



## Brexit: What Britain should do next

With our exit from the European Union a reality, THE ARCHER asked local negotiation expert Gavin Presman for his top tips on what the teams being assembled in Whitehall should do next to carve out the best deal for Britain. He writes:

There are a number of things we will need to consider before we are ready to negotiate in business or in our personal lives. While it is critical to consider your own position the best negotiators in business also consider the position of the other parties.

British negotiators will need to consider the issues that matter to the other European member states and put themselves in their shoes. Doing this will give them a good sense of what variables may be able to be most creatively used to come to a real win-win.

The golden rule is that the best variables add value to one party, while not costing too much pain for the giver. If we can find concessions we can offer the EU that are important to them, without costing us too much, then these are the concessions that will bring us closer to the best deal. Rather than just thinking about what we can get, we must be thinking about what we can give if we are to negotiate a deal with the best terms for all.

Finally the team will need to be careful that they are able to stick to business, and avoid letting their thoughts get out of control with emotions leading them into hostile territory. As soon as we see that our feelings are being triggered by challenging thoughts, and not the circumstances we are in, we are able to maintain the perspective that creates the perfect



Negotiating skills: Gavin Presman

environment for collaborative negotiations.

If our negotiators enter talks looking for winners and losers, then we may end up as the losers. In 20 years of training business people in their personal and professional negotiations I have found that those who create the best deals are those that use personal connection and professional creativity to craft win-win agreements. That way we can continue to have a positive and rewarding relationship with our European neighbours for many years to come.

Gavin Presman delivers negotiation and influence training with his company, *Inspire, at the How To Academy in London, as well as for Microsoft and other international businesses. He is also an Innate Health Practitioner, working with educators and pupils, and Chair of Governors at Eden Primary @ GavinPresman*

## Look out, litter louts!

Dropping rubbish in the street or fly-tipping could land culprits with an £80 fine after Barnet Council launched an anti-litter campaign called 'Excuse me!'

Since the end of July, a dedicated team of enforcement officers has been patrolling well-known litter hotspots and investigating fly-tipping incidents.

The campaign highlights cigarette butts, chewing gum and dog fouling as common forms of litter that should be put in one of 3,000 bins across the borough, as well as illegal dumping of commercial and bulky waste on a larger scale.

THE ARCHER has been reporting in our last three editions on concerns about rubbish in our local streets. One hot spot is the pavement outside the KFC takeaway. Residents also claim that some shops allow waste packaging to pile up on pavements.

See Letters, page 11.

## Meditation to reduce anxiety

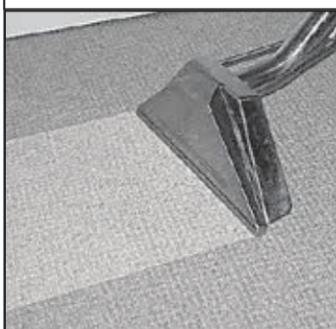
EFAB's Mindfulness Meditation sessions, led by local volunteers, are starting another five-week run at the Archer Academy in August and September.

Mindfulness Meditation practice is about learning to be in the moment, and can help bring feelings of calm to a busy and stressful lifestyle.

The group will welcome new students on Tuesday 23 August. Returnees who have already undertaken the beginners' course can now attend the new intermediate sessions, starting 16 August for five weeks.

Anyone wishing to take part on Tuesday evenings from 7.30 - 9pm can email Lisa on [us@efab.org.uk](mailto:us@efab.org.uk) or call 07909 998453. The cost is £4 per session, including refreshments and a chance to discuss experiences and best practice afterwards.

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More space: Volunteers in the toy library at Strawberry Vale

## New home for toy library

East Finchley's toy library has moved to a bigger venue, giving more room for children to play and a wider choice of toys to borrow.

Its previous home was at the Newstead Children's Centre in Tarling Road but it has now moved to the Green Man Community Centre, Strawberry Vale, where it is open between 9am and 10.30am on Tuesdays.

Parents and children can borrow all the big brand names such as VTech, ELC, Galt, Bright Minds and many more. All the toys are brand new and selected to maximise fun whilst enhancing a child's develop-

ment.

Joining is easy, just pop along and speak to one of the friendly volunteers. Toys cost only 50p for two weeks' hire.

As a small registered charity run by the Barnet Lone Parent Centre the toy library relies on the efforts and dedication of volunteers. If you would like to help out, contact the team at the Green Man Centre on 020 3828 4834 or email [nina.gentry@peabody.org.uk](mailto:nina.gentry@peabody.org.uk).

## RICKY SAVAGE ... "The voice of social irresponsibility"

### Guitar man

Back when rock was really young and some poor white trash called Elvis Presley first went into Sam Phillips' Sun Studio, he was not the only person in the room. The date was 5 July 1954 and the other guys were bass player Bill Black and guitarist Scotty Moore. Together they came up with something that would change music. Elvis invented the rock 'n' roll star and Scotty Moore invented the rock 'n' roll guitarist.

The story goes that they spent that evening after work in the studio trying to get something, anything, down on tape. Just as they were about to pack up, Elvis thrashed out the chords of Arthur 'Big Boy' Crudup's 1946 blues blaster *That's All Right*. Bass player Bill Black joined in, then Scotty and Sam Phillips ran the tape. This was it; this was new, this was driven and this was rock 'n' roll.

Scotty Moore described his guitar playing as being just a combination of several styles rolled into one, but it doesn't matter what he said, what matters is what he did. His punchy, powerful sound drove the band along as much as Bill Black's slap bass and when they added DJ Fontana on the drums a sound was born.

Between then and 1958 when Elvis joined the army, the Blue Moon Boys were a live sensation. No one had seen anything like them and as Elvis became the king, Scotty, Bill and DJ were right there. They even played on the early film soundtracks.

Listen to those pre-army classics like *Jailhouse Rock*, *Heartbreak Hotel*, *Devil in Disguise* and *Hound Dog* and you will hear Scotty Moore inventing the future. Even after the army as Elvis moved onto safer ground and the movies there were still a few gems, but it was almost over. Scotty last played with Elvis at his 1968 NBC comeback special. After that it was production and studio work for the man who changed the way the guitar spoke.

Maybe that's why, while Mick Jagger wanted to be Elvis, Keith had more taste; he always wanted to be Scotty Moore and that, I guess, says it all.

Scotty Moore, 27 December 1931 to 28 June 2016

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