



The

Green

Leader & Co. | Issue #8 | leaderandco.com



Well, I am not even going to comment on the 'British summer' we have been treated to this year – raise your hands if you are banking on an Indian summer!

Despite the grey, wet and cold weather (sorry I know I said I wouldn't mention it!) we have had some excellent events to shout about locally, including Party in the Park and Grooves on the Green in the heart of Ashley Cross.

British Beach Polo Championships and Bournemouth Beach Soccer Championships brought both Bournemouth and Sandbanks beaches alive. Of course the piste de resistance was the Air Festival, which once again turned out a fantastic show of acrobatic planes, air displays, live music and entertainment.

With the schools back and some normality achieved, we all settle in for the Autumn, the nations favourite TV show *Strictly Come Dancing* to keep us company. This issue of *The Green* features a round up of the 13th series to hit our screens including interviews with each of the contestants.

We venture a bit wider than Ashley Cross with this issue, featuring *Lavish Life* in Westbourne and its hidden gem, the *Bournemouth Colosseum*. As the UK's smallest cinema, it is a great place to catch a movie, hire for a special event and even watch the Rugby World Cup!

Along side the usual local and community-based news and views, we are also introducing a regular business advice section, so hopefully there's something of interest for everyone!

Happy reading, we hope you enjoy the issue.

Ryan Woolfenden

Managing Director of the family-run Property Agency Leader & Co and founder of The Green.



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Strictly Come Dancing

Let's dance this Autumn

Strictly Come Dancing Images (except where indicated) are
Image Credit: BBC/Ray Burmiston/Matt Burlem
Photographer: Ray Burmiston Image Copyright: BBC



The nation's favourite TV programme, *Strictly Come Dancing* returned to our screens with a bang on September 5th, with the launch of the much-anticipated 13th series.

This year's celebrity contestants have been revealed as Ainsley Harriott, Anita Rani, Anthony Ogogo, Carol Kirkwood, Daniel O'Donnell, Georgia May Foote, Helen George, Iwan Thomas, Jamelia, Jay McGuiness, Jeremy Vine, Katie Derham, Kellie Bright, Kirsty Gallacher and, the bookmakers favourite Peter Andre.

Also returning is *Strictly's* legendary judging panel - head judge Len Goodman plus Darcey Bussell, Bruno Tonioli and Craig Revel Horwood who will be the panel of dance experts that this year's celebrities will be trying to impress, as the knock-out stages begin on Saturday 26th September.

The professional dancer line-up welcomes three sensational, brand new dancers. Russian-born *Dancing With The Stars* favourite Gleb Savchenko, 2012 Italian Champion Giovanni Pernice and eight-times South African Latin American Champion Oti Mabuse. They will be joined by *Strictly* favourites, Aliona Vilani, Aljaž Skorjanec, Anton du Beke, Brendan Cole, Janette Manrara, Joanne Clifton, Karen Clifton, Kevin Clifton, Kristina Rihanoff, Natalie Lowe, Ola Jordan, Pasha Kovalev and Tristan MacManus.

Following his shock departure from the BBC prime time show last year, TV veteran, Bruce Forsyth, was replaced with Claudia Winkleman. Co-hosting with Tess Daly, the dynamic duo have captured the nation's hearts with their on screen chemistry and natural friendship. It's this chemistry that makes the show so lovable.

The way the dancers support the contestants, the way the contestants support each other. But what about the more manufactured friendship that holds the show together? What is it like when you're partnered with another woman and told to entertain the masses? Claudia comments: "Tess and I get on brilliantly. I've always thought viewers know what's real and what isn't. Fakery and nonsense can be seen from miles off."

Claudia's magnetism is her commitment to being herself. While Tess represents the more traditional, well-groomed, flawless BBC style, Claudia is the sexy sidekick who laughs at her own jokes and jumps at the chance to wear a silly hat. The two go together unexpectedly well.

Celebrating the best in Latin and ballroom dancing, *Strictly* 2015 promises fun and entertainment...



Sports presenter extraordinaire, **Kirsty Gallacher** explains why she is swapping the presenting mic for dancing shoes:

"I'm taking part because I absolutely love the show, I always have and always thought 'oooh wouldn't it be fun to do?' It's exciting and I love a challenge! I'm quite sporty and fit but this is a very different discipline and it's not something that I've done since I was a little girl when I did some Tap and Ballet. Everyone always tells me how amazing Strictly is so I couldn't really say no!"



Anthony Ogogo is a professional boxer, how will he become au fait on the dance floor and not the boxing ring? :

"My dancing experience is zilch, I haven't danced before but I think it will be fun, that's another reason I'm doing Strictly, to learn a new skill and something different. It's very rare to get the opportunity to do something as cool as what we are doing so I can't wait! Most people at home won't know that I'm starting the Strictly process with my arm in a sling (due to a boxing injury) so trying to work around that is going to be the biggest challenge. I want everyone to see how hard I want to work, how much I want to improve and hopefully they will be impressed by my progression."



90's pop sensation and reality TV star, **Peter Andre** is famed for his on stage moves:

"Strictly Come Dancing is an incredible show. I've always loved watching it on TV. I feel the time is right to give it a go - everything has just clicked into place to do it this year. I love performing on stage but this is a whole new area of dance, I have a lot to learn. I'm looking forward to impressing the judges, they are excellent at their craft and any criticism they give you is usually constructive."

"Hopefully all my family will come down to watch me dance and my kids are big fans of the show!"



Best known as presenter of the long-running BBC cookery show *Ready, Steady, Cook*, **Ainsley Harriet** has been a regular fixture on British TV for 20 years:

"I certainly love a boogie and once the music starts I'm usually one of the first out there on the dance floor. Although I haven't had any formal dance training and something tells me I'm really going to notice the difference. I must admit that I do love to dance, but doing it in front of the nation is a whole different matter! In my day job the only type of Salsa I know about is the one in my recipes so I am looking forward to rising to the challenge. Bring it on!"



Daniel O'Donnell is an Irish singer, television presenter and philanthropist:

"I love the show and it's going to be a great challenge for me. I'm excited about taking part and I just hope I can get the steps together on the dance floor."

"When I dance on stage during my shows, I am never on the same spot two nights in a row so I obviously have to be a little bit more choreographed for Strictly and remember to be at the right place at the right time. I just hope I can remember everything and keep the energy up."



Journalist, author and presenter **Jeremy Vine** was the first celebrity contestant to be confirmed for the new series:

"How could I say no to the biggest show in TV? Yes, yes, yes and yes again to the sequins and the Sambal! Now I just need to find some dancing shoes and identify my left foot. I am doing it for my two young daughters who jumped behind the sofa when I told them! It seems Dad on Strictly is more scary than Doctor Who!"



Iwan Thomas, MBE is a sprinter who represented Great Britain and Northern Ireland at the Olympic Games and Wales at the Commonwealth Games. "I've always watched Strictly but I honestly can't dance! I'm one of those blokes who watches the show and thinks fair play to anyone that does it. I'm taking part this year to see how good I can be and how much I can improve. I hate being rubbish at something so I think this is the place to learn. Strictly is a great show, everyone loves it and I love it! I love all the outfits and won't need much persuasion to wear any glittery tight tops. "I am mega competitive, although I'm playing it down because I truly can't dance! I'll be disappointed in myself if I don't improve a lot."



Member of popular boyband *The Wanted*, **Jay McGuinness** has got a secret dance history that he is hoping will get him through the competition:

"I'm taking part in Strictly to experience a challenge and to come back home to the UK as I have been living in Los Angeles recently. Also to meet new people and to be judged by Len which I think will make me a real man! "I think my biggest challenge will be smiling, not because I'm not happy but because I'm not naturally a smiley person so when it comes to one of the more enthusiastic dances I think I'm going to really struggle to bring that character out."



Anita Rani is a radio and television presenter on programmes such as *Countryfile*, *Four Rooms* and more recently *The World's Busiest Railway*: "I always said if *Strictly* ever came knocking on my door, I would go for it! It is so different to who I am in real life. I love love love the programme and to have the opportunity to take part is a dream come true! I've never danced before and my only dancing skills are the ones I think I have in a club or at a wedding when I've had a few drinks."



