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# NEWSLETTER

**CHORLEY  
& SOUTH  
RIBBLE  
BUSINESS  
CLUB**

March 2004

## So you think you are smart eh?

Graham Archer, in the past, challenged members with a Logic Test, which many of us failed miserably. I have come across a different version so here it is, a bit of fun for you... Below is a very private way to gauge your loss or non-loss of intelligence. So take the following test presented here and determine if you are losing it or are still a MENSA candidate. OK, relax, clear mind and...begin.

1. What do you put in a toaster
2. Say "silk" five times. Now spell "silk."
3. What do cows drink?
4. If a red house is made from red bricks and a blue house is made from blue bricks and a pink house is made from pink bricks and a black house is made from black bricks, what is a greenhouse made from?
5. It's twenty years ago, a plane is flying at 20,000 feet over Germany. If you will recall, Germany at the time was politically divided into West Germany and East Germany. Anyway, during the flight, TWO of the engines fail. The pilot, realizing that the last remaining engine is also failing, decides on a crash landing procedure. Unfortunately the engine fails before he has time and the plane crashes smack in the middle of "no man's land" between East Germany and West Germany. Where would you bury the survivors - East Germany or West Germany or in "no man's land"?
6. If the hour hand on a clock moves 1/60th of a degree every minute then how many degrees will the hour hand move in one hour
7. Five frogs are sitting on a log. Four decide to jump off. How many are left?
8. Without using a calculator - You are driving a bus from London to Milford Haven in Wales. In London, 17 people get on the bus. In Reading, six people get off the bus and nine people get on. In Swindon, two people get off and four get on. In Cardiff, 11 people get off and 16 people get on. In Swansea, three people get off and five people get on. In Carmarthen, six people get off and three get on. You then arrive at Milford Haven.  
What was the name of the bus driver  
Easy wasn't it! Do check your answers overleaf though.

## [www.ifa-nednaylor.co.uk](http://www.ifa-nednaylor.co.uk)

Just a short note to introduce myself to business club members and a little bit of information on my re-engineered Independent Financial Advice practice.

The Practice covers all areas of advice and planning, such as Residential Mortgages, Pension plans, Life Assurance, Investments and Income Protection and our web site services page also offers you the opportunity to purchase Home Insurance online using the Central Electronic Trading Agency bespoke quotes comparison system or obtain quotes for Life Assurance etc.

Some years ago, I became dissatisfied with the tarnished image we had and I vowed that I would steadily work towards adopting a more client focused philosophy when advising clients on their financial plans and to that end I joined the Institute of Financial Planning, whilst already holding the requisite Chartered Insurance Institutes Financial Planning Certificate and Mortgage Advice Qualification. Joining the IFP has enabled me to progress towards a more professional approach to Financial Planning through time costed and fee based services, the costs of which if desired by the client could be offset by a adviser accepting reduced commission.

My plans came to fruition in February 2003, when I became acquainted with two colleagues who used to work with my previous firm, but left and set up their own Limited Company and became authorised and regulated by the Financial Services Authority to conduct Investment Business. I joined A P Financial Services UK Ltd on the 6th March 2003 and their system of registration allows me to trade under my own name and style to reflect the local nature of the business and client base.

I am hoping to bring to the Small Business Club and the community in general an approach to Financial Planning and Services which sadly is sorely lacking, Advice, Products and services you know you can trust are right for you, for which the sale has not been motivated by commission considerations and which is specific to your needs and circumstances.

Very few IFAs in Lancashire offer a genuine fee based financial planning service and my first meeting to discuss clients needs is always free of charge, regardless of time spent.

Business club members can expect a 10% discount on any fees incurred and we also have a reward system for referred business to friends, family and business associates which will not make you rich, but is generally around 5% of fees earned on that client.

I look forward to hearing from any members who see this approach to financial services as more useful and reliable for them.

Ned Naylor – IFA MIFP

## THE NEXT MEETING

TUESDAY 7.45 for 8pm

2nd march

The clubs annual AGM.

## The Vat Lady – Our February Speaker

Janice Beach, who we portrayed in our last newsletter as the friendly face of Customs & Excise, lived up to her image when she came along for a second time to speak to the Club. When she stated "VAT is a simple tax" (that is how it was promoted by the Government at its inception), she did have the grace to smile. She then went on to revisit the basics of the tax, which was very useful to all members present, both those who are new to VAT and those of us who had perhaps slipped into bad or careless habits. Cash Accounting and Flat Rate schemes were explained and at the end there was no shortage of questions and Janice had a busy time during the break answering members' more personal enquiries. Her presentation stimulated a friendly banter with Club members, but by the end of the evening we were in no doubt that you'd have to be up very early to get anything past her. I think it is safe to say, "She's seen it all". There are still a few copies of her useful handouts available for members – they will be available at the March meeting.

