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**“The future is bright
the future is e-business!”**

Tim Craine **ecommerce**
 **Isle of Man**
in the

Inside this issue:

GUEST BLOG **New kinds of communication
create new ways of thinking**

Motivation Tips

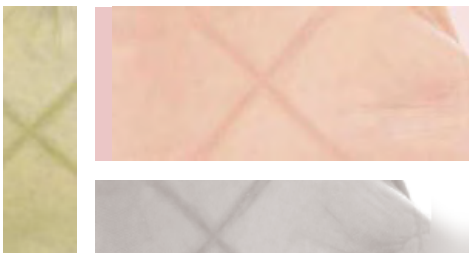
THE REGULARS - SO YOU DO SUDOKU DO YOU?



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motivation

Part 2

18: Join an online (or off-line) group to keep you focused

When I started to run, more than a year ago, I joined a few different forums, at different times, on different sites, such as Men's Health (the Belly-Off Runner's Club), Runner's World, Cool Running, and the running group at About.com. I did the same when I was quitting smoking.



Each time I joined a forum, it helped keep me on track. Not only did I meet a bunch of other people who were either going through what I was going through or who had already been through it, I would report my progress (and failures) as I went along. They were there for great advice, for moral support, to help keep me going when I wanted to stop.

17: Post a picture of your goal someplace visible

Near your desk or on your refrigerator, for example. Visualizing your goal, exactly how you think it will be when you've achieved it, whether it's financial goals like traveling to Rome or building a dream house, or physical goals like finishing a marathon or getting a flat stomach, is a great motivator and one of the best ways of actualizing your goals.

Find a magazine photo or a picture online and post it somewhere where you can see it not only daily, but hourly if possible.

Put it as your desktop photo, or your home page. Use the power of your visual sense to keep you focused on your goal. Because that focus is what will keep you motivated over the long term, once you lose focus, you lose motivation, so having something to keep bringing your focus back to your goal will help keep that motivation.

**“Once
you lose focus you lose
motivation”**

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THERE

is a

LOT OF HYPE

Guest.blog

Derek Edwards
Professor of Psychology
Loughborough University

Written about new technologies and new media of communication. These include the internet, the part of the internet called the web, and the new forms of communication and commerce that have taken up what the new technologies offer.

Some predict a brave new world, while others, often making more or less the same assumptions, warn of dire consequences – just as people did when television was invented, and aeroplanes, and steam locomotives.

So, what is it about these new (and they are still very new!) forms of interaction and representation, that creates all the fuss? One useful perspective comes from a combination of psychology and history. It has been argued by ‘cultural psychologists’ that the ways people think and understand the world, in any culture or historical time, are basically shaped by the means of communication that are used. This includes language itself, but also pictures, tools, artefacts, writing systems (literacy), and the inventions of print, mass media, and now the internet.

The idea is that these are not merely new ways of communicating the same old messages. Rather, new media, new forms of representation and communication, create new forms of thinking, knowing and acting – often going way beyond what anybody could have predicted at the time. The invention of literacy (the ability to read and write), for example, is widely credited with making science possible, and the kinds of analytic, logical reasoning that go with it, and education, and democracy – indeed, the modern world. Psychologist David Olson suggests that “what we call intelligence in our culture is little more than a mastery of the forms of literate uses of language.” The argument extends to include other invented forms of representation – pictures, diagrams, mathematics.

“Some predict a
brave new world”

So, the way we think and understand isn't just something going on privately inside our heads.

It is the use of symbols, forms of communication, whose origins are in the public domain. These kinds of ideas have had a profound effect on the practices of education over the last couple of decades. Kids, who used to be silenced for 'talking in class,' and required to operate as a collection of individual minds, are to be found talking, communicating, sharing actions and ideas. Classrooms are much noisier places than they used to be. The emphasis is shifting from what individuals know, towards how understandings are shared and communicated – a more 'social' and communicative concept of intelligence.