Carol Kirkwood is a Scottish weather presenter, and part of the *BBC Breakfast* team: "I love *Strictly* and have watched it since series one when Natasha and Brendan won. I love the glitz, I love the glamour, I love the dancing and I love the music. I have no dance skills whatsoever. I've done some Scottish country dancing before which sounds way more glamorous than it is, but it's only really been at weddings so as for formal dance training, I have none whatsoever."



Georgia May Foote is an English actress, best known for playing *Alison Simmons* in *Grange Hill* and *Katy Armstrong* in *Coronation Street*: "I have done such a long stint on *Coronation Street* that it's nice to do something completely different and I absolutely love a challenge so that is why I want to take part in *Strictly* this year. I absolutely love dancing but I don't know how good I am because it's been a while. My biggest challenge will be the live shows because I've never really done anything like that before and making sure to stay calm."



Actress **Helen George** is best known for her role as *Trixie Franklin* on *Call the Midwife*: "I was really excited about taking on a new challenge because I did the marathon earlier in the year and when *Strictly* came around, I had been training so much for the marathon that I didn't have any new physical goals to aim for so it seemed like a really good idea to keep on going and learn a completely new skill. I did ballet when I was younger but I think that could be a bit of a hindrance as it is so different from all of the Ballroom and Latin dances that I will have to do on *Strictly*."



Jamelia is an R&B recording artist, television presenter and actress: "The experience I have is working with a choreographer for my pop videos but what any other pop artist will tell you, it's a lot of smoke and mirrors. I wouldn't rate myself highly, I am not the most confident of dancers but I love dancing and if dancing in my kitchen counts I'm very, very experienced!"



Katie Derham is an English news-caster and a presenter on television and radio: "I've been a huge fan of the show since it started and I've got two dancing daughters who love their sequins just as much as I do. We are very much a Strictly household so when this opportunity to do Strictly came up I obviously grabbed it with both hands!"



Eastenders star Kellie Bright has also had roles in *The Upper Hand*, *Bad Girls*, and was 'Julie' in *Ali G Indahouse*: "I've always wanted to do Strictly, it's been a secret desire and I love dancing! When I was a little girl I loved dancing so much and now to have the opportunity to dance again and also learn something new because I've never done any Ballroom or Latin before or even danced with a partner."



We complete our preview of the 2015 series with a look back at the 2014 Champions Pasha Kovalev & Caroline Flack and the list of this years pairings.

Ainsley Harriott & Natalie Lowe
Helen George & Aljaz Skorjanec
Jay McGuinness & Aliona Vilani
Kirsty Gallacher & Brendan Cole
Iwan Thomas & Ola Jordan
Jamelia & Tristan McManus
Jeremy Vine & Karen Clifton
Georgia May Foote & Giovanni Pernice
Anthony Ogogo & Otile Mabuse
Katie Derham & Anton du Beke
Peter Andre & Janette Manrara
Anita Rani & Gleb Savchenko
Daniel O'Donnell & Kristina Rihanoff
Kellie Bright & Kevin Clifton
Carol Kirkwood & Pasha Kovalev



A CHANCE TO ENTER NARNIA

Centre Stage has announced details of its most lavish and ambitious stage show yet - and they want you to be part of it!

With rehearsals beginning this Autumn, the Parkstone-based Independent Dance and Performing Arts school will be staging *Narnia (Through The Wardrobe and Beyond)* at *Lighthouse* in April 2016.

Following the huge success of previous shows - *Alice's Adventures in Wonderland* and *Peter Pan* - this production of *Narnia* promises to be even bigger and better than before. This spectacular show will feature specially designed costumes, lighting, effects and staging, taking it to a completely new level.

Every single student at the school has a part in the show - from age 2 to 19 and across all disciplines - Ballet, Tap, Modern, Pure Voice and Performing Arts. *Centre Stage* guarantees you a part in this fantastic production if you join the school during the Autumn term, when rehearsals for the show will begin. The more classes you attend, the more parts you will have in the show!

Centre Stage offers a full spectrum of Dance and Performing Arts classes including RAD Ballet, ISTD Tap and Modern, Pure Voice coaching and Performing Arts, all taught to the highest level by qualified and experienced teachers.

Zoe Mather, *Centre Stage* Principal said "This is a chance for every student to star in an incredibly ambitious production. Our previous shows have highlighted the level of professionalism we are capable of, but now we are ready to take things to a new level together. *Lighthouse* is the largest Arts Centre outside of London and we are proud to be performing at such a prestigious venue. It promises to be truly spectacular and I am very, very excited. *Centre Stage* is a giant family where every single student is valued and each will have their chance to shine in *Narnia*. These shows are an unforgettable experience for the students who take part and the families and friends who see them perform."

Centre Stage is supporting *Cancer Research UK* and proceeds from the show will be donated to this chosen charity.

If you join *Centre Stage* this Autumn (in any discipline), you will be part of this fantastic production. The school offers free trial sessions for all of the classes. For more information about the school, visit www.centrestagedance.org or contact the school Principal, Miss Zoe on 01202 951362.

Narnia - Through the Wardrobe and Beyond - will performed at *Lighthouse* on the 16th and 17th April 2016. Tickets will go on sale after October half term and will be available from *Lighthouse* ticket office.

A sporty lifestyle for all the family

THE WEST HANTS CLUB

FITNESS . RACKETS . HEALTH

Located in leafy Talbots Woods, Bournemouth, *The West Hants Club*, offers a fantastic sporting experience for the entire family.



One main attraction of the club is its family-friendly ethos. With an excellent crèche facility, parents can enjoy what is on offer while children play happily in the care of experts.

The mini tennis clubs on offer on Saturday mornings and during school holidays are ideal for children aged 3 + with an interest in the sport. There are also regular child and family friendly events throughout the year such as Christmas disco and pool parties.

More than just a tennis club, facilities on offer include clay tennis courts, indoor tennis centre, four squash courts, state of the art gym, air-conditioned spin studio plus a full fitness timetable including the much-coveted Les Mills classes.

The indoor heated swimming pool offers the ideal place to unwind after a work out or have fun with the family.

The social aspect of the Club is great for all, members can dine formally in the restaurant or choose from the bar menu and eat in the family bar area or outside on the patio in the summer months.

For those wanted to find out a bit more of what *The West Hants Club* has to offer, take advantage of the Open Weekend on Saturday 26th and Sunday 27th September from 10am - 1pm.

The West Hants Club
Roslin Road South, Bournemouth,
Dorset BH3 7EF
01202 519455
www.westhants.co.uk

A focus on BH14 art

Well-established as an artistic hub for Dorset, BH14 is home to many creative individuals and agencies. From fine art to web design, there is a host of talent revealed once the surface is scratched.

Located in the centre of Ashley Cross, The Green caught up with one very talented lady indeed, Julie Herring. Her work place, earth studio, is a little hidden treasure, a studio and courtyard tucked away, within the Old Parkstone Dairy, behind the shops in busy Commercial Road.

Julie said: "I started studying art, primarily in Natural History Illustration, in my late twenties. Moving onto study Fine Art, both at the Arts Institute at Bournemouth. Later, I achieved an MA in Museum Studies at Bournemouth University."

In 2006, she was gained the accolade of a Fellow of the Royal Society of Arts (FRSA) for recognition of good practice in curation and Public Art.

"I started working at BU in 1990, originally as part of the in-house design team. Moving onto curate the university's Atrium Art Gallery. Over the years, I developed the BU Public Art on Campus and managed the gallery exhibitions and fourteen annual Art Loan Collections. This involved showcasing more than 300 artists' work and hosting Public Art talks, tours and gallery previews for the public audience."

Since 2014, Julie has worked as a Freelance Artist, from her 'earth' art and design studio. Apart from working on her own art, (primarily painting) she teaches drawing classes to adults. This is based on 'observational drawing' from nature and still life, using her studio display of natural collections for inspiration.

Julie has been running 10-week 'Drawing from nature' courses for beginners and improvers and the popular, friendly classes are ongoing. She comments: "Drawing is therapeutic, a good way of enjoying nature and understanding the subject and is also a great social activity for all ages."

