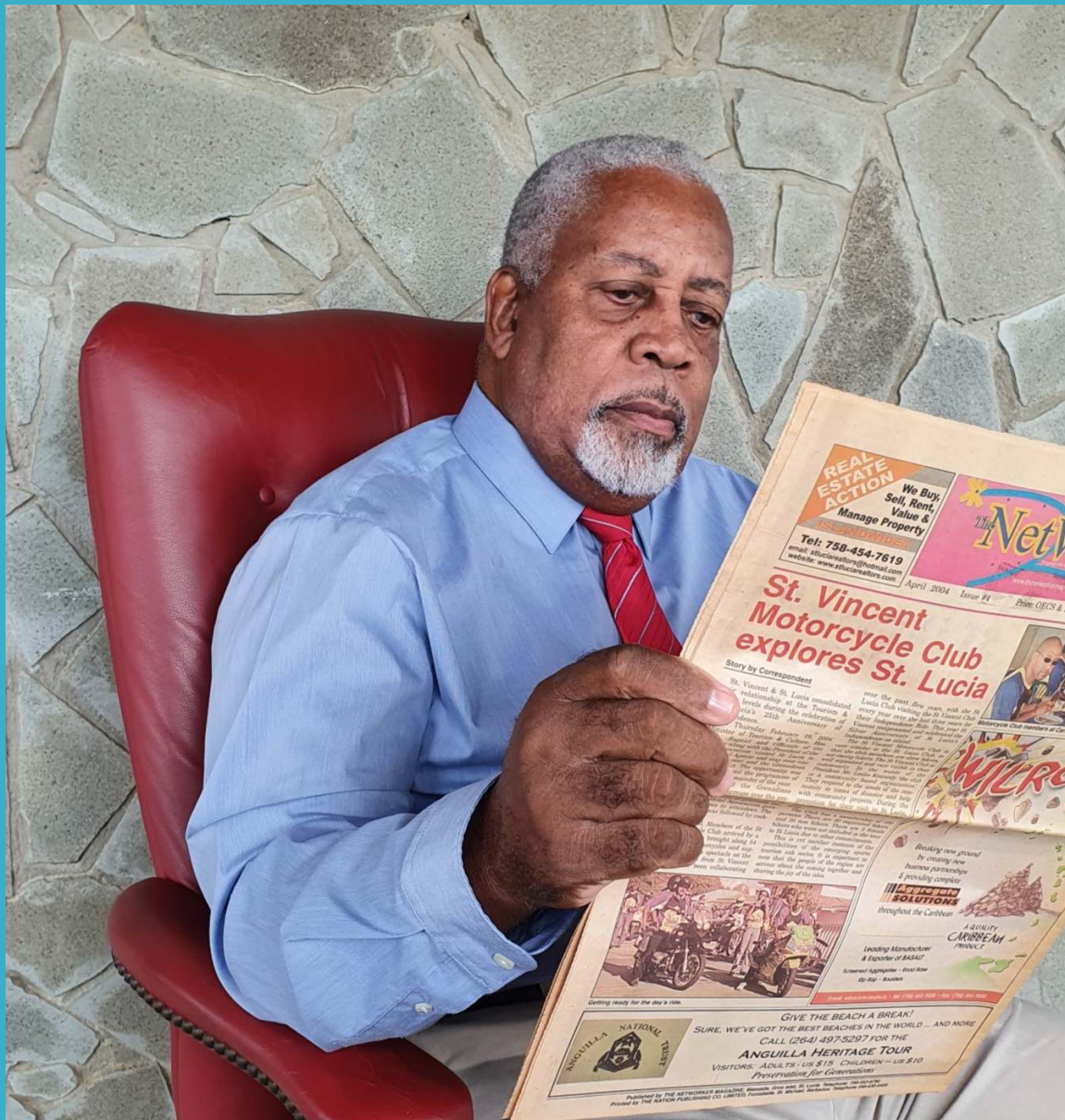


HARRIS AT LARGE

REVISITING SAINT LUCIA'S RECENT PAST

BOOK 2



Articles written by
Edward Alphonso Harris
QBE; Sm; SM, MR & A Dips., London

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

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Book 2 of The 3-part Series

Articles written by

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Dedicated to Seekers of Knowledge at home and abroad!

How Saint Lucia progressed post the recession of 2007-2009.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

DISCLAIMER

This e-book is designed to provide general information in regard to the subject matters covered in articles that were written by the Author and published in several newspapers, locally and internationally. A few websites listed in this e-book may not be current and where available are used only as reference or information relevant to the specific topic. It should be further noted that this e-book is intended to share the experiences of the author and offers no guarantee for the success of its readers.

Printed by: Edward A. Harris

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

ABOUT THE AUTHOR

Edward Alphonso Harris is Guyanese by birth, and a Nationalized Saint Lucian who has travelled extensively. He lived and worked in several countries outside of his homeland – Guyana; these include St. Lucia, Barbados, Dominica, Grenada, Jamaica, Sierra Leone and Tanzania.

He is tireless in his quest to share the **Principles of Affirmation** and to set alight the power of the **Entrepreneurial Spirit** as a means of assisting in alleviating poverty around the world.

Edward Harris began working at the tender age of fourteen and worked in his adult life almost entirely in the private sector in areas of manufacturing, distribution and services. He is not about to retire and is currently actively engaged in the areas of **Business Consulting and Real Estate**.

He has dedicated his life to sharing his experiences in the areas of business and human development.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

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This milestone was made possible because of the encouragement I received from my family, friends, and well-wishers in Saint Lucia and beyond.

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Edward A. Harris

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HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

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HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

INTRODUCTION

Today, at the tender age of 77, I am very active on Social Media and am forging ahead in sharing my experiences in investment, business and entrepreneurial development. In my final years I have been most frustrated and restless, especially during this period of the COVID 19 pandemic. What is even more worrying is the fact that no one knows when this state of affairs will end.

In an effort to maintain my sanity, I have in recent times, established the following initiatives:

1. A real estate website – <https://stluciagreatpropertydeals.com> which offers two e-books a) Winning Strategies for Micro, Small & Medium Enterprises and b) Investing in Real Estate in St. Lucia.

2. Castries Real Estate Referral Meetup Group - <https://www.meetup.com/Castries-Real-Estate-Referral-Group-Meetup-Group> which offers opportunity for persons interested in the Real Estate Industry to network with professionals and learn about the industry.

3. MLM/Network Marketing Information - <https://www.facebook.com/groups/mlmfactfinder> Great resource for getting information on the MLM industry Free Training available to make a difference in your MLM business.

4. Weekly current affairs CARICOM & USA – www.facebook.com/eaharrisdestiny Facebook Live programme – Harris At Large on Sunday at 10.00 am every Sunday.

This e-book covers the period 2005 to 2008 detailing the peak of St. Lucia transition to a tourism economy. It is a reflection of the way it was, pre and post the Financial Crisis in the USA which rapidly spread into a Global Financial Crisis. The collection of articles will give us confidence that if we came back then, we can do it again and again. This pandemic too shall pass. In the meantime, I shall endeavor to share my knowledge.

Edward Harris

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#1 MICRO SMALL & MEDIUM ENTREPRISES (MSME)

August 14, 2008

EDWARD HARRIS AT LARGE!

MICRO SMALL & MEDIUM ENTREPRISES (MSME)
CRITICAL TO THE FUTURE OF THE ECONOMY

The month of August has been declared Small Business Month. Although the sector is faced with challenges never before experienced since nationals entered into business, there are still business persons who remain confident and are proceeding to grow their businesses.

