | Pumpkin seeds | Turkey | Tofu

WHAT FOODS CAN HELP YOU TO ABSORB MORE IRON?

Iron has a low bioavailability, which means that the small intestine does not readily absorb large amounts of it. This increases the risk of deficiency.

Fortunately, there are some foods that enhance your body's ability to absorb this key mineral. These include foods rich in vitamin C such as citrus fruits and bell peppers, foods with vitamin A and beta-carotene like carrots and sweet potatoes, and meat, fish and poultry.



We are a nation of insomniacs, with 67 per cent of adults suffering with disrupted sleep and 23 per cent getting no more than five hours per night.

While this could be a result of stress, poor lifestyle choices or a mental health condition, it may actually be the colour of your bed linen that is stopping you from drifting off.

HOW DOES COLOUR AFFECT SLEEP?

Colours have the ability to influence our mood, emotions and behaviours, with different shades evoking certain feelings such as anger, happiness and calmness, all of which can affect how you sleep.

WHAT ARE THE BEST COLOURS OF BED LINEN FOR PROMOTING GOOD SLEEP?

Blue

Blue is known for promoting feelings of peacefulness and serenity and, when used in the bedroom, can help you feel safe and relaxed. As a result, it is one of the best colours for aiding good sleep. Avoid bright blue and opt for paler shades.

Green

The colour green is synonymous with nature, which means it has an instant calming effect. Opt for

sage green rather than bright green as this shade is softer and more peaceful.

Light pink

While this may not be your first choice for your bedroom linen, if you lead a hectic and stressful life, then light pink linen can help to soothe your mind and body.

WHAT COLOURS SHOULD YOU AVOID? Red

Red is an energetic and intense colour that can provoke aggression and anger. Therefore, it is one of the worst shades to use on your bed linen.

Dark purple

Purple is known for stimulating creativity and, when used on bed linen, it could promote vivid dreams or nightmares which can disrupt your sleep.

White

Although you may think that white would be a good colour for aiding sleep, it could in fact be keeping you awake. This is because bright white can affect your melatonin levels and disrupt your sleep patterns.



HEALTH

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scarf is a winter wardrobe staple for most people, but it can often be seen as more functional than fashionable.

Discover six super stylish ways to tie a scarf that quarantee to impress, with options for men and women.

1. The Beautiful Braid

- > Fold the scarf in half and place it around your neck.
- > Take the loose ends of the scarf and pull them loosely through the loop.
- > Twist the loop and pull the loose ends through again.
- > Continue to twist the loop with one hand, pulling the ends through until you run out of scarf.

2. The Belted Drape

- > Drape the scarf evenly around your neck and let it hang
- > Fasten a skinny belt over the scarf at the waist.

3. The Knotted Necklace

- > Take a lightweight scarf and place it around the back of vour neck.
- > Tie a knot on one side and then on the other.
- > Pick up the loose ends and tie them together.
- > Turn the scarf around so that the ends are at the back and the knots are at the front.

4. The Carefree Cowl

- > Place the scarf around your neck so that one end is much shorter than the other.
- > Wrap the long end around your neck twice and tuck in the loose ends.
- > If your scarf has a fringe, adjust it so that a bit of fringing is hanging down the front.

5. The Double Bandana

- > Fold a long scarf in half lengthwise.
- > Grab the diagonal ends and knot them together.
- > Place it over your neck, twist and loop again.

6. The Casual Turtleneck

- > Place the scarf evenly around your neck.
- > Loop one end of the scarf around your neck.
- > Repeat with the other end (the ends should be hanging slightly down your chest).
- > Tuck the loose ends up inside the scarf.













I hile in 2022 we bemoan the lengths we need to go to when navigating a path through airport security, what is certain is that we have never been safer while airborne. Certainly, the audacity of hijackers, hostage takers and those demanding cash ransoms

seems of a past era. The vast majority were unsuccessful, of course, though whether the infamous DB Cooper case of 1971 can be classed in the same terms remains up for debate.

That's because the hijacking of a flight from Portland to Seattle and on to Reno, Nevada, remains the only unsolved case of air piracy in commercial aviation history.

The passenger, who purchased a ticket using cash under the name of Dan Cooper, announced to cabin crew that he had a bomb shortly after the Boeing 727 flight took off from Portland International Airport at 2.50pm.

His demands were simple - he wanted around \$1.3 million in cash, required four parachutes, and requested a second flight to take off once passengers had alighted at Seattle. His threat to blow up the plane appeared real – he showed the bomb to flight crew attendant Florence Schaffner.

Fearing the worst, the authorities acquiesced to Cooper's demands, with most passengers unaware of the severity of the situation until they had landed.

On the second flight, which departed Seattle at 7.40pm with the plane refuelled, remaining crew were told to head to the cockpit. When they landed, having experienced a notable change of air pressure in the cabin (caused by the opening of a door), Cooper - and the ransom money - was gone.

What makes this story so enchanting is that the hijacker was never found. Many suggest he perished en route to the ground, given inhospitable terrain and cold conditions. Small amounts of money were found, and none of the marked notes were ever spent.

The FBI kept the case open until 2006. when lack of resources led to the investigation being closed.





AHEAD OF THIS YEAR'S WORLD CUP, WHICH STARTS THIS MONTH, WE REMEMBER ENGLAND'S FINEST FOOTBALLING MOMENT

ne events of July 30, 1966, have been replayed so many times that, while most of us weren't at Wembley to see Sir Geoff Hurst MBE's hat-trick win England the Jules Rimet Trophy, we might as well have been.

This summer marked the 55th anniversary of that great day, but it was tempered somewhat by the growing list of Three Lions heroes now not with us – in the last few years alone, we have lost Gordon Banks OBE, Ray Wilson MBE, Martin Peters MBE, Nobby Stiles MBE and Jack Charlton OBE DL.

The 1966 competition was the first World Cup to take place in the English-speaking world, and if ever the onus was on the hosts to perform in a tournament that featured just 16 teams, then it was felt in the opening game against Uruguay, when our troops laboured to a goalless draw.

By the second game, though, confidence was

flowing, and the 2-0 score that saw Mexico despatched was repeated in the final group match against France.

In the quarter-final, England again came up against resilient South Americans, as a late Geoff Hurst goal saw off dogged Argentina; and Sir Bobby Charlton CBE's brace in the semi-final was enough to defeat Portugal and their Golden Boot free-scoring attacking legend Eusébio. Four days later, England would be football world champions.

As we head into this year's showpiece, it's clear we now live in a world where the dividing line between success and failure is painfully thin. So with VAR and social media ready to hold Gareth Southgate OBE's men to scrutiny, it's perhaps worth taking a moment to reflect on those heroes of 1966, and in particular, the close calls they endured en route to the ultimate price.

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