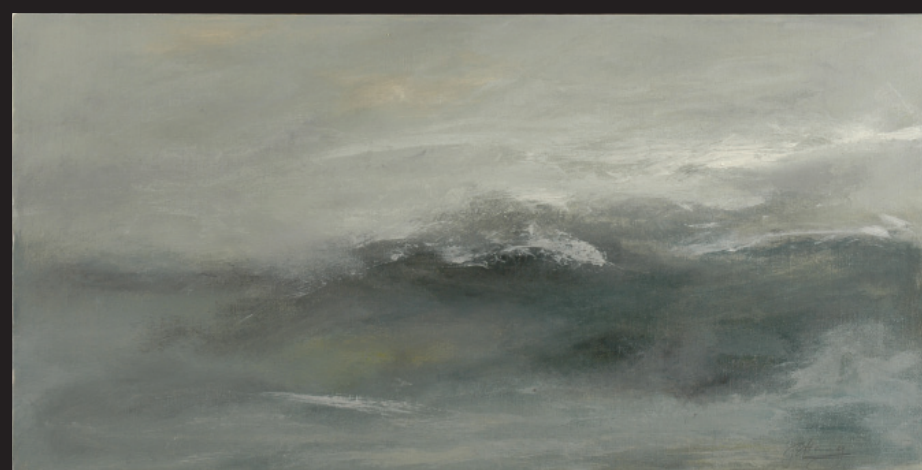
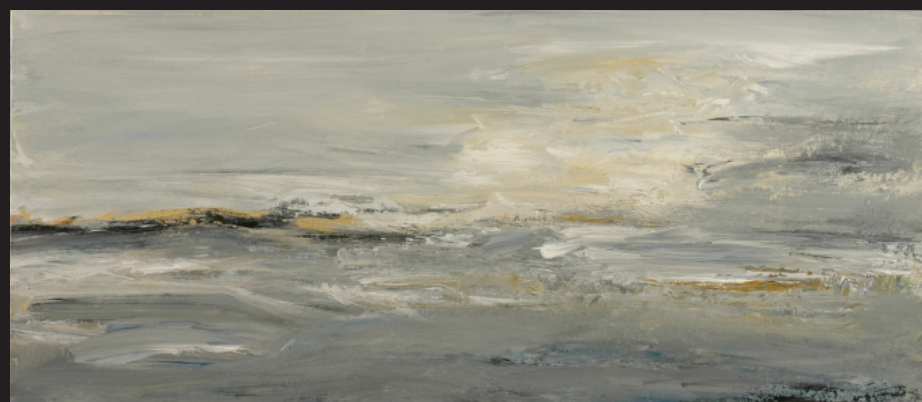
She has recently worked with Dorset Wildlife Trust (DWT), The Great Heath project, giving outdoor art classes for children (10+) and adults at Upton Heath. Further classes were also given to Poole Borough Council for the Environment Agency, at Coy Pond and Hamworthy Park, supporting the 'Love your Parks Week'.

Julie Herring's own Fine Art painting includes seascapes (mostly encapsulating the changing light); semi-abstract landscapes; and assemblages using natural materials.

"I often paint from memory, capturing a mood of place or reflect on various viewpoints so that the end result is an emotional response or 'feeling of place'. I'm influenced and inspired by Turner (capturing light) and many of the St Ives artists, particularly Paul Feiler and Peter Lanyon. I also enjoy 'Land and environmental art', ie Richard Long, Chris Drury and Andy Goldsworthy.

"I have been exhibiting since 1997 and have sold my paintings and drawings in local and regional galleries. In 2007, I sold my work in Caro Foss Fine Art, London and was represented at the Affordable Art Fair in Battersea Park. Some of my work can be viewed on display at earth studio."

Julie is also Freelance Curator who has helped to select, display and promote local, regional and international artists at various venues. Recently, she worked at Durlston Castle during the 'Cape Farewell' (Climate change) exhibition 'Exchange' that showcased recent work by renowned land artist Chris Drury and his wife, writer/poet, Kay Syrad



Julie's artwork and collections can be viewed from her studio in forthcoming 'Sale Days' and enquiries can be made to her directly at info@earth-art.org.uk or tel 07720 353454.

**Drawing Courses
Starting from October 2015**

**Drawing from nature (for beginners and improvers)
Tuesdays, 10.30am - 12.30pm, or 2 - 4pm; 10 weeks, £100
held at earth studio, Ashley Cross**

**Life drawing (for all abilities)
Mondays, 6.30 - 8.30pm; 10 weeks, £190
held at Poole Painting studio, with life model & tuition**

**earth studio
Unit 5, The Old Parkstone Dairy
in Ashley Cross**



In contrast to Julie's work is Lilliput-based urban artist and tattooist Neil Bennett.

Following a career move from construction to ink, Neil followed his dream to pursue a love of tattooing and painting. He says: "After leaving school at GCSE level and going straight into a career in construction for many years, I realised that I wanted to retrain as a tattooist. This led to practicing more of my own personal artwork, I taught myself with perseverance, patience and the wonderful world of the web."

Following a stint living in New Zealand for two years, Neil's passion for the world of tattooing came about. Spending time with a friend who had a studio there, Neil became fascinated with the industry and soon realised that he too would like a studio of his own. "I had to brush up on my art and learn different mediums before I could transfer my skills to tattoo art, which is a highly skilled art form". Neil continues.

This soon led to Neil opening his own studio in February 2013 called First Electric Tattoo. Nestled at the back of the American style surf shop and café Coast in Lilliput, the First Electric Tattoo is of a different ilk to most high street 'tattoo parlours'. Featuring 'New York Loft Style' décor, with exposed brickwork walls and vintage furniture, one is quick to realise that this is a creative space. Neil's own paintings adorn the walls, from an elephant to super hero portraits; the eclectic mix proves that Neil is drawn to many styles of art.

"First Electric has been a great project, trying to infuse my love for tattooing and a relaxed retro feel of skate and surf which I love too."

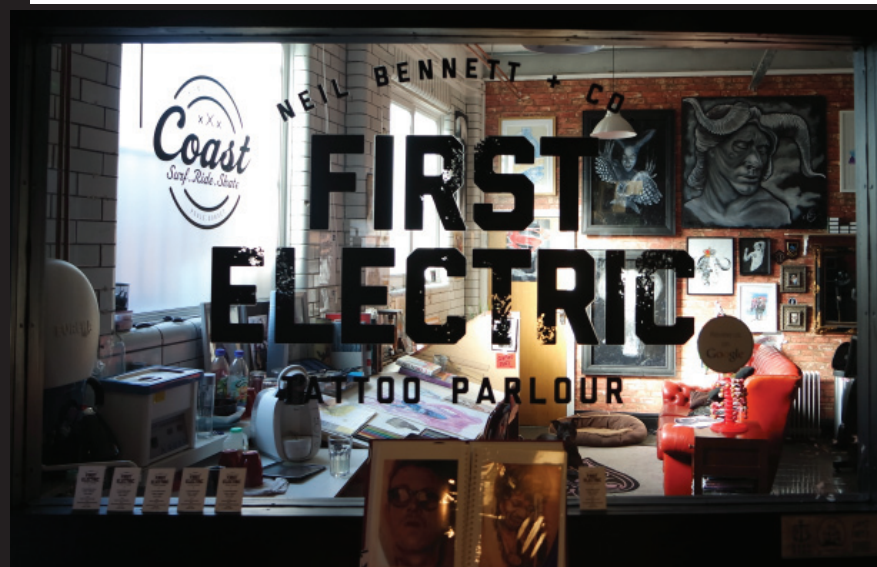
It is easy to put Neil's work into the 'Urban Art' bracket, but both his tattoo portfolio and paintings cannot be pigeon holed into one sector, as they are all so varied in influence and style.

Neil explains: "I have a mixed style, if the tattoo idea appeals to me then I will design something up for the customer and go from there. So it can range from old school pin ups to Realism portraits and abstract art.

"I have so many influences in the art world but my favourite oil painters are Robin Eley and Alexandra Manukyan. As for Tattoo artists; Dan Chase, David Corden and Samantha Ford and are all incredible at what they do."

For more information about Neil, please contact:

FIRST ELECTRIC TATTOO PARLOUR
91 Salterns Rd.
Poole, Dorset BH14 8BL
01202 735 387
info@firstelectrictattoo.com
www.firstelectrictattoo



It's a lavish life in Westbourne with a cinema and new health food café

Home to one of the UK's smallest cinema's, Lavish Life in Westbourne's buzzing arcade is re-launching this month with a new 'healthy living menu'.