## NOTICEBOARD

MLC Travel Ltd have updated their website and should anyone like to have a look at the services which we can offer please visit us at [www.travelmercedes.com](http://www.travelmercedes.com)

### So you think you are smart eh?—Answers

**Answer:** Bread. If you said "toast," then give up now and go do something else. Try not to hurt yourself.

**Answer:** Cows drink water. If you said "milk" please do not attempt the next question. Your brain is obviously overstressed and may even overheat.

**Answer:** Greenhouses are made from glass. If you said "green bricks," what the heck are you still doing here reading these questions?

**Answer:** You don't, of course, bury survivors. If you said ANYTHING else, you are a real dunce and you must NEVER try to rescue anyone from a plane crash. Your efforts would not be appreciated. If you said, "Don't bury the survivors" Well Done!

**Answer:** There are still five - because there's a difference between deciding and doing.

**Answer:** One degree. If you said "360 degrees" or anything other than "one degree," you are to be congratulated on getting this far, but you are obviously out of your league.

**Answer:** Oh, for heaven sake! It was YOU, you dummy. Read the first line!!!

Humbling isn't it? You may think all this rather silly, but you should be aware that these questions formed part of a series of intelligence tests compiled by MENSA. The failure rate, possibly due to time pressures, was high.

Have a nice day – thank you for playing.

**new members**  
**Campbells Commercial Vehicle  
Marketing Group**  
Tim Campbell 01772 433303  
[tim@campbelluk.com](mailto:tim@campbelluk.com)  
Marketing / Consultancy

## The chairman writes



Another busy meeting last month and a chance for the club to listen to Janice Beach of the VAT office of HM Customs and Excise. Or was it Vice Chairman, Steve Ward taking the meeting that drew the crowds to Lancashire College? My thanks go to Janice for what I am told was an entertaining and thought provoking presentation and also to Steve for stepping into my shoes for the evening.

As I mentioned last month, I was in Barbados with the England Blind cricket Team. The team played a three match series against the West Indies and won 3 – 0. The trophy that was presented by Teddy Griffiths, President of the West Indies Cricket Board, is of Barbados Mahogany and can now be seen in the Cricket Museum at Lords. It is the only trophy an England Cricket side has won in the past year. It remains to be seen if the full England team can do as well when they visit the West Indies for a test series in March. The next meeting at Lancashire College on 2nd March includes our AGM. Not the normal dusty affair but over in a moment (I hope!). Our club is healthy and looking forward to another successful year. All the committee members are willing to stand again and I will be asking you to elect them in block. However, we would like to see one or two fresh faces on the committee, so if you can spare a few more evenings a year and have something to offer, we would be pleased to hear from you. I also look forwards to a presentation from our own Steve Ward and Ian Parker of Trade Partners who will give details of the scheme that gives assistance, support and grants to enable small companies to start exporting.

Keith Ellison Springboard Events Ltd

## Wanted Community Representatives

We have been contacted by Beech Tree School, Meadow Lane Bamber Bridge, which is an independent residential school and part of the charity Scope catering for children who have challenging forms of behaviour and severe learning difficulties, with an invitation for any member who would be interested to consider becoming a Community Representative on their Governing Body. Governors of schools with charitable status do not have the same responsibilities as those in the public sector and the post would only involve 3 or 4 meetings in the year, some in the afternoon, some early evening. If you would like to know more further details of school governorship can be obtained by contacting the Headteacher, Lucy Bayliss on: 01772 32131 or e-mail: [lucy.bayliss@easynet.co.uk](mailto:lucy.bayliss@easynet.co.uk) I have been a school governor for more years than I care to remember and can recommend it.  
Christine Brown.

## Committee contacts

Chairman Keith Ellison	Tel: 01254 832123	Email: <a href="mailto:keith@springboardevents.co.uk">keith@springboardevents.co.uk</a>
Membership Secretary Lynda White	Tel: 01257 410850	Email: <a href="mailto:info@travelmercedes.com">info@travelmercedes.com</a>
Secretary John Thompson	Tel: 01257 278400	Email: <a href="mailto:john@engineering-support.co.uk">john@engineering-support.co.uk</a>
Club Contact Christine Brown	Tel: 01772 517926	Email: <a href="mailto:chris@wordenassociates.co.uk">chris@wordenassociates.co.uk</a>
Newsletter Editor Lisa Thomason	Tel: 01257 413328	Email: <a href="mailto:lisa@impressiondesign.co.uk">lisa@impressiondesign.co.uk</a>