

## Update from Romans...

### What makes a successful sale?

Does this mean attracting lots of viewings and/or offers? Finding a buyer quickly? Selling at the expected asking price?

In truth, most home sellers may wish for all of the above. So what's the key to achieving this? The answer is simple. Set the right asking price from the beginning.

"For home sellers, the great news is that the asking price is in their hands – after all, it's their property," says Peter Coles, Romans Group Managing Director. "But to benefit from this advantage, it's important to first identify the difference between price and value.

"A home may be placed on the market with a particular asking price. But ultimately it's the market that confirms a property's actual value – until a buyer agrees to pay a specific price; a property's

value is undetermined. So the correct value for any property is whatever the market perceives it to be currently worth and is prepared to pay.

"That's why it's vital to set the price correctly from the start. When a home initially goes up for sale, there's usually a flurry of activity in the first few weeks. But as the weeks pass, the enquiries will taper off, for now only fresh buyers entering the market will take a look. That first surge of buyers is very important – as they are usually looking at homes in the same price range, they will have an excellent grasp of market value. So if a property is priced correctly, seasoned buyers are often willing to make an offer as soon as it becomes available."

He continues, "If home owners are serious about selling, they should be wary of attempts to flatter them with inflated asking



Peter Coles, Romans Group  
Managing Director

prices. Choose an experienced agent who can demonstrate thorough local knowledge, and who can offer a competitive market analysis identifying a price that is both accurate and achievable."

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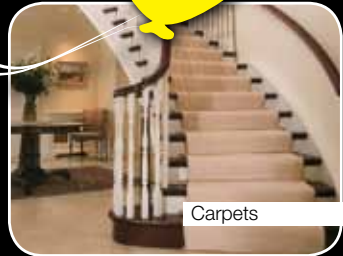
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# Summer Savings

## Could summer save you money?

Oh the long glorious days of August. If you're like me, all you really want to do is stretch out on a rug in the garden with a good book, host the odd barbecue and enjoy any sunshine summer deigns to throw our way. So you might think it odd that I'm now going to ask you to turn your thoughts to winter for a few minutes. I do have your best financial interests at heart though, and in these difficult economic times, that's got to be worth a few minutes of anyone's time...right?

The long days of summer are not just lazy for us; they are also a quiet time for lots of tradesmen. Think about it, as soon as the temperature drops in mid October, people will begin to think about cold snaps and central heating. They'll probably arrange for their boiler to be serviced...along with everyone else.

Wouldn't it make more sense to get ahead of the game and have your boiler serviced whilst there isn't a queue? If your boiler is more than fifteen years old it probably needs to be replaced and you may well be able to negotiate a nice discount at this time of year.

While you're at it, if you have an open fire or a solid fuel range, order fuel now, in bulk, while you can take advantage of lower summer prices. Summer is also a good time to organise a chimney sweep. There aren't too many about and they tend to be swamped in the autumn as people think about using their fireplace again.

Energy costs continue to rise week on week, so why not use this summer to improve your cavity wall and loft insulation. Most energy providers offer a free home survey and advise where you could save money. Think about it now

and you'll have plenty of time to organise improvements before the first frosts. Kerching!



### Other businesses with a quiet period during the summer

*Summer is traditionally a quiet time for financial advisers and companies specialising in investments. Perhaps you could benefit from a financial makeover.*

*It might sound odd, but this time of year is also quiet for train and coach travel, so you might be able to pick up a bargain ticket or two.*

*Summer has always been a quiet time for politics, so now is a great time to tackle your MP about any local issues which are bothering you.*

*And finally, if any of your electrical goods have seen better days, now is the best time to check out your local high street for a great deal on an upgrade.*

**By Sarah Davey**



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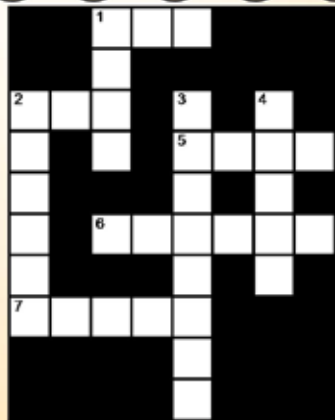