The St Lucia Industrial and Small business Association in spite of its struggles over the years has survived and continues to play its part in representing the sector. This year as the Association marks its 26th anniversary and executes the activities of Small Business Month, the Association has expanded its membership base with Allied Realtors Association Inc. and St. Lucia Craft & Dry Goods Vendors Association Ltd. joining as Group Members.

The programmes planned to mark the month of activities are receiving support from the membership and the businesspersons in general. The Annual General Meeting will be held on Sunday, 17th August, 2008 at the Bay Gardens Inn at 3.00 pm. Mr. Michael Chastanet, Chairman of Consolidated Foods Ltd. will deliver the Keynote Address. A packed Agenda is planned and a few important resolutions will be tabled. Elections will not be held at the upcoming AGM as the life of the current Board expires in July of 2009.

SLISBA is celebrating 26 years of service to the private sector and has been successful in receiving the endorsement for Small Business Month from the Ministry of Trade, Industry, Commerce, Consumer Affairs and Investment for the second time. As SLISBA takes its message of Unity among Businesspersons, it is reaching out to the business communities in Soufriere, Vieux Fort, Gros Islet and Castries with visits and meetings. The response so far has been encouraging and at least two new Chapters will be launched shortly.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

It is interesting to note that the St. Lucia Chamber of Commerce, Industry & Agriculture and St. Lucia Industrial & Small Business Association (SLISBA) are heading South of the Border to expand their membership and involve businesspersons in the activities of the organisations. The New Frontier holds the promise for the future and prospects for massive future developments are very possible in the short term. It is unfortunate that the development is coming at a time when the world's Entrepreneurs are not as confident as they used to be and decisions are made after much thought.

Two years ago there began a trend of development when some people even called to slow down the pace and take stock of the type of developments that are being introduced. The tourist ships were berthing as many as 4 in one day. The carrying capacity and impact on the environment was of concern but the hive of activity and the prospects for a bright future in tourism did not carry the corresponding arrangements to develop the necessary skills and businesses to maximize the benefits that were likely to be accrued. Learning is not confined to classrooms but can be anywhere that people can meet.

There is an urgent need for education that will impart information that will attract attention for action. Our schools are used during the day and mostly closed in the evening. There is such an urgent need for motivation and training that every school building such be open catering to persons in search of knowledge. I hear a rumbling in my ears – where are the teachers and persons to impart the information and training necessary? My answer is – where are the hundred of professionals who received support from the nation to pursue studies overseas and the concerned citizens of our beloved country? Are we incapable of starting voluntary service associations to meet the urgent need for training in St. Lucia? We have a large population of retirees who can be put into action. I am willing to serve and I urge my readers to enlist as volunteers. Business Strategies should be an area of study so that we can stimulate the minds of our young people to think creatively and plan to be self employed. It is time to embark on an audit of the need for various types of businesses in the communities. There are so many things that can be done if we condition our minds to give back and develop, and implement plans that demonstrate that we care and are willing to share.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

SLISBA with an outreach programme can be a vehicle for effecting programmes in MSME sector. Become a Benefactor and support the work of SLISBA. Large companies that spend millions in advertising and promotion could be extremely helpful by investing a portion of their budget to support service organisations. Such a step could have a positive impact on society as a whole.

Here is my selected motivational quote for the week:

THERE IS ALWAYS A GOOD SIDE

Everything depends on the way you look at things.

View every problem you encounter as an opportunity.

There is always a good side to every situation.

The optimist sees an opportunity in every misfortune.

The pessimist sees misfortune in every opportunity.

The optimist sees the doughnut.

The pessimist sees the hole.

You can develop success from every failure.

Discouragement and failure are two stepping stones to your success.

No other elements can do so much for you if you're willing to study them and make them work for you.

When it is dark enough, you can see the stars.

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HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#2 BUSINESS IS PLAGUED BY DECEPTIVE ENTREPRENEURS!

September 4, 2008

EDWARD HARRIS AT LARGE!

BUSINESS IS PLAGUED BY DECEPTIVE ENTREPRENEURS!

How do you know a deal is good for you or it is an outright SCAM? Due Diligence is the answer. Keep emotions out of business transactions. At all times the buyer must beware and take steps to ensure that whatever business he or she is embarking up is being offered by a reputable company or individual.

In one on one communication, the power of words can be very effective. Some salesmen and deal makers have the ability to wear you down to the point where you feel that you are under a spell and you take action to satisfy them rather than in your best interest.

The internet is a powerful medium for high pressure sales which is greatly assisted by credit card transactions. The ease of doing business is definitely the unique selling proposition of Internet marketing. Unethical businesspersons doing business on the internet are getting better every passing day and persons seeking business opportunities on the internet must be weary of their deception. In today's business environment, it is about immediacy, act now! There are some internet businesses that even when you close the page, a pop up page comes up offering you a final discounted deal.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

The promotional material for some business opportunities are several pages long, repetition, repetition. Recently all that I do is read the first two paragraphs and scroll down the pages to see how much it costs to participate in the programme. It never ceases to amaze me how a free offer is swiftly converted to an investment proposition. That's a savvy American approach to doing business. It is all about getting you to reach for your credit card. The Fortune 500 businesses in America have successfully orchestrated a marketing strategy to get people not only in their country but around the world to become dependent on the use of credit cards. I experienced during a trip to the USA late last year that it was more costly to settle my hotel bill in cash than by credit card. But that is just part of a bigger plan by the hotels to get credits that can be used for many business related incentives offered by the credit card companies. This is one modern day system that while it has brought about a no hassle approach to doing business, it has created financial chaos in the lives of many.

I must publicly state that with all my experiences in doing business on the internet, I am still caught in deceptive internet scams. If you play with fire, it is very possible that you will be burnt. This week I came across what I consider to be one of the best internet business propositions that I have been introduced to. It is a real winner but there are serious flaws in its execution. This was one time that because I thought it was too good to be true, I reverted to due diligence with an internet search that brought me down to reality and caused me to recover a part of my money. Internet due diligence on marketing companies can be accessed at www.mlmwatchdog.com.

These are interesting times when fly by night gangsters are willing to fleece others for a short period of basking on some beach and having fun, and end up spending many years behind bars for fraud. It is a terrible mind set. Is spending a few months of the good life worth several years in gaol? However that is the heart of man. It is a deceptive world of business. You never know who you are dealing with. I predict that the time is coming when due diligence will be as popular as most other services that are in great demand. There are businesses currently that offer inspection services to verify that what you ordered is what is shipped. This is particularly applicable to the purchase of used and refurbished equipment.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

If you are an investor it is very likely that from time to time you will strike a bad deal. The stock market rises and falls by statements in the media or predictions by investment analysts. It has happened in the past and will continue to happen because of greed. Even once considered reputable businesses get involved in business programmes that push them over the top. The subprime mortgage programme is one such disaster for investors. In a bad deal you never walk away with losing something, sometimes it is your integrity which was built up over many years.

Here is my selected quote for the week:

ACCEPT CHANGE WITH A SMILE

Sooner or later a crisis will enter your life, and how you meet it determines your future happiness and success.

Since the beginning of time, everyone has been called upon to meet such a crisis.

A closer look will show you that most "crisis situations" are opportunities to either advance or stay where you are.

Indeed, most changes in your life will take place out of either 'inspiration' or 'desperation.'

Whatever comes your way, give it meaning and transform it into something of value.

Your personal growth is the process of responding positively to change.

A precious stone cannot be polished without friction, nor humanity perfected without trials.

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HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#3 SAINT LUCIA EXPERIENCING DOWN TURN IN ECONOMIC ACTIVITY

September 12, 2008

EDWARD HARRIS AT LARGE!