Owner, Paul Whitehouse, says: "we are about to relaunch the cafe with a completely new style of menu for Westbourne. We are aiming to sell a modern healthy range of food, granola's and yoghurts, juices, comprehensive selection of healthy vegetarian foods, filling salads etc. I spend a lot of time in London where catering offers healthy choices and that's what we want to bring down to Bournemouth."

Having grown up in Bournemouth and then forging a successful career in London, Paul wanted to make a dream of his into reality by opening a coffee shop / art gallery concept in the heart of Westbourne. The journey wasn't as easy as he envisaged and after somewhat of a fight to get planning passed, he finally set up shop and started trading, opening Lavish Life to the public and their dogs (Paul is a avid dog lover and furry friends are very welcome in Lavish Life).

Adding to the Lavish Life offering, the Bournemouth Colosseum was opened, featuring an intimate and luxurious 19-seat cinema in the basement. The first cinema for Westbourne since The Grand was converted into a bingo hall in the 1970's.



Paul says: "Once booked the event can be tailored as the organiser wishes. Any film or films can be shown and food arranged or provided. Quite often the birthday person provides drinks on arrival, then there's a first 30 minutes comedy film (Fawlty Towers or Blackadder etc), a break for food and then the main film event. Kids parties are usually Saturday or Sunday afternoons and we usually have the food upstairs in the cafe from where the children are collected by their parents.

He concludes: "Westbourne for me is more of a shopping and eating destination and hopefully will become somewhere to go for a full day or night out. With more restaurants that are individual and different opening up it gives people more variety and choice and it's great to see the constant change."

For more information or film listings visit:
www.bournemouthcolosseum.co.uk



@lavishlifebmth



[lavishlifebmth](https://www.facebook.com/lavishlifebmth)



Paul comments "A short while after opening the café, we decided to convert the basement into the cinema and after a lengthy process of a planning application, obtaining various council licences, filmbank licence and satisfying everyone from the environmental noise reduction team to the fire brigade...permission was granted and we formed the members club. The Colosseum name came up as a joke as it stands for exactly what we are not..." However the name has stuck and Bournemouth Colosseum is very popular with locals and tourists alike.

"We have almost shown 1,000 films now ranging from 1920's up to the latest hits. We show subtitled foreign films on a weekday night, hold adults and kids birthday parties, company training days, special interest group meetings and show live BT sport. Last year we started our supper club evenings, which have proved very popular, people come along and have a two-course meal and see the film for £15. They almost always sell out and are great fun." Says Paul.

Paul continues: "By far the most popular films we have shown are Mamma Mia and Grease (the sing-a-long versions), Breakfast at Tiffany's, Bladerunner, Back to the Future and a lot of last years big films were busy screenings for us - Whiplash, Boyhood, Still Alice and my favourite - Northern Soul. Its a Wonderful Life is by far the most popular Christmas film.

"The Rugby World cup will be great fun, we intend to show every game. People are welcome to pop in and watch the game on the big screen with stadium surround sound turned right up! A few nibbles will also be on hand for hungry souls."

The private parties at Bournemouth Colosseum are a big hit, a unique idea for a birthday party or celebration. An afternoon the cost is £145, a midweek evening £195 and a weekend evening £245 – split between 19 people is very cost effective.



BOURNEMOUTH COLOSSEUM

THE UK'S SMALLEST CINEMA

FILM SCHEDULE - OCTOBER 2015

For a full listing of films and events between now and Christmas, visit
www.bournemouthcolosseum.co.uk or call 01202 769092 to book

Friday 2nd October

7.30pm - Whiplash (2014)

Saturday 3rd October

11am - Frozen

Monday 5th October

7.30pm - Get Carter (1971)

Tuesday 6th October

7.30pm - Godfather (1972)

Friday 9th October

7.30pm - Made of Stone (2013)

Saturday 10th October

7.30pm - Rugby World Cup:-
England V Uruguay

Monday 12th October

11am - Casablanca (1942)
2pm - Blazing Saddles (1974)
7.30pm - Rear Window (1954)

Tuesday 13th October

11am - The Untouchables (2011)
2pm - The Departed (2006)
7.30pm - Foreign Film Tuesday:-
Le Grand Bleu (1988)

Wednesday 14th October

11am - Citizen Kane (1941)
2pm - North by Northwest (1959)
7.30pm - 20 Feet from Stardom (2013)

Thursday 15th October

11am - Saving Private Ryan (1998)
2pm - Interstellar (2014)
7.30pm - Mad Max : Fury Road (2015)

Friday 16th October

11am - Good Will Hunting (1997)
2pm - Heat (1995)

Saturday 17th October

11am - The Lion King (1994)
3pm - Rugby World Cup quarter final
Winner Pool B v Runner up pool A
8pm - Rugby World Cup quarter final
Winner Pool C v Runner up pool D

Sunday 17th October

4pm - Rugby World Cup quarter final
Winner Pool A v Runner up pool B
8pm - Rugby World Cup quarter final
Winner Pool D v Runner up pool C

Monday 19th October

11am - West Side Story (1961)
2pm - The Sound of Music (1965)
7.30pm - French Connection (1971)



Tuesday 20th October

11am - The English Patient (1996)
2pm - Million Dollar Baby (2005)
7.30pm - Foreign Film Tuesday:-
Amelie (2001)

Wednesday 21st October

11am - The Hurt Locker (2008)
2pm - Argo (2012)
7.30pm - Birdman (2014)

Thursday 22nd October

11am - The Apartment (1960)
2pm - The Italian Job (1969)
7.30pm - Supper Club night - 2 course
meal and film £15 per person.
Leon - The Professional

Friday 23rd October

11am - L.A Confidential (1997)
2pm - Strangers on a Train (1951)
7.30pm - Mission Impossible (1996)

Saturday 24th October

11am - Mary Poppins (1964)
4pm - Rugby World Cup semi final -1

Sunday 25th October

4pm - Rugby World Cup Semi-Final - 2

Monday 26th October

11am - Rush (2013)
2pm - Annie Hall (1977)
7.30pm - Still Alice (2014)

Tuesday 27th October

11am - 12 Years a slave (2013)
2pm - Shutter Island (2010)
7.30 pm - Foreign Film Tuesday:-
La Haine (1995)

Wednesday 28th October

11am - Roman Holiday (1953)
2pm - The Deer Hunter (1978)
7.30pm - The Big Lebowski (1998)

Thursday 29th October

11am - Wild (2014)
2pm - The Artist (2011)
7.30pm - Supper Club Horror night:-
2 course meal and film £15 per
person: The Evil Dead (2013)

Friday 30th October

11am - Slumdog Millionaire (2008)
2pm - The Kings Speech (2011)
7.30pm - Mamma Mia (Sing-a-long)

Saturday 31st October

11am - Big Hero 6
7.30pm - The Exorcist

Maintenance Massage

Juliet Miller

Messages on massage from Juliet Miller

In recent years the NHS has introduced 'personal health budgets' for people with long term health conditions, giving patients more control and choice over their healthcare and support. Any spending is agreed in conjunction with medical professionals.

I listened with interest to a radio programme recently as callers expressed outrage that people were spending part of their budget on massage? How indulgent, spending NHS money on decadent treats such as massage therapy!

Massage comes in many forms, and whilst a massage in a spa can be pure luxury, clinical research demonstrates that remedial massage can be effective for lower back pain, reducing blood pressure, decreasing anxiety and stress levels, to name a few.

Many of my regular clients have treatment to manage long term conditions which provides them with a sense of control over their condition.

I am introducing a loyalty scheme for regular clients where every 8th massage is free! In addition to rewarding loyalty it encourages clients to attend regularly, this is important as the effects of massage are cumulative, people sometimes drift away once they start to feel better only to re-appear months later when symptoms return.

Having a 'maintenance massage' every 4-6 weeks is ideal.



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It's Alan Davies...

With a 25-year career behind him, Alan Davies is looking forward to returning to Dorset with his 'Little Victories' tour.

Following the phenomenal success of his 55 date UK tour of *Little Victories* in 2014, Alan Davies is conducting a further 15 dates this Autumn including a stop off at *The Pavillion, Bournemouth*.