"We don't write like we talk"

One way to understand how new media produce new forms of thinking, is in terms of 'affordances'. Different media of communication have different affordances – that is, they possess features that make possible and provide for, different kinds of action, social interaction and thinking. Take literacy for example. Writing isn't just like talking, except that it's written instead of spoken. We don't write like we talk – except maybe when doing a formal lecture, but that's parasitical on the written word (in fact the word "lecture" is derived from the Latin for reading). The sheer fact of writing something down makes it available for storing, record keeping, formulating definitive version of things (originally, stuff such as land ownership, contracts, and the word of God).

Once something is written down, it becomes available for repeated scrutiny and comparison. And that generates an interest in truth and precision, in the relationships between one statement and another (logic), in contrast to speech which is produced on and for its moment. Literacy makes education possible. It makes displacement possible – we can read what Plato and Einstein wrote, long after they are gone. This, of course, was happening a couple of thousand years before the invention of film and audio-tape, which have affordances of their own, and create still further possibilities.

>>CONTINUED NEXT MONTH.



Derek specialises in Linguistic Analysis, Discourse and cognition

Visit Derek Edwards at <http://www-staff.lboro.ac.uk/~ssde/index.htm>

No piece of normal-size paper can be folded in half more than 7 times. The first product to have a bar code scanned was Wrigley's gum. Earth is the only planet not named after a pagan God. A Boeing 747's wingspan is longer than the Wright brother's first flight. The new 787 Boeing was revealed on 7/8/07 or July 8th, 07. Every day is about 55 billionths of a second longer than the day before it. Venus is the only planet that rotates clockwise. The Himalayan gobi berry contains, weight for weight, more iron than steak, more beta carotene than carrots, more vitamin C than oranges. Fingerprints of koala bears are similar (in pattern, shape and size) to the fingerprints of humans. More than 90% of plane crashes have survivors. The Mona Lisa used to hang on the wall of Napoleon's bedroom. Eating a packet of crisps a day for a year is equivalent to drinking five litres of cooking oil a year. Plant seeds that have been stored for more than 200 years can be coaxed into new life. For every 10 successful attempts to climb Mount Everest there is one fatality. The more panels a football has - and therefore the more seams - the easier it is to control in the air. Music can help reduce chronic pain by more than 20% and can alleviate depression by up to 25%. **And Rest...**

>> So you do **Sudoku** do you?



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	1	2						
3	6				9		2	
		1		2	4			
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"What would the world be, once bereft of wet and wildness? Let them be left, oh let them be left, wildness and wet; long live the weeds and the wilderness yet."

Gerard Manley Hopkins

Wetlands are among the world's most productive environments.

They are cradles of biological diversity, providing the water and primary productivity upon which large numbers of plant and animal species depend for survival. They are also important locations of plant genetic diversity and support large numbers of bird, mammal, reptile, amphibian, fish and invertebrate species. Wetlands provide tremendous economic benefits through their role in supporting fisheries, agriculture and tourism, and through much of the world they have a crucial role as a source of clean water for dependant human populations. Unfortunately they are also among the world's most threatened ecosystems, owing mainly to continued drainage, pollution, over-exploitation or other unsustainable uses of their resources.



Little Swanny has been rescued!

After Ballannette was invaded recently by two rather large and decidedly aggressive swans, Little Swanny was forced to go to ground.

His father was chased away from his home on the wetlands leaving him unprotected. He sought refuge in a ditch running parallel to the main field in front of Stewart and Barbara's house.

After three frightening nights alone he was found shivering and hungry. When he attempted to enter the lake he was forced back into hiding by the newly arrived cob.

Under normal circumstances it is the policy of Ballannette to let life take its sometimes harsh twists and turns.

However given the fact that Little Swanny had been born and brought up on Ballannette, something had to be done to balance up the situation. It was deemed likely that the two invaders would not be staying long and so assistance was offered for him to survive until their departure.