SAINT LUCIA EXPERIENCING DOWN TURN IN ECONOMIC ACTIVITY

The country that Saint Lucia is most dependent upon for its trading activities is the United States of America. The current environment as it relates to economic activities in the USA is cause for concern. Tourism is the backbone of St. Lucia's economy, given the state of the global airline industry and in the USA in particular, there is definitely difficult times ahead for the industry. The upcoming Presidential Election is not helping as Americans are focused on the very close race between Democrats and Republicans.

As I write this article Hurricane IKE is heading for the oil refineries in the Texas region and the threat of disruption to the production capacity of refineries in the area is real. The result will be a hike in oil prices and further cut backs in fuel dependent industries. It is in this regard that the decision taken by OECS Heads at a meeting in St. Lucia on Thursday, September 11, 2008 to form an economic union with Trinidad and Tobago is a step in the right direction. One immediate area that should be tackled is the establishment of a regional airline which T&T has to financial ability to implement. The high cost of airfare within the region which impedes contact among the people must be dealt with as a matter of urgency.

Looking towards the immediate future, it is necessary to conclude the Economic Partnership Agreement with the European in the shortest possible time. It is now certain that the EPA will be signed by all Cariforum partners, except Guyana which is likely to fall in line before the actual date of the signing of the agreement. The implementation of the EPA is even more necessary as it is possible to expand trade with EU States to take up the shortfall in USA and Canada tourist arrivals and direct foreign investment.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

In the coming months, there will be countless sensitisation programmes as the Government seeks to bring the nation up to date on rapid developments taking place. These are serious times and the developments currently under consideration, and those pending will impact on the life on every citizen. The people are demanding the right to know and civil society organizations are beginning to take their place at the discussion table.

Recent developments with the EPA have established a new relationship between the Government and the people. The word stakeholder has taken on relevance and we now have a situation where representative organizations are invited to participate in discussions prior to signatures being affixed to documents that will commit the nation for decades. However, it is the civil society organizations' responsibility to ensure that the information filters down to the masses.

People have been crying out to be involved in the process of decision making. It is going to demand a lot of patience in proposing ideas to the masses but it is necessary. We see the effects within the tourism industry where our citizens are asked to be kind to the tourists but there is still a lot to be done to inform and educate the people on the importance of tourism. EPA is around the corner and there will be a lot to be learnt about various aspects of the agreement in relation to its trade and development components.

CSME is another area of development which I suspect will be fast forwarded to catch up with the EPA. This has been dragging along for too long. Just do it. There is need to keep our professionals and skilled workers at home. The best way to do this is to open up the borders to free movement of people. Money is moving freely all the time. The right of establishment legislation is now in place and businesses are opening up in a very orderly manner. There is no rush, people are taking their time to make the decision on which country to locate. Rather than thinking to block citizens of CARICOM member countries, it is time local Entrepreneurs begin to establish cross border companies and take advantage of locating in Trinidad and Tobago where there is money. However, the reverse is happening, T&T Entrepreneurs are the ones coming to St. Lucia.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

CARICOM – Canada Trade Agreement is soon to be negotiated and it is possible that lessons that have been learnt from the EPA negotiations will be effectively applied. Quietly, a number of draft pieces of legislation are in the works and a number of initiatives to facilitate proper sensitization of citizens are being pursued.

It seems that the stage is now set for meaningful partnership between the Government and the people and from here on civil society representatives will have their jobs cut out for them.

The economic down turn being experienced in St. Lucia is not unique but rather a world trend especially among our traditional trading partners. A few projects in the tourism sector are experiencing difficulties and there is every indication that things are slowing down but there is hope. We now have to shift focus and seek out new relationships. The EPA is a step in that direction.

Keep the Faith, God is in Charge, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#4 SAINT LUCIANS SUPPORT BARACK OBAMA FOR PRESIDENT

September 28, 2008

EDWARD HARRIS AT LARGE!

SAINT LUCIANS SUPPORT BARACK OBAMA FOR PRESIDENT

St. Lucians recognise the fact that their survival is inextricably linked to the fortunes of the United States of America and are following closely the 2008 Presidential Campaigns. Most St. Lucians are following the Obama campaign and many like myself are taking the blows personally when Obama is placed in the corner. It is an emotional thing.

The Obama button is proudly worn by persons as they go about their daily chores. Some are even making a business out of selling the Obama buttons. Micro and Small business persons are always seeking out opportunities to make a dollar. As a Guyanese, I experienced this at first hand. In the bad old days when many food products were banned, the traders knew what was in scarce supply to invest their limited finances. They were experts at market research and finding the cheapest sources.

The first debate between John Mc Cain and Barack Obama was well rated by the viewers but not well received by the media professionals who only recorded it as a tie as they claimed none of the candidates hit the ball out of the park. The action now moves to the Vice Presidential candidate debate. Many balls are likely to be hit out of the park. That is enough for hard politics but as was said during the debate that foreign policy is linked to economics as money must be found to equip and support the military. A good foreign policy must be backed by military strength.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

On the economic front both candidates cannot give any serious commitment on future programmes as the economy will definitely be depressed for sometime. The revenue side of the national budget will be in trouble so the position taken is that there will have to be a hold on spending in areas that are unimportant. It is not going to be easy for the next President and it is for that reason that Obama is good for America and the world at this juncture. We need a breath of fresh air in the white house. It is time to break away from the way business is done in Washington and bring about real change in the status quo. This must not be a cosmetic change, it must be CHANGE THAT THE PEOPLE OF THE USA AND THE WORLD CAN BELIEVE IN! America must be a friendlier country both inside and outside of its borders.

The major financial institutions of the USA are on their knees. Many of us will argue that the Government should not bail them out but there is much more than what we are led to believe. It is the pride of America. The faith in its institutions must always be strong and it is for that reason 700 billion dollars will be ploughed into the failing financial institutions. I don't believe that the 700 billion is all that is needed. The hole is too deep not to take along many more institutions with the initial ones. So don't be too optimistic after the deal has been concluded. It is very likely that the corruption and greed that has festered in the USA across the states and particularly on Wall Street will yield more fall outs.

What impact does the financial chaos in the USA have on poor little St. Lucia and the rest of the States that are grouped in the Organisation of Eastern Caribbean States (OECS) headquartered in St. Lucia and their currency regulated by the Eastern Caribbean Central Bank (ECCB) in St. Kitts. Our Eastern Caribbean Dollar is pegged to the US dollar and a weakened US dollar will impact upon the already high cost of doing business and the cost of goods and services in general.

In the Caribbean region, we are in for a rough ride. Already St. Lucia is experiencing problems in the construction of new tourism projects and the possibility exists that government may have to secure loans on behalf of developers as was done with Rochamel which allowed the entrance of the Hyatt Hotel, though short lived. As is being experienced in the USA, in a changing world economic order, governments can no longer stand aside and leave the private sector on its own. We are seeing governments taking action to support airlines and direct interventions in industry, especially the agricultural sector.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Times are changing and from all indications, we are called upon to return to basics. It is very likely that we will see a return of governments investing in capital intensive projects with high export demand and high returns on investment. The Government of St. Lucia is involved in the direct importation of staples such as rice, flour and sugar, and is currently subsidizing cooking gas and fuel for vehicles. With declining revenue on all fronts, the question is – how long can the government continue to maintain the subsidies?

The European Partnership Agreement (EPA) which was pushed aside by a few Governments will be brought to the front burner and we will see some forward movement with the signing of the agreement in a few days. We in the Caribbean region must stretch forth our hands to the rest of the world seeking relations with friendly nations. In recent years the regional tourism organisation continuously promoted the idea of a One Caribbean promotion to attract visitors to the region. I humbly suggest that the programme should include an investment component. There is no better time to promote this programme than now when we are about to enter into an agreement with the European Union. The CARICOM nations are victims of putting all their eggs in one basket. It is only a few years ago that tourism officials woke up to the realisation that their Caribbean neighbours provided an active segment of the tourist market. It was the same when the Industrial Development Corporations around the OECS produced their promotional brochure, it targeted US investors.