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# Kids Page



## Across

1. If you swim in this watch out for the waves (3)
2. It's so much nicer when the \_\_\_ is shining (3)
5. You might find one of these in a rock pool (4)
6. Fill this with sand to make a sandcastle (6)

7. Use this to dig a big hole on the beach (5)

## Down

1. This always gets in your sandwiches! (4)
2. You can collect lots of these at the seaside (6)
3. Delicious to eat on a hot day (3,5)
4. It's fun to jump over these (5)



## Seaside Sudoku

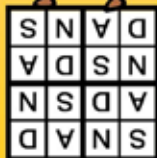
Each row, column and 4-square box must contain the letters SAND. Can you solve the puzzle using logic?



## Seaside Puzzler

If you dug a hole on the beach 1m deep by 50cm wide, how much sand would be in it?

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Red lolly, yellow lolly.  
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Sudoku Solution



Crossword Solution

Answer to Summer Puzzler  
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# Sudoku

		2		1	3	7		
8					5	3	9	
5		7			4			
				2	7	8		
2	8	3						
				4				
	1			3				5
			1				6	
				7		2		

## How to Play

Fill in the grid so that every row, every column, and every 3x3 box contains the digits 1 through 9, **with no repetition!**

That's all there is to it.

You solve the puzzle with reasoning and logic - there's no maths involved and no adding up.

It's fun. It's challenging. It's addictive!

(solution on page 34)



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# Why Water Works

**Experts tell us that we need to drink at least eight glasses of water a day, but have you ever stopped to wonder why?**



**What happens if we don't drink enough water?**

If we don't maintain the correct water levels, our bodies will start to dehydrate. Like a car's need for oil, if the oil level gets too low, the engine will start to run rough. If the oil runs out all together, the engine will stop running. It is the same with our body. Therefore it is easy to see why it is very important to drink eight glasses of water a day.

The human body is made up primarily of water. Around 85% of the brain, 80% of blood and 70% of muscle is water. Given these facts, it is easy to understand why maintaining our body's water levels is so important.

During a single day an average person loses around 2 - 4 litres of water in the following ways: urine 50%; sweating 34%; breathing 14%; and faeces 2%. In order to keep our body working at its optimum levels, this lost water needs replacing. Most of the lost water (47%) is replaced through drinks, a further 39% through food and the remaining 14% comes as a by product of metabolic activity.

## **What does water do?**

Water helps remove the dangerous toxins that our body takes in from the air we breathe, the food we eat and the chemicals used in the various products we use on our skin and hair. It cushions and lubricates our joints and carries oxygen and nutrients into our cells. Water also helps regulate our body temperature and assists in digestion.

**Symptoms of mild dehydration include the following:**

- Reduced alertness
- Reduced concentration
- Slower reaction times
- Tiredness
- Headaches
- Feelings of nausea
- Low blood pressure
- Constipation
- Dry skin

**Drinking water can help us lose weight**

Believe it or not, it's true! If we are dehydrated the performance of the blood, liver and kidneys is affected, with the end result that the body can't metabolise the fat stored in cells as effectively, so the fat remains in the body. In addition, water is a natural appetite suppressant so drinking plenty of natural water (not in tea, coffee or fizzy drinks!) will help us to feel full and not so likely to eat.

So, let's do what the experts tell us and look after our wonderful bodies by drinking plenty of water!

*By Debbie Singh-Bhatti*

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# Back to School Tips...for Parents!

First day back at school can be an anxious time for both parents and children, so here are some tips to make it a more relaxed experience all round.

Re-establish meal and bedtime routines at least one week before school begins. This will help your children avoid being over tired or overwhelmed by school work and activities.

Review early any material the school has sent, so you can be informed about teachers, classrooms, supply requirements, important dates, bus travel etc.

Buy any necessary school supplies early, such as new pencils, pens, folders and notebooks. This will help motivate your kids to be more organised.

Encourage your children to spend less time in front of the TV or computer and



more time participating in learning games such as reading or puzzles, to help ease them back into the learning process.

Buy or update school uniform early - well before the end of the school break.

Check out bus timetables and journey times, and if appropriate, drive the route to school if you haven't done it before.