STEWART CLAQUE SERVICES

PLANT IN EXCESS OF 500 TREES

Stewart Clague Services have recently completed another phase of tree planting at Ballannette. Under the personal guidance of Stewart, SCS personnel have been hard at work digging and planting a variety of trees, bushes and plants.

In keeping with the aims and desires originally set out by Barbara and Stewart, the objective has been and always will be, to remain true to planting and re-introducing a variety of Manx species.

Once upon a time ... down on Ballannette, lived a swan family. Mother Swan had been sitting on a clutch of new eggs. One fine morning, the eggs hatched and out popped six chirpy swanlings. But one was bigger than the rest. Mother Swan couldn't recall laying that seventh egg. How did it get there? "Did I count the eggs wrongly?" Mother Swan wondered. A strange looking swanling with tatty grey feathers that should have been white gazed at a worried mother. The swanlings grew quickly, but Mother Swan had a secret worry.

"I can't understand how this ugly swanling can be one of mine!" she said to herself, shaking her head as she looked at her lastborn. Well, the grey swanling certainly wasn't pretty, and since he ate far more than his brothers, he was outgrowing them. As the days went by, the poor ugly swanling became more and more unhappy. His brothers didn't want to play with him, he was so clumsy, and all the farmyard folks simply laughed at him. He felt sad and lonely, while Mother Swan did her best to console him.

"Poor little ugly swanling!"

she would say. "Why are you so different from the others?" And the ugly swanling felt worse than ever. He secretly wept at night. He felt nobody wanted him.

"Nobody loves me, they all tease me! Why am I different from my brothers?" Then one day, at sunrise, he ran away from the farmyard. He stopped at a pond and began to question all the other birds. "Do you know of any swanlings with grey feathers like mine?" But everyone shook their heads in scorn. "We don't know anyone as ugly as you."

The ugly swanling did not lose heart, however, and kept on making enquiries. He went to another pond, where a pair of large geese gave him the same answer to his question. What's more, they warned him: "Don't stay here! Go away! It's dangerous. There are men with guns around here!" The swanling was sorry he had ever left the farmyard. Then one day, his travels took him near an old countrywoman's cottage. Thinking he was a stray, she caught him. "I'll put this in a hutch.

continued next page

I hope it's a female and lays plenty of eggs!" said the old woman, whose eyesight was poor. But the ugly swanling laid not a single egg. The hen kept frightening him:

"Just wait! If you don't lay eggs, the old woman will wring your neck and pop you into the pot!" And the cat chipped in: "Hee! Hee! I hope the woman cooks you, then I can gnaw at your bones!"

The poor ugly swanling was so scared that he lost his appetite, though the old woman kept stuffing him with food and grumbling: "If you won't lay eggs, at least hurry up and get plump!"

"Oh, dear me!" moaned the now terrified swanling. "I'll die of fright first! And I did so hope someone would love me!"

Then one night, finding the hutch door ajar, he escaped. Once again he was all alone. He fled as far away as he could, and at dawn, he found himself in a thick bed of reeds. "If nobody wants me, I'll hide here forever." There was plenty a food, and the swanling began to feel a little happier, though he was lonely. One day at sunrise, he saw a flight of beautiful birds wing overhead. White, with long slender necks, yellow beaks and large wings, they were migrating south.

"If only I could look like them, just for a day!" said the swanling, admiringly.

Winter came and the water in the reed bed froze. The poor swanling left home to seek food in the snow. He dropped exhausted to the ground, but a farmer found him and put him in his big jacket pocket.

"I'll take him home to my children.

They'll look after him. Poor thing, he's frozen!" The swanling was showered with kindly care at the farmer's house. In this way, the ugly swanling was able to survive the bitterly cold winter.

However, by springtime, he had grown so big that the farmer decided: "I'll set him free by the pond!" That was when the swanling saw himself mirrored in the water.

"Goodness! How I've changed! I hardly recognize myself!" By this time the flight of swans winged north again and glided on to the pond. When the swanling saw them, he realized he wasn't one of their kind, and so wanted to go home again.