Let us continue to pray for Change and that the Change Agent will be Obama come November 4, 2008.

Keep the Faith, God is in Charge, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#5 WHAT YOU DON'T KNOW – CAN HURT YOU!!!

September 25, 2008

EDWARD HARRIS AT LARGE!

WHAT YOU DON'T KNOW – CAN HURT YOU!!!

What you don't know can hurt you. Do you know what is happening with your money as America grapples with the crash of their major financial institutions? Everyone now knows that the great United States of America is not the financial power house it used to be. It is over 5 trillion dollars in debt, borrowing from the world's financially strong nations. Its financial institutions are falling apart. The Government is seeking 700 billion dollars to bail out financial institutions but is this all that is needed? The initial call was for 1 trillion. It appears no one really knows the extent of the bail out liability. What is the impact of all that is going on in the USA on the EC Dollar? It is very likely that the US dollar will lose value against the major trading currencies as the problem worsens. It is time for a debate to begin on the effects on our economy due to the existing financial conditions in the USA.

While the experts are arguing whether it's a depression or recession, the reality is that America is in deep financial crisis. The USA used to be the standard by which economic performance was measured in the free world. The same was with its politics but after the 2004 Presidential election when George Bush literally out maneuvered Al Gore at the polls, the world was disappointed and the people of the Caribbean regained their respect for the late President Forbes Burnham of the Cooperative Republic of Guyana.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

America is in crisis and Obama is the only hope. His uniting force will heal the nation. This is an opportunity for the people to win and put a Government in office that works. The American people and the rest of the world deserve nothing less. We are truly living in some difficult times which are clouded by anxieties and uncertainties. Senator John Mc Cain is trying his best to out maneuver Senator Barack Obama but the latter has a campaign team that is hard to beat. By the time you get your copy of this newspaper the debate if it happened would be history. I wish Obama well. I am so pleased to see so many St. Lucians wearing the Obama button. I understand that some small business persons are doing brisk business with the buttons.

There are no encouraging signs in the business sector but it will get worse before it gets better and it is necessary for us to prepare ourselves for the difficult times ahead. It is time we pay attention to what is going on in the world. We must stop being busy about the things we can control and try to understand those things that are beyond our control that we need to know about.

Business persons must get their associations to organize programmes that will inform and educate them. The challenge that confronts Associations is to get their members to attend discussions/meetings on issues such as EPA that will impact upon their businesses. Many prefer to stick with the notion that what you don't know wouldn't hurt you.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Here is my favourite quote of the week:

MASTER LIFE, DON'T LET IT MASTER YOU

Some people are successful in mastering life,
while others permit life to master them.

There is a split in you that is very clear.

There is part of you that knows what you should do,
and a part of you that does what it feels like doing.

Don't let passion drive you, let reason hold the reins.

Once you understand these opposing forces warring within you,
with this knowledge of the truth: you no longer remain a slave.

A clear understanding of this will make you the master of your life.

Resistance is your thoughts transformed into feelings.

Change the thoughts that create the resistance,
and there is no more resistance.

Are you controlled by your thoughts or are you controlling your thoughts?

If you do not conquer self, you will be conquered by self.

If you are ruled by your mind you are a king, if by your body, a slave.

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The key to coping with today's complex issues, particularly that of surviving in a world being strangled by corruption and greed is for business persons to come together and find solutions to keep their businesses afloat. The economic ship of the world's most powerful nation is sinking.

Have a great weekend.

Keep the Faith, God is in Charge, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

#6 THE WORLD'S FINANCIAL CRISIS IS JUST BEGINNING!

October 10, 2008

EDWARD HARRIS AT LARGE!

THE WORLD'S FINANCIAL CRISIS IS JUST BEGINNING!

It is not a healthy situation as we see the financial centres of the world begin to crumble with stocks falling everywhere and governments have to rescue Banks. It begs the question what is the position with our money? How safe is it? All we know is that our money is pegged to the US dollar. There is need for immediate and massive action to inform and educate our people about our involvement on the world financial stage. I am hoping that we will take the opportunity to investigate the stock market and secure stocks that are likely to correct themselves and go on the rise again. The old principle is to buy when stocks are low and sell when they are high. The key is to know when to let go and don't get greedy. In the most difficult times, there is always money to be made.

In the past, we discussed the global economy and we invited our entrepreneurs to take their places on the world stage. This is one occasion that they will experience the uncertainties and good fortune in the global environment. The financial institutions that have departments that promote Foreign Investment Banking and other Instruments should step up their education campaign and inform their clients when to strike. It will be interesting to see the balance sheets of the local banks when their annual reports become available.

Some experts feel that the markets should be allowed to correct themselves but it goes beyond that. It is more a matter of confidence as it relates to future financial operations around the world and governments cannot afford to encourage any situation whereby the international currencies will be destabilised.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

The signs on Wall Street are not encouraging. We have great faith in Sir Dwight and his team and would only hope that our financial prudence at our Eastern Caribbean Central Bank is so strong that it will withstand the current financial storm. Caribbean leaders in government and business are accused many times of not taking timely actions and sometimes lack adventurism. We refer to our Bankers as being risk averse. However, this is one time we would like to know that our Bankers have not ventured too far out at sea.

It is interesting to note Donald Trump's advice that investors should not panic, they must have faith in their institutions and the situation on Wall Street will correct itself in the long term. He is relying on John Mc Cain to clean up the mess when he becomes President. If that is his projection for the markets then I am not comfortable with it as he is not reading the writing on the wall. The pollsters are predicting a different outcome of the Presidential Election as the polls have shifted sharply in favour of Barack Obama. Maybe, Donald Trump is aware of a knockout punch that will put Obama on the canvas.

At the local level, it seems to be business as usual. Thanks to the subsidies on certain commodities, in particular – fuel. Apart from increased food prices, people seem to be coping with the situation. Smart people have learnt not to complain as it is one sure way of losing friends. No one is looking to bail out anyone. These are rough times. It is all about the individual survival. Take your troubles to God – He cares!

The Commonwealth Finance Ministers were here and they have left but I am not optimistic about any relief in the short term. In the region, our leaders have decided to move ahead with the signing of the EPA amidst frustration with the world economic situation. Maybe, they have concluded that things cannot be worst so opening the doors to an expanded EU relationship can't hurt. The US sources for investment and tourists are in decline. It will be prudent for Governments of the region to develop new relations and deepen established ones for investment, tourism and services around the world. By the way, have we made any approach to do business with the Russians? It is time for our investment promotion agency to identify a list of the countries where we are not doing business and send off a delegation to explore opportunities in those countries.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Here is my selected quote for the week:

LET SUPERIORITY BE YOUR TRADEMARK

It will be your constant effort to be first class in everything you attempt that will help you conquer the heights of success.

Always do more than you're supposed to do and you can have, be or do anything you want.

Do a little more than average and from that point on your progress multiplies itself out of all proportion to the effort you put in.

You can do a little more each day than you think you can.

There is always a best way of doing everything.

Find it.

To enjoy enduring success, you should travel a little in advance of the rest of the world.

True success comes from being successful in little things.

Make it your life rule to do your best.

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Have a great weekend!

Keep the Faith, God is in Charge, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#7 SIGNING THE EPA IS NOW HISTORY!!!

October 15, 2008

EDWARD HARRIS AT LARGE!

SIGNING THE EPA IS NOW HISTORY!!!