Probably best known as the much-loved resident dunderhead on *QI* or the star of iconic 90's television series *Jonathan Creek* – Davies began his career in stand-up comedy in 1988. Delving a little into his bio, Davies has been winning awards here, there and everywhere since starting out a quarter of a century ago! Including *Time Out Best Young Comic* in 1991, BAFTA's and National TV Awards to boot.

His TV career took off in 1996 when he took the eponymous role of *Jonathan Creek*, in 2001 played Bob in Russel T Davies' *Bob & Rose* and the lead role in two series of the ITV1 legal drama, *The Brief*. More major roles followed including sitcom *Whites* and in 2011 Alan co-wrote and starred in a short film for Sky One; part of its *Little Crackers Christmas* season.

Alan starred in a new series of *Jonathan Creek* in 2014 and recorded another series of *QI* and the second series of his hugely popular show *As Yet Untitled*.

The Green caught up with the comedy genius and TV star ahead of his *Pavillion Bournemouth* appearance on Saturday 28th November.

After such an illustrious career spanning over two-decades, both on screen and on stage, do you still get a buzz out of performing live?

"I love performing live, it was how my career began and I believe it is what I do best. It is great to have the freedom to perform what I want and that there is no barrier between me and the audience."

Tell us a little bit about 'Little Victories' and what the audience can expect?

"It is two hours of stand up, I have been performing it for one and half years now so it is well established, well worked out and of course very funny throughout! It is about family – so my relationship with my father and most of all my kids. It will appeal to anyone that has children or anything to do with children. There is something for everyone."

You took some time away from performing live, how did it feel to return with the last tour 'Life is Pain'?

"I took ten years away from the stage and it was so gratifying to be so well received on my return. The tour started in Australia and we really underestimated demand for tickets so had to add in extra shows. It was a huge success! I had lots of ideas for material left over when 'Life is Pain' finished so decided to take the plunge and do another tour, 'Little Victories'. I have been touring non stop for four years now!"

Do you prefer TV or stand up?

"I have been very fortunate with my career and lucky enough to enjoy everything that I have worked on. I like to mix it up and do different things to keep it all fresh. However, the touring has been great as it means I get to spend more time with my children. I tend to leave for a show in the afternoon and sometimes am able to come home after the show. I Facetime them before every show starts and say goodnight, as it coincides with their bedtime."

What piece of advice would you give a budding comedian, hoping to make the big time?

"My main piece of advice is to keep doing as many gigs as possible, also face the front and keep talking! Being funny and writing original material also helps of course, but without getting out there and doing live stand up as much as possible you won't get anywhere."

Venue: The Pavilion, Bournemouth
Date: Saturday 28th November
Box Office: 0849 576 3000
Online: www.bic.co.uk

Autumn fashion

by *The Green's* resident stylist, *Xanthe Grace*

It seems like summer never really quite got going this year and low and behold before we know it we are now firmly in September, and starting to think about our Autumn wardrobe and what delights there are to tempt us in the shops.

I have been scouring the rails and finding out what are the must have items to update our wardrobes and see us into the cooler days.

There is one overriding trend that can't be escaped this autumn and that is the 70's. The fashion world is determined to make us fall in love with the decade that fashion forgot. So I have picked the best looks that are a nod to that era, without going all out for the look. Brown is the colour of the season in all its forms. However mixing with brighter colours can take the edge off its intensity.

I really love this look from Mint Velvet. The skirt (£149) and boots (£189) hit the 70's vibe and the shirt breaks it up from looking too over the top. **(1)**

There are lots of sleeveless waistcoats around this autumn and they definitely tick the 70's vibe box. This version is from Topshop and is £42.00. **(2)**

This dress is from Mango and is £49.00 and teamed with a denim jacket, it can look fashion forward without trying too hard. **(3)**

These gorgeous brown suede boots are from H & M and come in at £115. They inject the feel of the 70's but aren't too out there. **(4)**

This poncho from Mango is £39.99 and teamed with a pair of skinny jeans brings the look right up to date. **(5)**

Within the 70's theme there are various micro trends. One of them is fringing, which is everywhere. Handbags, boots and jackets all feature fringing details this autumn. At the luxury end of the scale there is this beautiful jacket by Saint Laurent, which is an eye-watering £2,535. **(6)**

Topshop's version is a rather more purse friendly £175. **(7)**

These ankle boots are from River Island (£75) and also feature fringing. **(8)**

Velvet is also going to be big news this autumn which may be rather an alarming prospect, however if it is kept to accessories the look may not be as daunting as first thought.

These cute red shoes are from Topshop at £125. **(9)**

If you are going for more of a statement piece, Boden is featuring this eye-catching blue jacket (£129). **(10)**

Culottes have been around for several seasons now and they are continuing to be big news, however I treat this trend with some caution. This look by Zara is one way of experimenting with the trend without the leg-shortening effect being too dramatic (£29.99). **(11)**

If you are feeling fashion-forward then these Topshop culottes (£40) will definitely make a statement. **(12)**

Finally good news, if like me you feel the cold, the duvet coat is back. Well it never really went away if you are a keen skier and like to hang out with après ski crowd. However this autumn they were featured in several designer collections such as Max Mara and Hermes, which is why it has returned to the spotlight.

Moncler is a highly sought after French label and this is their entry-level coat (£795). **(13)**

Another stunning high-end German label is Bogner (beloved of Russian oligarchs on the Courchevel slopes). It is available in the UK at white-stone.co.uk. This particular coat is £1599. **(14)**

For a more accessible look this Phase 8 coat is £175. **(15)**

xangrace@btinternet.com



How to keep fit this autumn

The Green caught up with local fitness gurus *Noirin Burke and Michael Sharp*, who run the newly opened *Ocean Fitness studio* in Parkstone, to chat about keeping that summer body in trim and staying fit for autumn.

"As the colder weather sets in and we don't have getting that bikini body to keep us motivated, some people can struggle not to put on the pounds during autumn and winter months. You need to change what you are doing with your training to prevent a fitness plateau. Every four-six weeks, slight changes will make the biggest difference. If you were outside a lot doing more cardiovascular exercises in Summer, that's great but the winter weather can deter many people. Trying other forms of exercise such as group classes or individual training programmes can be a great way to overcome this issue, at Ocean Fitness you get both."

"By booking an event for spring – such as a half marathon, 10K or a local triathlon gives you something to aim for and helps you to maintain your training goals. Likewise, setting yourself an end of year target can be a great way to stay motivated in the winter months, have a fitness goal, is there anything you want to achieve by Christmas?"

"Read articles about nutrition, eating for your goals is over 70% of getting there, the other 30% is the exercise part, it is that important. Check out the Ocean Fitness Facebook page for advice and healthy recipes and alternatives."

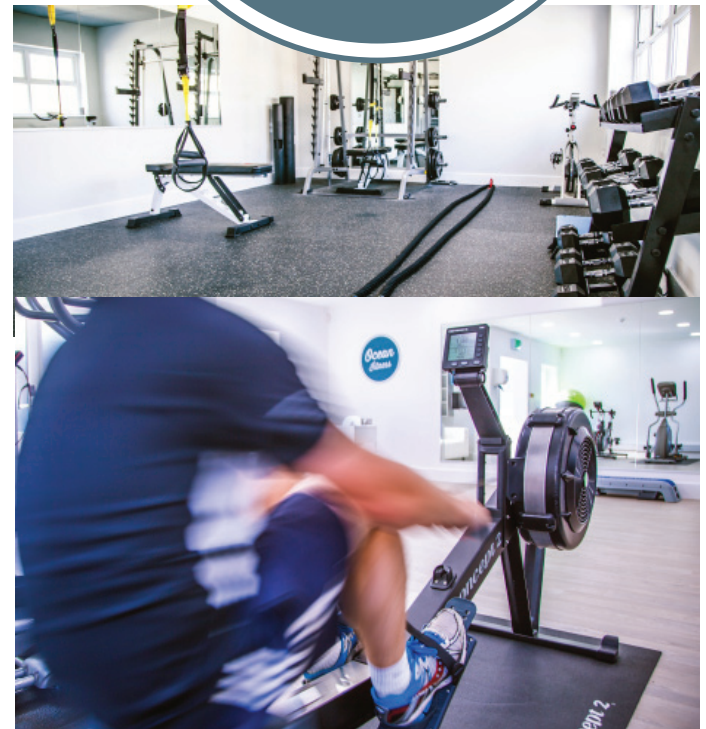
About Ocean Fitness

Ocean Fitness is a private and exclusive personal training studio in Parkstone. The team specialises in giving the best personal training and health and fitness advice in a very private setting. There are private changing and shower facilities, off road private parking spaces, expert advice and a friendly team. This coupled with the most up-to-date cardiovascular and functional equipment makes *Ocean Fitness* the place to achieve your goals.

