

## BUSINESS

## Time run

than use the service and the pricing, he said.

Citigroup said it had already factored the decision into its valuation of Telecom. It expects Telecom's fixed access and toll revenue to decline by 12 per cent next year and 13 per cent the year after.

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Stock	Yrs High	Yrs Low	Wkly Volume	Div CPS	Div Y/C	PE Ratio	Div's Yield
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171	119	214.5	13.75	1.44	11.57	8.98	
580	369	11.00	9	3.11	23.90	1.36	
811	655	19.40	34.33	1.77	17.56	4.80	
108	64.0	0.00	5.97	1.41	16.74	5.63	
64.0	55.0	80.80	3.13	3.57	8.13	5.14	
460	265	62.90	n/a	n/a	n/a	0.00	
155	118	20.00	8.51	n/a	n/a	4.49	
106	65.0	3.00	n/a	n/a	82.17	0.00	
99.0	64.0	565.0	3.2	n/a	n/a	4.57	
22.0	3.0	148.0	n/a	n/a	n/a	0.00	
490	412	36.70	35	0.78	16.52	7.85	
330	265	57.20	8.96	0.78	83.24	3.09	
670	393	242.6	42.54	2.81	8.00	9.65	
700	334	94.80	19	1.87	29.85	2.99	
38.0	26.0	0.00	2.99	1.12	13.41	9.95	
166	96.0	23.20	1.87	3.97	32.04	1.17	
980	775	14.20	18.34	4.52	11.05	2.00	
112	80.0	700.1	n/a	n/a	81.01	0.00	
20.0	8.0	721.4	n/a	n/a	n/a	0.00	
815	470	119.0	14.93	8.85	7.12	2.37	
125	66.0	603.3	n/a	n/a	n/a	0.00	

314	232	10.80	17.26	1.43	11.54	6.05	
22.0	15.0	20.00	n/a	n/a	n/a	0.00	
21.0	10.1	90.00	n/a	n/a	n/a	0.00	
8.5	2.6	10.00	n/a	n/a	n/a	0.00	
15.0	10.0	0.00	n/a	n/a	n/a	0.00	
245	162	587.5	18.57	0.94	14.26	11.19	
130	43.0	122.4	n/a	n/a	n/a	0.00	
563	390	200.4	29.85	1.16	21.37	6.03	
104	57.0	3.9m	6.96	1.84	9.99	9.14	
729	487	272.7	61.52	0.93	11.82	9.07	
145	111	478.3	8.68	3.87	5.23	8.38	
101	73.0	5.2m	3.88	1.44	24.25	4.26	
451	299	745.9	12.69	2.01	23.66	3.13	
515	370	83.90	29.85	3.39	6.20	7.11	
342	220	474.4	n/a	n/a	75.68	0.00	
180	110	72.70	14.93	1.40	9.40	11.31	
146	94.0	232.8	14.93	0.35	31.00	13.82	
63.0	42.0	60.00	n/a	n/a	4.83	0.00	
0.0	0.0	0.00	n/a	n/a	n/a	0.00	
105	85.0	382.1	n/a	n/a	150.53	0.00	
921	450	85.80	17	2.06	25.38	1.91	
92.0	65.0	27.90	n/a	n/a	n/a	0.00	
520	370	24.90	32.84	1.24	17.44	6.91	
3.6	1.1	125.0	n/a	n/a	98.77	0.00	
255	180	69.20	n/a	n/a	n/a	0.00	
25.0	15.0	7.20	n/a	n/a	n/a	0.00	
415	299	1.10	29.85	1.82	9.55	8.16	

# Quit the frazzle, speaker's advice

by Katie Wylie

"It is easy to wait for society to change, but we are society." These inspiring words were delivered by Clare Mann, speaker, author, psychologist and psychotherapist, to Marlborough's business leaders at a presentation on the work-life balance, organised by the Marlborough Chamber of Commerce.

Chamber chief executive Tim Leslie said the topic was important because people could forget why they were working in Marlborough. "We fall into the trap a bit when we just start on the treadmill and that's what we've been trying to escape."

Ms Mann, who has recently moved to Marlborough after 26 years in big cities, said the topic was close to her heart but the work-life balance concept was flawed. "It entails a sort of seesawing when the only way it becomes suitable or constant is for us to give up one."

People experienced a sense of fragmentation and separation when moving between work and leisure, she said.

Society's ideas of success pressured people. "How many of us are trying to be super-people? Do we need two cars or to go out to dinner every week?"

Family-friendly business policies also did not help if they went against the workplace's culture.

"They're really like putting a band aid on internal bleeding. The underlying message from the organisation will be: if you really want to get on here you actually turn down the family-friendly option."

Instead, people needed to address their lifestyles and integrate work demands to avoid becoming "frazzled". This could be done by prioritising what was important.

"How do we align our values so that in everything we do in our lives we take the whole of us with us? The change comes from putting ourselves in the centre of our lives."



BALANCE: Author and academic Clare Mann speaks to the Marlborough Chamber of Commerce on work-life balance.

Photo Derek Flynn 94032

She admitted this was uncommon. "To actually stand up and walk away and say I'm going to live my life differently is actually the road less travelled."

"There is an anxiety when we start to say we want to do something different, when we start not buying into society telling us what we need to have. But there is also anxiety in not making those choices."

Guest Virginia Watson has chosen to integrate her work with her life. Formerly a project man-

ager in Wellington, she now runs a marketing consultancy business with three staff from a shed on her Marlborough property.

"We go for a walk at home and still meet client deadlines," she said. "Work is part of my life but it is not my life."

The transition had not been easy but she was pleased she had avoided "selling my soul to the corporations".

"I see the pitfalls as just a hump on the road. You get through that and you move on. I love it."