The extended CARICOM family of Cariforum with the exception of Haiti and Guyana finally signed the EPA on Wednesday, October 15, 2008 in Barbados amidst cries against such action at this time from some of our brightest minds in the region. Maybe, the leaders felt that there has been enough delay and they should not be seen as indecisive. It was almost a year and the agreement was yet to be concluded. In today's world, procrastination is not an option. The state of the world economies is not encouraging and it is necessary to get their feet into the door before further deterioration in the economies of European nations.

Civil Society Groups have failed to hold back the signing and can only be satisfied with the many gains they made over the months of active negotiations. No one can deny Civil Society's contribution during the negotiations, especially when Mr. Christopher Sinckler headed the Caribbean Policy Development Centre (CPDC) in Barbados. He is the current Minister for Foreign Affairs, Foreign Trade and International Business in the Barbados Government and a strong advocate for the signing of the EPA.

What's next on the EPA agenda moving forward? It is time to assess what ever benefits are likely to accrue from the EPA and get all the players together to understand how to access them. Europe should be targeted for tourism and investment promotion. The Tourist Board and the National Development Corporation should now be working closely together. These are serious times and much is at stake in the tourism sector. We just can't afford to fail. It is against the background of challenges to the mainstay of our economy that all the best minds in investment and tourism need to get together to help to find solutions to the decline in direct foreign investments and tourist arrivals due to the global economic situation on the one hand, and airlifts on the other. Investment and Tourism agencies must now find common ground and move forward in a complimentary manner. The theme "St. Lucia - A Unique Destination for Investment, Vacation and Retirement" may be adopted.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

The real effects of the crisis on Wall Street and major financial institutions are still not felt in St. Lucia but be assured; it will soon be at our doorsteps. The erratic performance on Wall Street is not helping. Stability is yet to return to the markets. Uncertainty is the only constant at this moment. We must now brace ourselves for what is ahead and my crystal ball points to HARD TIMES. It is time to tighten our belts and get rid of the excesses in our lives.

There is a lot to be done with the way we do business in our country. Every official in the Public Sector must work as hard as those in the private sector to attract and excite investors who come to do business in our country. The necessary legislations to speed up property ownership among other things must be expedited. Frustration is not an option in attracting Investors who seek to invest in our country. It has been many years since the hassle in acquiring property in St. Lucia has been a subject of debate without any real action taken to correct the situation. It is now time for action.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Here is my favourite quote for the week:

WHO'S TO BE MASTER OF YOUR LIFE?

Sometimes if you want to see a change for the better,
you have to take things into your own hands.

Once you decide to be at the level of choice,
you take responsibility for your life and gain control of it.

If you don't run your own life, someone else will.

You're in control of your life to the degree that you make the decisions.

If you let others make decisions for you, you have no control.

When you control the decisions, you control the actions.

Take charge of your life.

You don't have to ask permission of other people.

Don't give someone veto power over your life.

If not you, then who?

If not now, then when?

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I was another great debate for Barack Obama; he scored yet another knockout punch on John Mc Cain, and is now safely cruising home to the finishing line on November 4, 2008. I can feel the excitement that most Americans are feeling at this time. What a moment in time?

Have a great weekend!

Keep the Faith, God is in Charge, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#8 A MAN HAS TO LIVE WITH HIS CONSCIENCE!

October 23, 2008

EDWARD HARRIS AT LARGE!

A MAN HAS TO LIVE WITH HIS CONSCIENCE!

Colin Powell upon throwing his support behind Barack Obama while maintaining his membership as a Republican speaks volumes. The selection of Governor Palin as V/P running mate on the Republican ticket is an affront to many insiders who had to swallow their disappointment in the name of support for the presidential candidate. I feel that now Colin Powell has been brave enough to speak out, many others who share his views will come forward and clear their consciences. After all a man has to live with his conscience.

The next few days will be closing time for both campaigns and we can expect the campaigns to do what they know best regardless. John Mc Cain will get more negative and Barack Obama will stay on the economy, lining up his advisors whom he will consult with when he gets into the White House. I am amazed at the level of interest being shown in the American presidential election campaign. I feel that our local talk show hosts should begin to invite guests who can speak on the campaigns as they see the developments and discuss prospects for the future of the USA economy post election 2008. This could be exciting.

Signals in the economy as they relate to St. Lucia have begun to get mixed. In spite of increased prices, sales are dropping. Fortunately, the economy will heat up as a result of the Christmas season shopping for home improvement and the feast at Christmas. This year, Christmas Carols should be played on the airwaves from November 1, 2008. This will help to ease the stress.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

It is necessary for the leaders of Government and Civil Society to sit down and draft out a path for 2009 and beyond. This is a time to establish structures and procedures that will withstand the changes whatever they be. Some of us don't like to participate in discussions but it is clear that discussions and consultations will be necessary as we navigate through the world's financial crisis. No one has all the answers; we need the ideas of the brightest and the best in our midst. There should be a number of town hall meetings across the country on the problems of the economies around the world and how these developments will impact our lives.

The future is filled with uncertainties and anxieties. Information and education will help us to find choices that will assist us to cope with the times. It is good to know that God is in charge. Can you imagine what it would have been like if oil price was at US\$147.00 per barrel while stock markets, banks and insurance companies are heading down the drain? That would have been chaos. The erratic behaviour of the stock market continues to be cause for concern.

There is nothing that we can do to change the course of action in the developed world, except to ensure that we tighten our belts, get rid of excess and stay tuned to the developments.

The best hope for the world is Barack Obama winning the election on November 4, 2008. We can help by encouraging our relatives and friends in the USA to cast their vote for Obama. It is my hope that our prayers will cause him to be victorious. I will be praying and watching.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

IT'S YOUR FRIENDS THAT MAKE YOUR WORLD

Your own positive energy will compel things to turn out the way you desire when you're surrounded by positive people.

Choose your environment with care.

Your environment is your mental feeding ground.

It's where all the food that goes into your mind comes from.

Choose your environment with care, one that is positive, one that lifts you up and gives you wings to soar.

Create favorable conditions through your association with others.

Avoid people who belittle your ambition.

Small people always do that, but the really great people, make you feel that you, too, can become great.

We shape our buildings, and then they shape us.

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Have a great weekend!

Keep the Faith, God is in Charge, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#9 IT WAS TEARS, THEN JUBILIATION AS BARACK OBAMA CROSSED THE FINISHING LINE!!!

November 6, 2008

EDWARD HARRIS AT LARGE!

IT WAS TEARS, THEN JUBILIATION AS BARACK OBAMA CROSSED THE FINISHING LINE!!!

The date, November 4, 2008 will go down in history as America voted for its first Black President. It is no longer a dream, it is reality. It was a proud moment as America confirmed it was ready for a Black President. People of goodwill around the world are ecstatic about Obama's victory. Tears flowed from the eyes of many, even the skeptics. Is it real? Has it actually happened? What a Movement? President Elect Barack Obama's organizational ability is evident and gives us hope about his ability to lead with good judgment.

Obama ran a quality campaign about the fray. John Mc Cain was in a negative mode throughout the campaign feeding off of the mistakes of the other side. He found all the negative issues to throw at Barack but none stuck. The electorate stood firmly behind their man. The endorsement of Oprah Winfrey in the early stages of the campaign and Colin Powell sealed the victory for Obama. Money has never been an issue. At the end of the campaign, it is reported that the Obama campaign has extra cash. Obama and his campaign team have added a new twist to campaign fund raising. Don't underestimate the power of small man. Those US\$5.00 contributors have made a difference. There are three books that can be best sellers when they are written - (1) HOW TO RAISE FUNDS FOR A POLITICAL CAMPAIGN & (2) HOW TO WIN AN ELECTION AS AN UNKNOWN (3) HOW THE GALVANISE GLOBAL SUPPORT TO WIN AN ELECTION. There are many suggestions that will come up in the future for names of the books but at this time all I wish to do is to express the need for such publications.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

What lessons can our politicians in the Caribbean learn from Barack Obama's rise to the holding the highest office in the United States of America. I believe that a number of panel discussions should be scheduled to look at all aspects of the Barack Obama's campaign.