"We're swans but we aren't like you!" they said, "Where did you come from?" "I'm just starting to remember but it's a long story," replied the young swanling thing. I went to a fancy dress ball last Christmas in Laxey and woke up in the pond. I think my name is Sean!!

The End



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Apple Rocks while Windows flops.



OK before the lawyers start sharpening their pencils this is a personal opinion though I bet many of you secretly share it!

If you use Windows I have to ask why? I can only assume that you like The Blue Screen of Death, virus's, plug and pray and the Office Paperclip. I have been using Apple for years and, yes before OS X there were compatibility issues. Not any more.

Quite simply whatever your business you can use Apple. There is nothing that you can do on a PC that you can't do on an Apple. But there are loads of things that an Apple can do that Windows can't.

Why is Apple so much better? Simple it works. The Apple operating system does not get virus's and the inbuilt firewall is like Fort Knox. They don't crash, freeze or steal your last Rolo.

Unlike Microsoft, Apple make the hardware *and* the Operating system *and* most of the software. That way, all aspects of your computer work together seamlessly. One of things that I like is that your new Apple comes with all the software you need to start working and playing. There are also many free downloads of additional applications available.

One of my favourites is NeoOffice. NeoOffice means you never have to pay Microsoft another penny for Microsoft Office. It will work with any Microsoft document whether created on a PC or an Apple. And it will save your data in any format that you want!

“They all have two things in common they work and they look amazing!”

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You will be amazed at how many other businesses on the Isle of Man do the same. One great example is the Department of Education with 35 Primary Schools running an average of 50 Apple computers per school. All are controlled remotely from one of the smallest IT departments in the World.

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Deborah Gwinnell – Sales and Marketing Director BigFish

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The future is bright The future is e-business!

In 2004, Government undertook an exercise to project how the Isle of Man economy would look, 10 years ahead in 2014. The exercise was called “2014 – the can do economy”. Basically this exercise looked at how the existing sectors of the Isle of Man economy would change over the next ten years looking at worst, average and best scenarios.

The exercise also attempted to identify brand new sectors which could emerge during the next 10 years. Perhaps not surprisingly, e-business was identified as one of the sectors with the most growth potential. In fact, the 2014 report concluded that the e-business sector is “...likely to witness significant growth by 2014 to become potentially the second largest sector behind banking.” It also states that e-Business “...offers the greatest potential for the future” and that GDP growth within the sector is anticipated to increase “five – fold.” A recent review of the 2014 assumptions has revealed that the growth in e-business development is already running significantly ahead of projections.



Tim Craine

So why is the Isle of Man so attractive to e-business development?

The simple answer is that there is no single unique selling point (USP), but rather a collection of benefits which together offer a very attractive proposition to new businesses.

All businesses are interested in saving money.

With its 0% corporate tax rate, the Isle of Man has to be an attractive option for the location of corporate headquarters. If the company is privately owned and the owners themselves take up residence, they can benefit from the Island's personal standard income tax rate of just 10%. In addition, if their personal income is significant, they can take advantage of the personal income tax cap which is set at £100,000.



Any e-business needs good quality telecommunications and data hosting facilities. This is another area where the Isle of Man scores highly. Manx Telecom, the Island's main telco provider has invested over £50 million over the last five years alone. The Isle of Man was one of the first jurisdictions in Europe to have ADSL, it was the second in the world to have 3G and was the first in the world to have HSDPA, "super fast" 3.5G. Cable and Wireless are also now licensed on the island and are also making significant investments in infrastructure.

Resilience and capacity are also very important. The Island can boast two self healing SDH fibre rings and the main cable serving the Island has 1.2 terra bits capacity but is currently just 0.02% utilised. The Isle of Man is also very well served by state of the art data hosting facilities. There have been a number of major multi-million pound developments undertaken or recently announced by Manx Telecom, Domicilium, Netcetera and Continent 8 which will ensure that the island has the capacity to cope with the expected growth in this area.