Prepare your kids lunch boxes the night before, with a variety of healthy foods and snacks to help sustain higher energy and concentration levels throughout the day.

And finally, give lots of encouragement and support as your children enter a new environment, make new friends and learn new things.

*By Debbie Singh-Bhatti*

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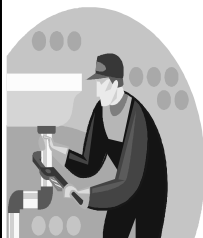
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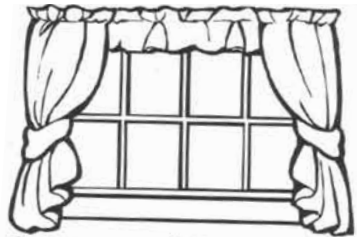
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You might think that being taught by friends or family will save you money, but research shows that learners who combine professional instruction with private practice ultimately do better on their driving test, with nine out of ten learners who pass first time being taught by a professional. So how do you find the best instructor for you?

Personal recommendations are a good place to start, but just because a friend or family member got on well with a particular instructor is no guarantee that you will too. As you start your search you should consider four things: the instructor's qualifications, rates, vehicle and personality.

Check that your instructor is approved by the DSA (Driving Standards Agency) and that they display a green badge to show

they are an Approved Driving Instructor (ADI) or a pink badge if they are a trainee. Also ask to look at their last grade report to see how they fared when their teaching was tested by the DSA (grade 4 is satisfactory and grade 6 is the highest).

Beware if your instructor is charging well below the average - they may well be cutting corners as well as prices - and you could end up paying more in the long run. Ask about

discounts for block bookings or advance payment, and see if you can negotiate a better rate for longer lessons (ninety minutes is often more productive than an hour). Some instructors also offer the first lesson for free.

Check the model, age and condition of the car. Many people find it easier to learn in a smaller car and if you are particularly tall or short, you will need a model with a fully adjustable seat and steering column. Make sure the car is clean, well maintained and fitted with air bags and dual controls.

A good instructor should be reliable and punctual and give you their full attention throughout the lesson, with no stops to drop off, pick up, fill up or make phone calls. They should not shout nor make you feel otherwise uncomfortable - even if you do make mistakes!

Choosing a driving instructor is like selecting any other commodity: shop around, compare the market and then make your choice. And if, despite your best efforts, you are not happy with them or the way you are progressing, move to someone else!

*By Debbie Singh-Bhatti*

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2	8	3	9	5	1	6	4	7
1	7	6	3	4	8	5	2	9
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**Tuesday 21 August – Moderate – up to 4 miles (1hr 45mins)**

**Around Shepherd Meadows**

**Meet:** Sandhurst Memorial car park, Yorktown Road, GU47 9BJ

**Map Ref:** 848 607

**Tuesday 18 September – Rambler – up to 7 miles (2hr 30mins)**

**A bit further than Broadmoor**

**Meet:** Wildmoor car park, Off Crowthorne Rd, Crowthorne, RG45 7PP

**Map Ref:** 842 630

**Tuesday 16 October – Moderate – up to 4 miles (1hr 45mins)**

**The Winkfield Circuit**

**Meet:** Winkfield Church / White Hart Pub car park, Church Road, Winkfield, SL4 4SQ.

**Map Ref:** 878 661

For more information: [www.bracknell-forest.gov.uk/walking](http://www.bracknell-forest.gov.uk/walking)

## Monthly walks with the Rangers

Get active and keep fit. Take a pleasant walk for approximately 1 hour.  
On the second Wednesday of the month at 10am.