Throughout the campaign Barack Obama was outstanding. There are enormous challenges ahead for the first Black President of the United States of America. I am however impressed with his team of advisors who he will rely upon guide him. I feel he is on the right track and I am confident that he will deliver.

Prior to November 4, 2008, it was all about uncertainties and anxieties but as it became known that Obama crossed the finishing line, it was all excitement around the world. What a moment? This is the hand on God on a man anointed to lead a great nation. It is only God that has brought about the change we are about to experience. The theme - A Government of the people, by the people and for the people excites me. Too often leaders forget their principal purpose is to serve the people. As Brother George used to say - you have to keep your ears to the ground. It is necessary for politicians to listen to the people. In business we learn to provide what the customers need in conformity with the 4 Ps and control the market. Be close to the people and get consensus.

CHANGE has come to the USA and it is the type of change, the peoples of the world can believe in. The expectations are high. We look forward to Inauguration Day. In the meantime, it is transition time and President Elect Barack Obama seems up to the job. Things will be moving fast. Fasten your seat belts and get ready for the ride of your life.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Here is my selected quote for the week:

YOU CAN OPEN ANY DOOR WITH CONCENTRATION

The first law of success is concentration.
Bend all of your energies to one point,
and go directly to that point,
looking neither to the right nor the left.
Concentration is the magic key
that opens the door to accomplishment.
In time, you can become what you earnestly desire to be,
if you set your face in the direction of the things you want
and bring all your powers to bear towards its attainment.
When your physical and mental resources are focused,
your power to solve problems multiplies tremendously.
To do two things at once is to do neither.
Success is the result of well directed energy.
Nothing can add more power to your life
as much as concentrating all your energies
on a limited set of targets.
The sun's rays do not burn until brought to a focus.

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Have a great weekend!

Keep the Faith, God is in Charge, A new Day has Dawned, Dream Big and Expect Miracles
Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#10 EVEN THE RAINS COULDN'T STOP THE SLP RALLY

November 25, 2008

EDWARD HARRIS AT LARGE!

EVEN THE RAINS COULDN'T STOP THE SLP RALLY IN CASTRIES, SAINT LUCIA!

Not even the heavy rains which fell for most of Sunday, 23/11/08 could have stopped the St. Lucia Labour Party (SLP) from holding its Rally which mobilized members from across the country. The Opposition Leader, Hon. Dr. Kenny Anthony expressed his concerns for the way the country is being managed. The organizers experienced some problems in getting permission to hold the rally but after the intervention of the talk show hosts and the voices of citizens were raised, permission was granted. Senator, Hon. Allen Chastanet expressed concern about the rally was requested to be held on a day when cruise ship would have been in port. However, the Rally was held without any negative incident.

Happy Thanksgiving! We have a lot to be grateful for as God is showing His mighty acts on behalf of his people everywhere. A change has come and the world is better for it. Already the market is reacting positively as President Elect Barack Obama unveils the members of his team. It is important to note that at this juncture in the affairs of the most powerful nation on earth, there is no place for trial and error and President Elect Obama is surrounding himself with an experienced team, whom with his leadership will bring about real CHANGE.

I hope that Caribbean leaders are watching closely at the method which President Elect Obama is applying. It is not about party, it is about country, bringing together the brightest and the best to help in the administration of the country. This is no time for judgment that is based on anything else but seeking the best for the country.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I had the pleasure of attending the 124th Annual General Meeting of the St. Lucia Chamber of Commerce, Industry and Agriculture. The featured speaker was Hon. David Thompson, Prime Minister of Barbados and he was unapologetic in his position that Barbados is not ready to open its door to freedom of movement of CARICOM Nationals as the social infrastructure will be threatened. He noted the superior social services of Barbados. He is on the side of Belize where caution with regard to free movement will not be free for a while yet. Another surprise was his statement with respect to joint marketing of a single Caribbean/CARICOM Destination where the region will market its tourism products under one umbrella and as a result maximize their exposure by effectively utilizing their limited resources. These two positions strike at the very heart of the CSME. I am not a pessimist but I see a very uncertain road for the CARICOM Single Market and Economy (CSME). At the moment we have only implemented the CARICOM Single Market (CSM), the Economy will be added down the road as it will mean giving up the currencies of the More Developed Countries (MDCs).

Again, I was happy to be a part of an impressive ceremony with a small gathering which launched the sensitization programme for the Organisation of Eastern Caribbean States (OECS) Economic Union on 17th November, 2008. It is my belief that the OECS Economic Union will achieve its goals as already, there is much to show in the successful operations of the Central Bank, Telecommunication Regulations, Bulk Purchasing of Drugs, Judicial System, Air Transportation, joint Embassies and other essential areas of collaboration are being pursued. The OECS is leading the way in terms of integration and the way it looks may well be left alone to prove the point that integration is possible as they get to the stage of formalizing a political union.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I am writing this article from the lobby of one of the Sheraton Hotels in Toronto, Canada having attended a function held earlier to launch Quantum Express. The Destiny Group of Companies is once again in the news as it introduces its money transfer business to the world. In a matter of weeks Canadians will be able to send remittances to their relatives and friends without paying a fee. It is free and what is great, remittances can be sent as often as you wish. That is great news for those who make regular remittances. This programme will be rolled out in the USA very early in the New Year. Mr. David Singh, Chairman/CEO of the Destiny Group of Companies addressed a large number of members of the Caribbean Diaspora and shared a piece of advice which may be helpful to the Diaspora in the USA – Buy Bank Shares Now! Quantum Express will be hosting a number of targeted meetings as Officials seek to reach the several communities in the Pre Launch phase of the programme. The timing for such an initiative couldn't be better.

St. Lucians are gearing up for the holidays and I can see no holding back. MEGA J, a fifty square foot shopping mall located at Choc is now reality. First world shopping has come to St. Lucia and we love it. As prices are adjusted, the reliance on barrels could be substantially reduced and be substituted by CASH transfers.

Baron Foods Ltd. scored another first as the Company received its ISO22000 – 2005 Certification which is the highest award in the food processing industry and the first for the Caribbean. Managing Director, Mr. Ronald Ramjattan and his team were praised by the Executive Director of the St. Lucia Bureau of Standards for their commitment to excellence. The ceremony which was held at the Sandals Grande was attended by Who's Who in Government and the Private Sector in St. Lucia. Prime Minister, Hon. Stephenson King in his remarks traced his association with Mr. Ramjattan in his early years in St. Lucia and noted that St. Lucia is proud of his achievements. Mr. Ramjattan is Guyanese by birth.

Keep the Faith, God is in Charge, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#11 LEVERAGE YOUR POPULARITY TO PUT DOLLARS IN YOUR POCKET IN 2009!!

December 11, 2008

EDWARD HARRIS AT LARGE!

LEVERAGE YOUR POPULARITY TO PUT DOLLARS IN YOUR POCKET IN 2009!!!

I returned home a few days ago from a MLM Cruise where I had the opportunity of cruising with MLM Stars and meet many big hitters in the Industry. It was the nineteenth cruise sponsored by Tom Schreiter (Big Al) and Art Jonak. This is one cruise I will like to recommend to everyone who is seeking an opportunity to develop their people skills and make a passive or residual income. The days at sea are filled in with seminars with presentation by the best of the best in the industry.

Leverage is a term you must make every effort to get familiar with. I will venture my definition of the word as applied to the MLM industry. It is about duplicating yourself and putting people to work for you. The power of five is being touted by many trainers in the industry but the reality is - if you can build an organisation between 20 to 30 independent distributors you are set for life. The same could be said of the Real Estate Industry.