The Isle of Man Government itself remains totally committed to developing its e-business sector. Some 6 – 7 years ago, a number of jurisdictions jumped on the band wagon and announced their commitment to developing their e-business sectors. Specific individuals were appointed to lead the development, but in most cases, those resources have since been withdrawn. This is not the case in the Isle of Man. Working together in a joined up way for the benefit of the sector, the Treasury and Department of Trade and Industry offer assistance to both new and existing e-businesses to ensure that they have the ability to flourish both now and into the future.



“Political stability and international reputation are also important.”

The Isle of Man has one of the oldest parliamentary democracies in the world, formed back in 979. Tynwald, the Island’s parliament is mainly made up of independents which helps to ensure that there are no major shifts in policy after a general election, which are held every 5 years.

The Isle of Man has been awarded a AAA credit rating by Standard & Poors and has received endorsements from a number of international bodies such as the OECD, the

“The Isle of Man has seen significant success in recent years in developing a vibrant and successful e-business”

FATF and the IMF, following reviews of the Island’s regulatory and tax structures. The Isle of Man is a Crown Dependency of the UK but is not a member of the EU, although under the UK treaty of accession, the Isle of Man does have rights of access to the EU for agricultural and manufactured goods.

Professional services on the island are also able to offer significant added benefit to new e-businesses. As you would expect from an international finance centre, the legal and accountancy professions are able to offer a wide range of services tailored to the needs of modern day business. Of particular significance in recent years has been the growth in the use of the Isle of Man as a location for launching floatations on the Alternative Investment Market (AIM).

Sometimes forgotten, but nearly always significant is the quality of life that the Isle of Man can offer to those involved in relocating their businesses. A poll my MORI concluded that 93% of residents were either satisfied or very satisfied with IOM as a place to live and 70% were either satisfied or very satisfied with the way Government runs the Isle of Man. These satisfaction results were amongst the highest that MORI had ever come across in conducting quality of life surveys.

The Isle of Man has seen significant success in recent years in developing a vibrant and



successful e-business, e-gaming sub-sector. The Island is now home to some of the largest and most successful operators in this area including Poker Stars, Microgaming, Play Tech and NETeller.

The Government is keen to build on the success of this sub-sector by encouraging the development of other areas of e-business such as e-downloads, e-travel, e-money and to exploit the potential involved in developing the Island as a centre for intellectual property (IP). For the first time in the Island's history, the fact that we are an Island ceases to become a factor.

Increasingly we are seeing e-businesses structuring themselves in a way to optimise the location of the component parts of their business. Quite often you will see fulfilment in one country, software development in another, call centres in a different country and the headquarters and file servers in a different location. The Isle of Man is seeking to establish itself at the top of this food chain with the quality, high end elements such as the HQ and data hosting which brings real added value and good quality jobs.

“In conclusion therefore, the projections of 2014 are ahead of target and the future looks bright!”

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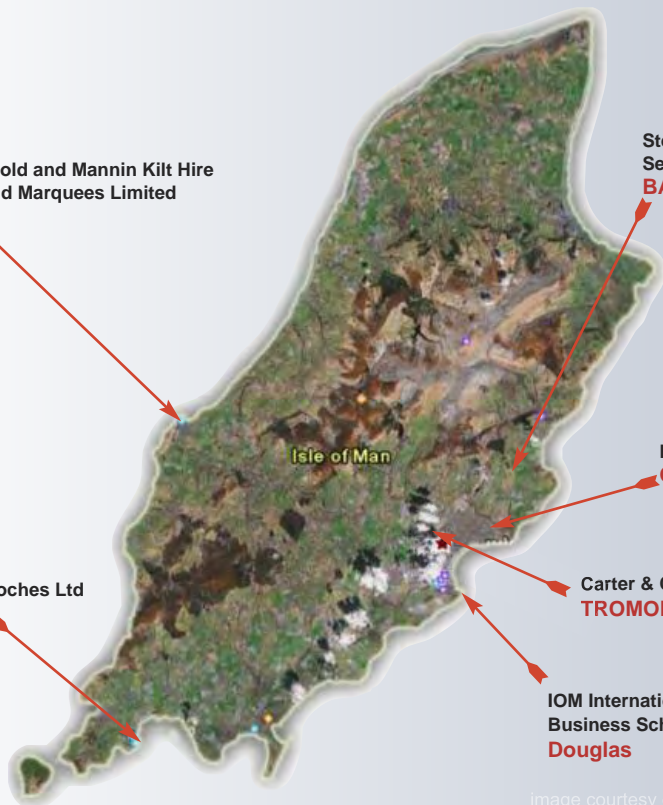