**August 8**

**The changing landscape of Warfield**

**Meet:** Priory Fields car park, off Newell Green, Warfield, RG42 6AB.

**September 12**

**Wild heath and formal park**

**Meet:** Wildmoor Heath Car park, Off Crowthorne Rd, Crowthorne, RG45 7PP

**October 10**

**Autumn amble of lakes and woodland**

**Meet:** Outside South Hill Park Arts Centre entrance, off Ringmead, RG12 7PA.

*Please pre-book all events where stated by contacting The Look Out Discovery Centre on 01344 354400 / 354441 or call in at reception (open 10am to 5pm) to record your contact details.*

## Events

**Tuesday 7 August Anytime between 1pm – 3pm**

**Orienteering Open Event at Lily Hill Park**

**Activity:** Enjoy a taste of orienteering on the permanent course set up at Lily Hill Park. Test your physical and mental fitness by reading maps, finding points and solving the puzzle! Turn up anytime between 1pm and 3pm. Suitable for all. **Meet:** Lily Hill Park, Lily Hill Road, Bracknell, RG12 2RX.

**Wednesday 8 August 1pm – 3pm**

**WildOnes: The Great Outdoors at Lily Hill Park**

**Activity:** From folklore to fire – learn about the wonder of trees and plants, and have a go at campfire cookery. Best suited for 6 years+. **Cost:** £2. **Meet:** Main car park, off Lily Hill Road, Bracknell, RG12 2RX. **Booking required.**

**Thursday 16 August 10am – 12pm**

**WildOnes: Wiggly willow wonders at Westmorland Park**

**Craft:** Explore the woods for natural materials and then create funky willow wands, bendy butterflies or dragonflies and try your hand at easy weaving. Best suited for 5 – 11 year olds. **Cost:** £3.50 for materials. **Meet:** Pavilion, Westmorland Park, Westmorland Drive, RG42 3QP. **Booking required.**

**Wednesday 22 August 11am – 12.30pm**

**Orchard Discovery Day at Larks Hill**

**Activity:** A hands-on workshop for beginners. Learn about the value of our orchards for wildlife, identify traditional apple, plum and pear trees and use these skills to explore local old orchard sites. **Meet:** Larks Hill car park, off Harvest Ride, Warfield, RG42 2QD

**Thursday 6 September 4.30pm – 6.30pm**

**Warfield Heritage Walk at Frost Folly for Heritage Open Days**

**Walk:** Travel through time and history to discover the origins of medieval Warfield, whose population was largely wiped out during the Black Death. Visit the site of a plague pit and learn about some colourful characters that have visited and inhabited these parts. Of particular interest to adults. **Meet:** Frost Folly car park, Wellers Lane, Warfield.

**Saturday 8 September 1pm - 3pm**

**Picnic at Popes Meadow for Heritage Open Days**

**Activity:** Relax in the surroundings of this historic site for a picnic and games, followed by a brief guided walk. There may be an opportunity for a behind the scenes look at the private grounds of Popes Manor, home to famous poet Alexander Pope. Bring: Your own picnic & seating. **Meet:** Popes Meadow car park, off St Marks Rd, Binfield, RG42 4AY. **Booking required.**

**Sunday 9 September 2pm – 4pm**

**Lily Hill Park History Walk for Heritage Open Days**

**Walk:** Take a guided walk through the Park's past. Discover the estate's surrounding parkland, planted with exotic species according to the fashions of the time. Of particular interest to adults. **Meet:** Main car park, off Lily Hill Road, Bracknell, RG12 2RX.

**Friday 21 September 7pm – 9pm**

**Bats of the Blackwater at Shepherd Meadows**

**Walk:** Enjoy an unforgettable experience of the sight and sound of bats swooping low to catch insects in the half light after dusk. Learn about the 3 species of bats found in the Blackwater Valley in this guided walk by Steve Bailey of the Blackwater Valley Countryside Trust. **Cost:** No charge, but donations invited. **Bring:** Suitable outdoor clothing & foot wear & a torch. **Meet:** Car park, off Marshall Way, GU47 0FH. No dogs please. **For further information contact 01252 331353.**

**Saturday 29 September**

**Walking and Outdoors Festival at Frost Folly, Warfield**

**Activity:** Soak up the tranquility of the outdoors on foot, cycle, wheelchair and horseback. Celebrate our peaceful paths and public rights of way and discover stunning countryside with a fantastic range of guided routes. For a full programme of events contact **01344 354441** or look at [www.bracknell-forest.gov.uk/parksevents](http://www.bracknell-forest.gov.uk/parksevents). **Bring:** Your own form of transport. **Meet:** Frost Folly car park, Wellers Lane, Warfield.



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