During the cruise, I had the pleasure of meeting with Mr. Jordan Adler, the author of Beach Money, attended a training session where he was one of the presenters and shared a one hour free consultation with four other persons over lunch with him. He is an extra ordinary success in the MLM industry. He succeeded after joining eleven companies and made no money. But had faith in the industry and went on to his twelfth company where he changed his fortune and moved on to his thirteenth where he is at the top with an organisation of 35,000 persons.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

The training provided on the cruise was awesome and come 2009 I am going to make Beach Money. For the first time, I can boldly confess I have found the system. Success cannot be achieved without a system. I also found myself in the company of successful people who are making fortunes at distributing coffee, candles, water purifying liquid, cosmetics, greeting cards, nutritional products in capsules and liquid, etc. It dawned on me that people make a success with any product for which a demand exists.

I studied long and hard about product suitability to our region. Products that attract freight and duty are just not taking off in a sustained manner in the Caribbean. Residual earning is only possible in a sustainable business. Too many good products fall by the way side because of two reasons: 1. The parent companies are not really interested in opening up the Caribbean because of its small population but are pushed by leaders who feel that they can get that support if they build a team. So they establish a USA address to receive the products and get them shipped to the final destination. 2. Moving products increase cost and push the final retail price to an unsustainable level.

MLM is the only hope for the small man. It is also proven that in difficult financial times, more people are attracted to the industry and because more people take a wait and see position while reducing their social activities, they have more money available to spend on products introduced to them through the MLM system.

I am hoping that a few of the contacts I made will visit St. Lucia and participate in a few seminars to develop a core of MLM Independent Distributors that will expand their territory to include the world stage. It is all about the product we select. There are a few products that will work great for us in this region.

I am working on my first article for 2009 and I will be providing my readers with a number of opportunities for providing multiple sources of income by focusing on one business at a time.

You can sign up for the 20th Anniversary 7 Day Western Caribbean MLM Cruise scheduled for November 22 - 29, 2009 on the Carnival Valor. Inside Cabins US\$698.00 per person. Monthly payment plans available. Check it out at www.mlmcruise.com

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Here is my selected quote of the week.

OPEN YOUR OWN DOOR TO OPPORTUNITY.

Success doesn't come to you.

You must go to it.

You don't need more strength

or more ability or greater opportunity.

What you need is to use what you have.

The golden opportunity you're seeking is in yourself.

It's not in your environment.

It's not in luck or chance or in the help of others.

It's in you.

There will always be a new opportunity where there is an open mind
and a willing hand.

You must make your own opportunities.

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Have a great weekend!

Keep the Faith, God is in Charge, A new Day is Dawning, Dream Big and Expect Miracles
Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#12 THIS IS THE HAPPIEST TIME OF YEAR REGARDLESS!!!

December 20, 2008

EDWARD HARRIS AT LARGE!

THIS IS THE HAPPIEST TIME OF YEAR REGARDLESS!!!

We have a lot to be thankful for this year more than any other. Less we forget, the hurricane season was good to us. It passed without any serious disruption. We are coping with the high cost of living. We have life and most of all we have Hope! The year is fast approaching its end and what a year it has been. Many are experiencing the best of times while there are others who are hoping for things to get better. I have learnt that in whatever state I find myself to give thanks. When a stock of the past year is taken you may be surprised that after all, it wasn't as bad as many tend to believe. It is for this reason that I wish to share my motivational pick of the week early in my article.

YOU CAN RISE ABOVE REALITY.

Courage is the power to face your difficulties.

It comes from the reserves of your mind that are more powerful than any of your outside circumstances.

When you recognize that you are bigger than your problems, you gain the courage necessary to overcome anything.

Your obstacles will look large or small to you according to whether you are large or small.

Courage is the capacity to confront what can be imagined.

It gives you the ability to rise above reality.

You are more important than any of your problems.

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HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I am ready to predict that those of us with the right mental attitude, if we are broke for the season will have a change of fortune in 2009. There is something that tells me that 2009 is the year when the little man will reverse his fortune out of necessity. It is possible that things will get worse before they get better but that is not our business. Stop consuming the negatives all around you and make your move now to progress and prosper.

What are your goals for 2009? Please note I said goals not plans for 2009. Not resolutions either. I am referring to clearly defined written goals. You are more likely to succeed when you write down your goals. There is never a better time than now to step out into the world that you will create for yourself. How do you see the glass half full or half empty? It is about you not about the existing environment; life goes on. This too shall pass and when it does, will you be still standing without a purpose?

I don't like to make promises unless I am certain about the outcome but I have made substantial investment and effort during 2008 to ensure that 2009 will be different for me and my mastermind group. The time has come for implementing a range of businesses that will ensure multiple sources of income and my team and I will implement this system one project at a time. Passive and residual income is what is needed so that we don't have to worry about a lot of things that the average employed person has to worry about. The internet has added a new business tool; it is called Social Networking and there are ways to tap into that group. Then there is Blogging. Share your views and expertise with the world.

When the Hon. Prime Minister of Barbados addressed the 124th Meeting of the St. Lucia Chamber of Commerce, Industry and Agriculture he pointed to Alternative Energy as the next wave for Caribbean Entrepreneurs. In this article I point you to the system of duplication in MLM and Real Estate. I have put arrangements in place for a number of Workshops that will expose St. Lucians to global businesses which can be operated from any computer anywhere in the world just as business persons with CCTV cameras can view what is happening at their business premises and guide their employees from any part of the world.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

It is my hope that you will give yourself the two best gifts for Christmas (if you have not already done so) that will assist in transforming your life – a Bible and a Computer. When you do, you are ready for us to do business, be a part of a group that will rise above reality because it is a proven – that fortunes are made during the most difficult times. This is a great time to be alive; there is need for adjustments in the market place. Take off the fat and give the little guys a chance. You are witnessing the adjustment on the price of oil. This is correction time. At the end of this period, it will be like a new beginning.

In the meantime, have a Merry Christmas and a Prosperous New Year!!!

Keep the Faith, God is in Charge, A new Day is Dawning, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#13 TOURISM INDUSTRY LEADERS TO GATHER IN SAINT LUCIA FOR CHA MARKET PLACE!!!

December 29, 2008

EDWARD HARRIS AT LARGE!

TOURISM INDUSTRY LEADERS TO GATHER IN SAINT LUCIA FOR CHA MARKET PLACE!!!

I hope you had a Merry Christmas and looking forward to a Healthy, Happy and Prosperous New Year! The year ahead can be whatever you want it to be if you are prepared mentally to take the simple steps that can make a difference in your life economically and socially. I am convinced that in spite of the doom and gloom prophesy that is being promoted by many - there is still HOPE!

The Government of Saint Lucia, Saint Lucia Tourist Board and Hoteliers are getting ready to host one of the largest get together of Entrepreneurs and Professionals in the Tourism Industry at the Caribbean Hotel Association (CHA) Market Place - January 18 - 20, 2009. The tents are already in place. Senator, Hon. Allen Chastanet, Minister for Tourism and Civil Aviation is going all out to make the event one of the best in the history of its hosting. It is obvious that industry leaders will be seeking solutions to the present situation in the Industry due to the global economic down turn. These are challenging times for the industry which never had to deal with such a situation in its history in this region. Many projects are on hold. The crisis of 9/11 did not interfere with the supply of money. This is a fundamental difference between the situation then and now.