On offer are individual and small group personal training sessions as well as having the best local exercise instructors giving classes on Yoga, Pilates, Metafit and Boxercise.

Ocean Fitness
Ground Floor
1 Victoria Road
Poole, Dorset BH12 3BA

Phone: 01202 375450
www.oceanfitnesspoole.co.uk



East Dorset Lawn Tennis and Croquet Club

The East Dorset Lawn Tennis and Croquet Club is a friendly and inclusive club for all the family, with a lot to offer.

It caters for all ages and abilities of tennis including taster sessions for three to eight year olds, wheelchair tennis, group coaching sessions for juniors and adults, regular mix in sessions as well as friendly American doubles tournaments with prizes.

The club features six floodlit Astroturf courts, four floodlit hard courts and nine grass courts. There is plenty of opportunity to play in the evenings and rarely a need to book. As well as the impressive array of courts, there is also a clubhouse with bar and café, each providing welcome refreshments to players and spectators alike.

For those interested in competitive tennis, the East Dorset Tennis Club teams compete at all levels from National Club League to interclub matches in the Dorset League. Box leagues are organised for those who prefer to play singles. It also hosts an Open Junior Tournament in August that now includes an over 18 singles event and has just held the first annual LTA Open Seniors Tournament. Watch out for some upcoming special events such as the Skittles evening on September 26th.

SPECIAL TASTER DAY ON OCTOBER 3rd

Everyone is welcome! Come and join in with the activities, even if you have never played before. Rackets and balls will be available to use. If the weather prevents play, just come and sample the cakes in the café.

For more information about our club visit our website

www.edltcc.com

Hotel du Vin - Poole

The Green's Gracey Williams pushes the boat out at HdV



Arriving at Hotel du Vin & Bistro, Poole, on a dark and rainy evening felt like being transported back in time to a Dickens novel. The graveyard opposite was gloomy and atmospheric, the only light the dim of the streetlamp and even a tall ship in the harbour!

It is a boutique hotel, located in the heart of historical Poole Quay, offering rooms with roll-top baths, large breakfasts, a Parisian-style bistro, wine tastings and a terrace.

Built in 1776, as the 'Mansion House' for the Mayor of Poole to entertain guests, the building has been lovingly refurbished to reflect its nautical past, while adding typical du Vin panache.

The house is vast, impressive and ivy-clad, original stone stairs and classical columns greet you, with flickering ship's lanterns lighting the way. This little hideaway sits in the Old Town next to a pretty church and a cluster of heritage buildings including the splendid twin-staircase Guildhall dating from 1761.

The comfy sofas and low beams that deck the interior are cosy and welcoming, the reception features a vivid mural depicting the Poole good life (staff were apparently used as models). Entering the bar area, guests are first greeted by 'The Laroche' tasting room, which of course, is stocked with wines from around the globe. As the name suggests, the bistro has a superb wine list and the staff know it inside out, offering genuine advice and interesting narrative upon ordering.

The Hotel du Vin collection has made a worthy name for itself through its French-style bistros, and Poole is no different. The restaurant is smart, cosy and inviting, without the pomp and ceremony of starch white table clothes and napkins.

Set at the back on a lower level with wooden floors, clubby furniture and a lovely cobbled outside terrace for when the weather cooperates. The courtyard features a sail-like awning to further enhance the nautical theme.



The menu offers an appealing mix of hearty and affordable fare, including a choice of plats du jour and delicious desserts with a range of French classics and more modern dishes. Every appetite is catered for, from lighter options such as salads to the more filling. Allergies and special diets are also covered, with the knowledgeable staff informing confidently of what is and isn't suitable on the menu.

The extensive choice of starters is particularly good and priced from just £6.95. The 'Shetland scallops with sauce vierge' (£12.95) is an absolute must for shellfish lovers, with the freshest of scallops that simply melt in the mouth, rich butter and Mediterranean-style vegetable accompaniment.

Main courses offered a good choice of meat, fish and vegetarian options. With French classics such as 'moules marinière' and 'steak frites' both in-house favourites. Opting for the steak frites (£20.95) does not disappoint, a very large piece of tender meat accompanied by a sauce of choice and a HUGE portion of the most delicious, salty, crispy frites! The vegetarian option was also very nice, a warm salad of grilled globe artichoke, (authentic) buffalo mozzarella and preserved lemon (£13.95).

The showpiece of the meal however, was the crepe suzette soufflé (£6.95) for dessert! A small pancake with cream and sauce is NOT served, instead an opulent soufflé, baked to perfection that would be at home on Marie Antoinette's dinner table. It was incredible. The crème brûlée also needs a special mention, as is the timeless French dish at its best.

**Reservations can be made by visiting
www.hotelduvin.com or calling 08447489265**

Hotel Du Vin, Thames Street, Poole, BH15 1JN

GOURMET RECIPE

Recipe by Oli Perron
head chef
www.lunchd.co.uk



'Dorset Courgetti Western' Stir-fried veg with courgette noodles

'Courgetti' is the new name for spiralized courgette noodles, which ends up looking like spaghetti or noodles, but made with veg! It's a great way to replace pasta in dishes, the difference between 100g of pasta and 100g of courgette is about 300kcal, so second helpings or thirds never feel quite so bad.

And for our next trick... we whizz up all the sauce ingredients in a blender before pouring onto the already caramelised wok fried-veg. This ensures all the ingredients are equally distributed, and also saves you a bit of time chopping.

We've been spiralizing courgettes, carrots and sweet potato all summer for salad and pasta dishes and as my cooking brain moves from Summer to Autumn with our new menu, I thought I'd share one of our new stir-fried style salads. We call it 'Spice by South West' Asian inspired but of course made with Dorset produce. It can be eaten hot from the wok or turned it into a salad for next day's for lunch.

Ingredients

Courgetti
2 courgettes - one per person to be spiralized
3 slices of Halloumi

Wok Veg

1 red onion, sliced.
1 carrot, peeled and sliced at an angle
Glug of ground nut oil
1 red pepper, sliced.
Handful of Mushrooms (Oyster or Chestnut)
1 head of broccoli floret.
Cavolo Nero (italian black cabbage) stalks off cut into strips.
3 pak choi, sliced

The Sauce

Half a bunch of coriander
Chunk of ginger
5 tablespoons dark soy sauce
4 tablespoons Oyster sauce
1 red birdseye chilli
Splash of sweet chilli sauce
1 clove garlic
Handful of Crushed peanuts

To serve

Peanuts
Rest of the coriander
Drizzle of Sesame oil

Equipment

1 spiralizer
1 griddle pan
1 large wok

Method

1- Wash, then top and tail courgettes so they are flat to hold in your machine.

(See instructions on your specific machine). Place to one side once spiralized, this will be added near the end.

2- Chop the main stalks off the coriander bunch, peel the garlic clove then add all the 'Sauce' ingredients into your blender until smooth. This will be added once the veg is almost done.

3- Heat the pan with a little ground nut oil.

4- Cut into thick strips then lightly grill your Halloumi to get slightly golden, remove and leave to the side. Don't add to the wok as it will make the veg stick to the pan.

5- Heat the wok until very hot then add the sliced onions, peppers, carrots and mushrooms. Leave to caramelise for a few minutes before moving round the wok, then add in your halloumi strips again. Add the broccoli florets last.

6- Then pour all your blended sauce mixture into the wok, move around to ensure a good coating.

7- Now add the pak choi and sliced cavolo nero greens along with your courgette spirals, this will cook down in around 90 seconds with the heat.

Ready To Serve

Add the remaining chopped coriander, a handful of smashed peanuts and a drizzle of sesame oil for a deep rich flavour.



Keep it local

with Holly Palmer from Patricks

Holly Palmer, manager of the ever popular Patricks Bar and Restaurant in Ashley Cross shares what she loves about the area...

What does Ashley Cross mean to you?

"Ashley Cross is a friendly community with lots of independent businesses who interact and support each other."