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>BLOGGING >>FOR THE >>>UNINITIATED

by Nathan Pledger

Blogging, for the uninitiated, is a contraction of Web-log. It can be anything from an online journal to an irregularly updated page of disparate thoughts. Chiefly, a blog is simply a means of establishing content on the Internet.

Blogging has changed the face of the Internet in recent years. It is now free and easy for everyone to book their space on the internet to publish their thoughts and comments. A Blog can be anything from a collection of your random thoughts, or a more formal journal of your life. What you use your blog for and how often you blog is entirely up to you.

>>The Individual Blogger

Blogging is very much an individual vocation, whereby people who could never have previously been “published” can now try out their talents in a massive public forum. Whether or not a blog is successful, it can be a great way to develop one’s writing style and learn how to market the blog on the internet, which is often part of the fun.

Whatever the content of a blog, there is a market out there for the taking. Bloggers write about content from niche, highly specialized subjects to thought provoking ethical or philosophical debates. What you contribute to this is as an individual writer is up to you.

Frequent topics found on the internet submitted by individuals include:

- >Parenting experience and tips
- >Religious and spiritual debate
- >Hobbies
- >Community-chat

>>The Employee Blogger

From an individual, Blogging can be an interesting read. From an employee, it can be a shared experience. Most of the developed world spends a significant amount of their time working, experiencing the same successes and frustrations every day as their peers, colleagues and mentors. Blogging about these experiences helps you not only to share these experiences, but also learn and develop from others’ experiences. The challenges presented to people of all skills, all ages and all salary brackets are the same:

- >When should I put my career on the back burner to start a family?
- >Am I spending enough time with the family?
- >How can I develop my position within my company?
- >Should I start my own business?
- >What can I do to ease my stress levels?

>>The Employer or Company Blogger

Modern business is open, transparent and embracing. Customers have started to demand faith in companies, whether it is from a commercial perspective or ethically such as a company's environmental impact. The challenge for the company is to embrace these new demands while maintaining a professional and competitive position.

By Blogging, a company is embracing this new open-business ethos developed as a result of consumer demands. This gives a great image to readers, who can be encouraged to feel that they are valued by the company as content consumers and customers. Topics that can be covered are many and various, and can be used not only to promote a company and its products, but also help drive future development within the business according to the feedback of blog readers. Blogging can be used either as a one-way channel to feed promotional material to customers, or as a bi-directional, embracing and empowering means of market research and development.

Of course, businesses need to maintain that all important competitive advantage within their marketplace, so true open-business may never be achieved. Whether or not such unprecedented access is achieved from businesses, the key message has been sent – a company that Blogs is willing to take that extra step to improve their visibility and accessibility by the consumer. Business bloggers create the impression that a business is not only accessible, but also agile, which is a key requirement in modern business where technology can be such a critical driver of business strategy.

"To see how other key corporate bloggers do it, check out some of these major blogs:"

Corporate blog: Sun Microsystems Jonathan Schwartz

<http://blogs.sun.com/jonathan/>

Steam Packet 'A WORD WITH WOODWARD'

<http://www.steam-packet.com/SteamPacket/Book-Now/A-word-with-Woodward>

Sony Electronics blog

<http://news.sel.sony.com/electronicblog/?p=9>

Business blog: Sherrilyne Starkie

<http://strivepr.com/wordpress/2007/04/10/all-a-twitter-in-140-characters-or-less/>

Local artist

JUAN MOORE

a Few words...