Tell us a little bit about Patricks?

"Patrick's is a restaurant and bar that also offers event catering and much more. We are a friendly local business with excellent food and a fantastic array of refreshments. Our motto is 'We never say NO' and we can facilitate all requirements."

What makes Patricks Bar and Restaurant so popular with locals?

"Patrick's is popular and we have many regular customers. We make sure that we provide an excellent service and we appeal to all members of the community."

What do you like most about Ashley Cross?

"We like the fact it's full of the independent businesses and everyone knows everyone; it's a small family unit."

What does the future hold for Patricks?

"The future is to increase our event catering side of the business and to continue serving our loyal and new customers."

1 Bournemouth Rd, Poole, Dorset BH14 0EG
01202 734000 www.patricksrestaurants.co.uk

WIN

A family day out for 4 at Compton Acres



Highly regarded as one of the finest privately owned gardens in the UK, Compton Acres is offering a day out for a family of four.

One lucky family will win a day's pass to explore Compton Acres' phenomenal gardens – unlocking a whole new world on your doorstep!

After you have finished exploring, Compton Acres will help you re-energise with a delicious two course, home-cooked meal for two adults and two children in its renowned tearooms.

To enter, simply email compo@leaderandco.com quoting 'Compton Acres Family Day Out' in the subject line, followed by the name of your family and contact telephone number.

Terms and conditions: Prize cannot be swapped for other services or monetary value. Prize is not to be used in conjunction with any other offer.



Compton Acres Cafe and Tearooms

Family friendly, cosy atmosphere and fantastic Sunday lunch at Compton Acres Café and Tearooms...

Famed for its stunning ornamental gardens spanning across 10 acres and filled with plants from across the globe, Compton Acres is a local treasure. Taking visitors on a journey from the splendour and romance of Italy to the vibrancy and colours of Japan. More than just beautiful gardens though, Compton Acres features a lovely café and tearoom, two gift shops and garden centre.

The café and tearooms are a great place to refuel after a long walk around the gardens or simply pop in for lunch, afternoon tea, snack or just coffee. The traditional Sunday lunch is particularly popular and The Green was lucky enough to sample it.



Warm, friendly and relaxed, the café and tearooms are also dog friendly, both inside and outside, which really makes it stand out from other establishments in the conurbation. Children are also very welcome and well catered for with toys and books to play with, highchairs, changing facilities and great kids menu.

The main menu features regular favourites, which change seasonally, plus a daily specials menu. All food is cooked onsite by Head Chef, Viv Bronson, and her talented team. Allergies, diet and food preferences are catered for without a quibble and the menu features many gluten free and vegetarian options.

The traditional, home cooked roast was particularly popular with most diners ordering it, plus there is the option to make it veggie. It features a choice of two meats, gorgeous 'proper' roasties and plenty of fresh vegetables including cauliflower cheese, green beans, ratatouille plus the traditional bread sauce, stuffing and gravy.

The roast also comes in three different sizes to suit all appetites; regular, senior and a child portion. It is great that they offer children a healthy, home cooked meal rather than frozen, fried options. As well as the roast the menu has a good mix of options, from fish and chips or poached salmon with all the trimmings to tempting salads, risotto, freshly made sandwiches (also available gluten free) and afternoon tea.

Should one fancy a tipple, the café and tearoom is fully licensed serving a variety of wines, beer and cider. There is also a good selection of soft drinks including Orchard Pig and Belvoir cordials plus hot drinks such as coffees, teas and hot chocolate.

As well as the fantastic savory menu, visitors be warned, save room for something sweet! The cake selection is to die for, all baked at the inhouse bakery. The gluten free pear cake was still warm from the oven and melted in the mouth, full of fresh pear and so light – Mary Berry would be very impressed!

A great menu, big portions and fantastic service means that the Compton Acres café and tearooms gets two big thumbs up from The Green and a return visit is certainly on the cards.

Compton Acres Café and Tearooms:

Monday to Saturday from 9.00am until 11.30pm - Sundays from 9.00am until 11.00pm

164 Canford Cliffs Road

Poole Dorset

BH13 7ES

01202 700778

www.comptonacres.co.uk

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Your guide to Deeds of Variation



What is a Deed of Variation?

A Deed of Variation is normally used to refer to post-death variations or rearrangements of Wills, intestacies (where someone has died without a will) and other plans taking effect on death.

In simple terms, the original beneficiary can sign a Deed of Variation in order to make a gift and to redirect all or part of an inheritance.

Why use a Deed of Variation?

There are many reasons why it may be desirable to redirect an estate, for example, to balance the differences in the finances of the beneficiaries (perhaps from a wealthy sibling to a poorer one) or to pass the inheritance on to the next generation rather than swelling the estates, which will be taxable, or wealthy parents to struggling grandchildren.

Alternatively, skipping a generation or making a Discretionary Trust are ways in which Deeds of Variations can be used to alter the Will of a deceased to reduce Inheritance Tax liability.

Choosing to vary the assets into a trust, may ensure that the assets are protected for generations to come whilst still allowing you access to the assets to use as you wish and protecting them against risks such as:

- Divorce settlements
- Long term care fees
- Marriage after death
- Creditors and bankruptcy
- Further taxation

Is there a time limit?

If a Deed of Variation is to take retrospective effect for the purposes of Inheritance Tax and/ or Capital Gains Tax, the Deed must be completed within two years after the death and contain the appropriate tax statements. HMRC will then treat the gift as having been made by the deceased person and not by the original beneficiary.

Can I make more than one change?

It is not possible to carry out more than one variation in relation to the same asset, but several variations in relation to different parts of an estate are possible. A Deed of Variation can be effected even if the administration of the estate has been completed and assets have been distributed.

A Deed of Variation can present a major tax planning opportunity. It should be considered in virtually all cases. If you require further information, please contact **Suzie Clayton** or **Adam Scott** at **Humphries Kirk LLP** on **01202 715815** by email s.clayton@hklaw.eu or a.scott@hklaw.eu



Pay Rises

Should you be giving or getting one?



Whether you are an employer or an employee it may be important for you to know that the *National Minimum Wage* increases on October 1st 2015.

Employers may need to review the rates at which they pay their wages and workers may be entitled to an increase in their pay!

The National Minimum Wage rate is reviewed each year by the Low Pay Commission and any rate changes are introduced in October each year. There are different levels of National Minimum Wage, depending on your age and whether you are an apprentice. The existing rates, and the new rates to be effective from 1 October, are as follows: -

	Hourly Rate from 1 Oct 2014	Hourly Rate from 1 Oct 2015
The main rate for workers aged 21 and over	£6.50	£6.70
The 18-20 rate	£5.13	£5.30
The 16-17 rate for workers above school leaving age but under 18	£3.79	£3.87
The apprentice rate, for apprentices under 19 or 19 or over and in the first year of their apprenticeship	£2.73	£3.30

It is important to note that the new rates, which come into force 1 October 2015, apply to pay reference periods beginning on or after that date. There are a number of exemptions to those who receive the National Minimum Wage.

The most common exemptions are as follows: -

- The genuinely self-employed. Company directors who do not have contracts of employment.
- Child workers - anyone of compulsory school age (i.e. until the last Friday in June of the school year they turn 16).
- Students doing work experience as part of a higher education course
- People living and working within the family, for example au pairs.
- Friends and neighbours helping out under informal arrangements.

- Members of the armed forces.
- Certain government schemes at pre-apprenticeship level
- Government employment programmes.
- Some other trainees on government funded schemes or programmes supported by the European Social Fund.
- Volunteers and voluntary workers.
- Religious and other communities.

All other workers including home workers, agency workers, commission workers, pieceworkers, part-time workers and casual workers must receive at least the National Minimum Wage. The exemptions do not relate to the size of the business, sector, job or region.

What is taken into account in deciding whether the National Minimum Wage has been paid?

The amounts to be compared with the National Minimum Wage include basic pay, incentives, bonuses and performance related pay and also the value of any accommodation provided with the job.

Overtime, shift premiums, service charges, tips, gratuities, cover charges and regional allowances should not to be taken into account and benefits other than accommodation are also excluded.

What rights do workers have?

Workers are allowed to see their own pay records and can complain to an Employment Tribunal if not able to do so. They can also complain to HMRC or to a Tribunal if they have not been paid the National Minimum Wage. A confidential helpline is also available (0800 917 2368).