“IF I WAS SHORT WITH ANYONE I APOLOGISE”

I have used the last year as artist in residence at the ‘Sayle Gallery’ Tynwald to develop and refine my style and establish my name.

It has been an experience that most graduates would kill for. Working in the gallery has meant a constant flow of people watching me work, which at times I found quite difficult, if I was short with anyone I apologise.

I ended the year with an exhibition of my work which was a great success. I think we had almost three thousand people through the door.

The style I have developed lends itself to many areas of art and illustration, but I feel my best work is narrative based, be it for adults or children.

“The most important thing for me is to communicate the message, be it a statement about the island’s finance sector or a narrative about death; the statement must be clearly understood”.

I work in mixed media, combining photography with painting and drawing or painting with small objects. I like the juxtaposition of a real object or photo against the paint. It gives my work an edge.

My work has been described as “surrealism for dummies” because I use realistic symbols so people can understand what I am trying to say. I like to think that my work is a stepping stone between scenic, easy to read pictures and the conceptual work that might appear somewhere like Tate Modern.

I have worked for clients all over the World, from small publishers to much larger companies like Scholastic Books and the Guardian Newspaper. Working as an artist takes a massive commitment and to make a career of it a certain amount of luck.





Isle of Man opportunities

Client Services/Tax Director, c£80,000 - [jo@paragon.co.im/461332](mailto:jo@paragon.co.im)

A high calibre individual is sought to undertake this senior appointment within a respected international business. A range of relevant experience is required, together with the drive and focus to further develop this key opportunity. Essential for the role – professional accountancy qualification together with tax specialisation, and a track record of achievement at the highest level.

Trust & Company Administration/Management, £20,000 - £45,000 - [jo@paragon.co.im/461332](mailto:jo@paragon.co.im)

This respected international client requires a number of individuals to compliment their existing, expanding, and highly successful team dealing with Trust and Company Administration. There are a number of key opportunities from administrator level through to a supervisory level appointment, and we are seeking expressions of interest from those interested in developing their career within this innovative organisation. Essential for the role – from experienced and qualified administrators through to those seeking to transfer personal qualities into the Trust and Company environment, please contact Jo to discuss further.

Audit Manager - c £50,000 – [debbie@paragon.co.im/430586](mailto:debbie@paragon.co.im)

This is an exciting opportunity for an existing audit professional to take control of a successful team, or for an audit senior with excellent experience and management skills to take their next career step in a supportive and dynamic environment. Essential for the role – appropriate qualification backed with a proven track record. Ideally proven management, technical and people focused skills.

Trust Manager, c£50,000 – [debbie@paragon.co.im/430586](mailto:debbie@paragon.co.im)

An offshore trusts expert is required to undertake the implementation of high technical and client service standards. This will involve the management of a client portfolio together with management and development of an established team. Essential for the role – Ideally STEP, Accountancy or Legally qualified, or qualified by experience. High level communication skills, with marketing and new business development experience advantageous.

Property Consultant, c£40,000 –

[jo@paragon.co.im/430586](mailto:jo@paragon.co.im)

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Senior Fund Accountant, salary highly negotiable – debbie@paragon.co.im/430586

An opportunity to join an international fund environment, taking responsibility as part of a committed team to prepare the finalised fund accounting NAV file for review. This position involves analysing, preparation and delivery of information. Essential for the role – third level graduate with a minimum of 1 year's experience in financial services.

Compliance Officer, c£25,000 – debbie@paragon.co.im/430586

To join a small team of specialists in the provision of compliance services for this respected international organisation. The function identifies, assesses, advises on, monitors and reports on compliance within laws, regulations, codes of conduct and standards of good practice. Essential for the role – 3 – 5 years relevant working experience or a degree qualification in law, finance/economics, auditing or equivalent.