What are the penalties for non-compliance?

Enforcement notices can be issued if underpayments are discovered and there can be a penalty equivalent to twice the hourly amount of the National Minimum Wage for each worker that has been underpaid multiplied by the number of days that enforcement notices are not complied with. There could also be a maximum fine of £20,000 for having committed a criminal offence.

Employers who refuse to pay the National Minimum Wage may also face a fine in excess of £200 for every worker they underpay. Employers have to pay back arrears they owe to workers and those who refuse to pay can be penalised.

National Living Wage

The Government will introduce a compulsory National Living Wage for workers aged 25 and above, by introducing a premium on top of the National Minimum Wage. From April 2016, the National Living Wage will be set at £7.20 an hour. The National Minimum Wage for those under the age of 25 will continue to apply.

The Low Pay Commission which currently recommends the level of the minimum wage will also recommend any future rises to the National Living Wage rate.

How we can help?

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How much does your marketing really cost?

Outsourced Marketing Director Neil Armstrong looks at internal marketing teams versus outsourcing to experts

Every business is different. Some struggle with marketing products and services 'in-house' but with no real structure or dedicated marketing department. Most business however, have invested in an internal marketing team, which essentially 'administrates' the marketing budget, with specialist agencies supporting the tactical roll-out. However, both methods are flawed and harbour hidden costs, risks and inefficiencies when compared to total outsourcing.

Have you actually looked at what your marketing really costs? Let's take a closer look at how most Companies are set-up to handle marketing, including both the internal 'administrative' marketing function and the budget available for external help.

Based on average marketing wage levels (according to the annual *Marketing Week Salary Survey*, last conducted in January 2015), the four most common marketing roles have the following 'average' salaries outside of London...

Marketing Role	Average Salary
Marketing Director	£65,500
Marketing Manager	£33,806
Marketing Executive	£24,574
Marketing Assistant	£17,455

So, let's take an example of an internal marketing department made up of all four roles, working within a Company outside of London, for a business turning over £4M per annum (I happen to know a few Companies like this locally).

The annual wage bill to essentially administer the marketing spend is £141,335. However, the firm also spends around £80,000 per year on external design, creative and campaign help and have an 'operational' marketing budget (for advertising & exhibitions etc) of £120,000 per year. The total 'admin' cost of marketing in this example is £221,335 to 'administer' an operational marketing spend of just £120,000. That's almost £2 for every £1 the Company spends, in order to run its marketing function.

This is where a total outsourced solution, paid for on a monthly fixed-fee basis can give your business the boost it needs. Instead of the internal marketing department cost, an outsourced equivalent would cost around £48,000 per annum, saving £93,335 from the 'internal' spend and a further £80,000 per year spent on the external help and support. Outsourcing in this way and in this example would save a whopping £173,335!

But that's not all! There would be further savings by way of efficiency gains, by outsourcing to a specialist strategic marketing function, which would spend the budget in a much more strategic way, maximising the results and impact of the budget, while minimising the testing and wastage. On average, this saves an additional 20% from budgets, in this example; a further £24k per annum. That's a total saving of £197,335!



Once again, that's not all! Better efficiency in budget, caused by doing more of what works and less of what doesn't, actually grows revenues too; on average, between 10% and 20% by utilising pure and strategic marketing techniques.

This would add something between £400K and £800K to the annual turnover of our example firm. That's a net efficiency gain of at least something in the region of £600K for the year, simply by outsourcing the marketing function.

You've guest it though... that's still not all! There are still the other benefits of outsourcing compared to internal departments. With my outsourced marketing offering, you get up-to eight experts working on your business at any one time, with options to cover 24/7, 365 days a year for the set monthly retainer level.

No office politics, no holiday leave, no sickness time, no testing theories with the marketing budget. Just completely bespoke expert marketing help that lowers your overheads, increases the quality of your marketing output, creates more sales and delivers better efficiency for your overall marketing budget.

Outsourced marketing contracts are available from as little as 3-months commitment and start from just £699 + VAT per month. Some packages have options to run lower monthly fees and performance bonus payments on meeting predetermined indicators, linked to turnover growth or efficiency savings. We even have options that reduce monthly commitments even further, in return for equity within the client business.

So, do the maths. Work out how much your marketing really costs and call us me directly on **0794 156 9180** to explore the possibility of working together.

The first conversation is **FREE** and would assess how much you could save through outsourcing and what potential growth can be achieved. You have nothing to lose and everything to gain!



Neil Armstrong

OMD **OUTSOURCED MARKETING DIRECTOR**

With a marketing career now in its third decade, Neil Armstrong offers expertise, experience and strategic marketing knowledge to clients from startups and SME's through to large organisations as an outsourced marketing director.

Trained at the London School of Economics as a strategic marketer (MSc Strategy and Marketing), Neil started out as a technology Journalist, contributing to over 200 magazine titles (including the World's first Internet Magazine) before forming businesses in Publishing, consulting and Marketing.

Over the years, Neil has brought a wide range of products and brands to the global market for a range of corporate clients in industries such as software, technology, publishing, professional services, retail, healthcare, books, events, festivals and films.

Why design is important to your business...

Alex Clapcott talks about the difference 'design' can make

I remember waking up early on Thursday October 6th 2011, making my habitual tea and then shuffling into my office and switching on my PC (a very usual beginning to the start of another screen day).

My PC fired up, Windows 7 sprang into life and I clicked the Google Chrome icon.

And that's when I saw it; just below the search bar...



Steve Jobs, 1955 - 2011

No Way! Steve Jobs has died!

I clicked the link. And so began an incredible journey of discovery and learning into what made this man such a powerful force of enterprise and design excellence.

I read the tributes, studied the articles, enjoyed all the quotes and then quickly devoured the brilliant Walter Isaacson book.

It was... Beautiful. Insightful. Meaningful. Magical. Historic. And ultimately tragic! So very sad this brilliant man had been struck down in his absolute prime, struck down just as the company he had founded had risen above them all. Ranked first on the US stock market and up there among the most iconic brands ever created.

So, what was it about Steve Jobs? And what is it about Apple? What is the difference that made / makes the difference?

Design! Design is the difference...

There are a stack of other companies making consumer electronics, big competitors making decent desktops and laptops. But, none have created the iconic brand of Apple, inspired the evangelical customer loyalty or crafted the beautiful range of incredibly well conceived products.

In those respects and in many others Apple is miles ahead.

And that's why I believe that design in all its manifestations is absolutely relevant to every business.

We interact with design all day everyday. Design covers pretty much everything you can possibly think of. (Try thinking about something that isn't designed?) It's all around us. Absorbing every part of our lives. It's inescapable.



Alex Clapcott is an experienced Designer, Promoter, Coach & Consultant, passionate about working with smart entrepreneur business owners who recognise it's time to do something different and who are ready to take action.

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And of course there's the natural universe – possibly the ultimate example of design creation?

Steve Jobs was a passionate, brilliant and uncompromising designer and leader, building Apple into one of the biggest companies in the world on his passion for simple user design and a great customer experience.

Because in a market full of people and businesses all claiming 'better sameness' how do you really differentiate, stand out and potentially jump the curve putting you and your business ahead of the pack? Through company culture? Through your products or services? Through creating better communications?

However, you try and differentiate I absolutely guarantee you this... that design will at some stage play a transformational role in the evolution of your business.

I've watched it happening in the work with my own clients and followed with interest as the Internet has been slowly transforming from the 'word web' to the 'watch web'.

The simple fact is this. The majority of people are very visual. And business is all about people. (Did you know the brain processes visual information 60,000 faster than reading words?)

Think about it for a moment. Seeing is immediate understanding. Reading and then trying to make a visual picture of what you are reading requires an additional brain function.

Visual communication works faster than words. It's a fact! So show your customers don't tell them!

And finally,

Design in my opinion is about a few things:

1. **What something looks like...**
2. **How it actually works...**
3. **What it communicates...**
4. **And how it leaves you feeling...**



And I reckon that pretty much covers a decent chunk of what most businesses are about.

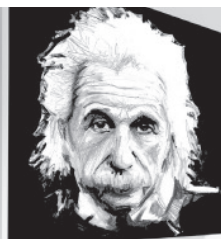
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