Trainee Tax Consultant, salary negotiable – debbie@paragon.co.im/430586

This is an ideal opportunity for a newly qualified accountant to train and specialise in taxation. Essential for the role – ACA, ACCA or Institute of Tax qualified, experience of working in tax is advantageous but not essential as full training will be provided in the provision of consultancy services to individual, trust and corporate clients.

Relationship Manager, salary highly competitive – louise@paragon.co.im/480926

A high performing relationship manager is sought to undertake this challenging and highly rewarding relationship management role for a leading International Banking Organisation. The purpose of the role is to deliver exceptional service and personal attention to the Bank's affluent clients, developing significant sales and new business incorporating banking and investment services. Essential for the role – Direct client/people contact experience, a proven track record of delivering results, time management and organisational skills.

Current Temporary Opportunities and hourly rates

call 665115 and speak to our Temporary and Contract Team for further details of experience and qualifications required for these immediate opportunities.

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Administrator – Insurance £8.00

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Business - Social Dairy

Monday, September 10

September 10 – 'Carmen – A Clash of Cultures', an illustrated lecture by Dr Fenella Bazin, Erin Arts Centre, Port Erin, 8pm. Tickets £8. Part of the Mananan Opera Festival.

Impact Training: Trust Administration Day with John Rimmer, Advocate, Dickinson Cruickshank. (Max 14 People). Mount Murray Hotel.
For Details please ring 01534 780747

Tuesday, September 11 (am)

Impact Training: Advanced Trust Issues with John Rimmer, Advocate, Dickinson Cruickshank. (Max 14 people). Mount Murray Hotel, Santon.
For details Tel 01534 780747

Tuesday, September 11 at 12 Noon

ACSP annual general meeting followed by seminar on structured products, sponsored and presented by Barclays Wealth. Upper Church Hall, Promenade Methodist Church, Douglas. Tel Marie Lambden on 628131 for further details or visit www.acsp.co.im

September 11 - 'Life and Times of J Ward - a celebration of 100 years of the Ward Library' with Arthur Bawden for Peel Heritage Trust, Centenary Centre, Peel, 7.30pm.
Non-members £1

Tuesday, September 11 (pm)

Impact Training: IOM Taxation – Recent Changes. Peter Duchars, KPMG. (Max 14 people). Mount Murray Hotel, Santon. For details Tel 01534 780747

Wednesday, September 12 (day)

Impact Training: Company Law and Administration in the IOM (both regimes) with Joanne Geldart, Advocate, Dickinson Cruickshank. (Max 14 people). Mount Murray Hotel, Santon. For details Tel 01534 780747

Thursday, September 13 (am)

Impact Training: Changes to IOM

Company Law – the New Corporate Vehicle, with Nick Verardi, Advocate, Dickinson Cruickshank. (Max 14 people). Mount Murray Hotel, Santon.

For details Tel 01534 780747

Thursday, September 13 (pm)

Impact Training: IOM Director's Duties with Nick Verardi, Advocate, Dickinson Cruickshank. (Max 14 people). Mount Murray Hotel.

For details please ring 01534 780747.

Friday, September 14 (am)

Impact Training: Collective Investment Funds – An introduction with Jim Hughes, Solicitor, Cains. (Max 14 people). Mount Murray Hotel, Santon.

For details Tel 01534 780747

September 19

Erin Arts Club Bonsai group meeting, Erin Arts Centre, Port Erin, 2pm.

September 22

'Raise The Roof' Gala variety show in aid of local charities, Gaiety Theatre, 7.30pm.

Song recital in aid of the Brooke Hospital for Animals, St Andrew's Hall, Douglas, 7.30pm. Tickets £10 from 880833 or on the door.

'Party in the Port', Robert Owen House fundraiser, Port St Mary Yacht Club, 7.30-11pm.

Tickets £10 available from 622314. Entertainment, hot food and auction.

Wednesday, September 26 (TBA)

IOM Association of Corporate Service Providers presentation by Kenneth Rijock, financial crime consultant. Mr Rijock will give a talk on complex money laundering by transnational financial criminals. Venue to be announced later

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