We have already begun to see layoffs in the tourism sector and the crisis can only deepen. This is not a good time to be looking at world news on television as the stories are definitely not encouraging. The economic forecast indicates that it will get worse before it gets better and no one is prepared to predict its duration. No one knows for sure how deep is the hole and how many more industries will be seeking bail out. In St. Lucia while the Government is busy trying to put together a package of assistance for hoteliers, the wider private sector is calling for help as well.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

There is always hope and while land tourism is expected to decline further, the cruise segment is at its best with as many as four ships in Port Castries some days. No one has so far volunteered the statistics on the level of business being done by vendors, restaurant owners and tour operators. The Blue Coral Property, formerly the M & C Building which was last owned by J. Q. Charles Ltd. finally opened its doors a few days before Christmas. All the shops and restaurants are not in operations as yet but it is a needed addition to the shopping and entertainment experience. A cinema will also be opened in the property.

I am beginning to hear in recent days concerns being openly expressed as to the state of the global economic crisis and how will St. Lucia cope with the fall out as the situation worsens. It doesn't look good for the Caribbean and it is for this reason the gathering of tourism industry leaders is critical at this time.

In the final analysis it will get down to the individual – what steps each of us take to deal with our survival in these difficult times. In a long time, we have not been challenged as we are today. St. Lucians have a lot to be thankful for this year more than any other. Less we forget, the hurricane season was good to us. It passed without any serious disruption. We are coping with the high cost of living. We have life and most of all we have Hope! The New Year is upon us. While the past year has been nothing more than a nightmare for many, others have had a great year. I have learnt that in whatever state I find myself to give thanks. When a stock of the past year is taken you may be surprised that after all, it wasn't as bad as many tend to believe. We need to take action that will impact not only on our lives but also on our communities. It is for this reason that I share my motivational pick with you.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

SUCCESS REQUIRES WILLINGNESS TO ACT.

If you want to be successful, you can start at anytime.

But you must start.

Don't make the mistake of not doing anything because you can only do a little. Do what you can do.

It will always be your attitude at the beginning of any difficult task which, more than anything else, will affect its successful outcome.

To be aware of what you want and not go after it, to spend years wondering if something could have materialized, and never knowing if it could have been, is a tragic waste of your life.

The worst thing you can do is not to try.

To reach a port, you must sail.

You must sail, not lie at anchor.

You must sail off in the direction of your dreams, not drift.

A journey of a thousand miles begins with one step.

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I am ready to predict that those of us with the right mental attitude, if we were broke for the season will have a change of fortune in 2009. There is something that tells me that 2009 is the year when the little man, out of necessity will reverse his fortune. Stop consuming the negatives all around you and make your move now to progress and prosper.

Do you have a positive feel on the future? Are you motivated to reach for the stars? Do you feel unstoppable? The year 2009 could be the year when your fortunes will change for the better and allow you to live the life you always dreamed of. This New Year's Eve should not be about resolutions which are quickly forgotten, it should be about setting goals.

As always at this time of year, I recommend to my readers two must have gifts – a Bible and a Computer. I hope you accept this recommendation as in 2009 technology will make the difference in many lives and you can begin by equipping your businesses to take advantage of cutting edge technology geared to put you in the driver's seat. Here is my gift to you – information you can use <http://edharas.webprosperity.com>

It is my sincere wish that you and your family have a Healthy and Prosperous New Year!!!
Keep the Faith, God is in Charge, A new Day is Dawning, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#14 MOTIVATION AND MOMENTUM NECESSARY FOR SUCCESS IN 2009!!!

December 28, 2008

EDWARD HARRIS AT LARGE!

MOTIVATION AND MOMENTUM NECESSARY FOR SUCCESS IN 2009!!!

I hope you had a Merry Christmas and looking forward to a Healthy, Happy and Prosperous New Year! The year ahead can be whatever you want it to be if you are prepared mentally to take the simple steps that can make a difference in your life economically and socially. I am convinced that in spite of the doom and gloom prophesy that is being promoted by many – there is still HOPE! I cannot over emphasise the fact that when the going is rough, the rough gets going. This may well be your time to step out and take the stage. Great fortunes are not only made in good times but are also made in times of crises.

Do you have a positive feel on the future? Are you motivated to reach for the stars? Do you feel unstoppable? The year 2009 could be the year when your fortunes will change for the better and allow you to live the life you always dreamed of. In my last article I touched on setting Goals for 2009, not making resolutions that are forgotten just after they are made. I am convinced more that anytime in the past that there is a greater force in our lives that needs to be invoked for action. When that supportive action is implemented, it builds a platform for momentum. It is momentum that takes you to the next level.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Here is a simple system to assist you in setting your goals. It should not be complicated process, it should be simple. Here is a simple real life three step plan. Step 1. The first step in goal setting is to write it down. I suggest you exhaust the list of things you need to achieve in the next three months and then select three things that you consider most important as starters that will set you on the road to SUCCESS. Step 2. Write down the three actions you consider necessary to accomplish your goals. Step 3. Expect and allow that greater force to provide the resources. It is not about you, it is about unlocking your mind to experience the abundance of good things that are in store for you if you let yourself go. Let your 3 Big Dreams reflect in your 3 goals. This is not only simple, it is doable. Little steps give great results. It is said that your dreams don't count until you put them on your calendar. You will be reading this article before New Year's Eve and I hope you will join me from a quiet corner of your home at sunset on 31/12/08 when I write my prayer and affirmations for the New Year. This year I will be including the aforementioned system. Spend some time to get your thoughts together to meet the challenges of 2009. Affirm Success when others see doom and gloom. Many of us will have goals that are stated as follows: 1. To be Debt Free by March 31, 2009. 2. To pay for a cruise for 2 by March 31, 2009. 3. To earn US100,000.00 per quarter by March 31, 2009. All these goals are possible starting from zero dollars.

I am hoping a few of my readers will join my Mastermind SUCCESS Group and let us together experience the miracles I always speak and write about. Too many people have attested to the success they achieved through applying the simple system of Goal setting in their lives. It is time that we do something about realizing true prosperity in all areas of our lives. Please join me. I have spent two years serving the MSME sector, in 2009 I want to get together with a group of highly motivated people who will share their passion with others and achieve momentum to get to the next level of upward economic and social mobility. This is from the depth of my heart. I wish above all things, that our people will prosper for all times. I am eternally grateful to my friend Jordan Adler for awakening the giant in me and I highly recommend his latest book – Beach Money.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Here is my selected inspirational message of the week. I hope you will subscribe to this daily email service and receive it daily in your mailbox:

DO ALL THINGS WITH LOVE.

Love is the most important ingredient of life.

Your life echoes emptiness without it.

With it, your life vibrates meaning and warmth.

Love will shine through even in hardship.

You will find as you look back upon your life that the moments that stand out, the moments when you have really lived, are the moments when you have done things in a spirit of love.

If you have it, you don't need to have anything else.

And if you don't have it, it doesn't much matter what else you have.

Treasure the love you receive above everything else.

It will survive long after your wealth and good health have vanished.

The way is not in the sky.

The way is in the heart.

Life in abundance comes only through great love.

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In the meantime, have a Happy and Prosperous New Year!!! See you in Church on New Year's Eve!

Keep the Faith, God is in Charge, A new Day is Dawning, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#15 WHETHER IT'S A RECESSION or DEPRESSION – SIMPLY TAKE CONTROL OF YOUR LIFE!!!

January 6, 2009

EDWARD HARRIS AT LARGE!

WHETHER IT'S A RECESSION or DEPRESSION – SIMPLY TAKE CONTROL OF YOUR LIFE!!!

Here's wishing you 12 months of Happiness 52 weeks of Fun. 365 days of Laughter, 8760 hrs of Good Luck, 525,600 minutes of Joy and 31,536,000 seconds of Success! Happy New Year 2009! All our best Geoff & Jane Morris I could not have expressed the foregoing any better so I share it with you with all my Love!

It is a lot of time to live through one year – what do you plan to do with it???

The New Year is very much with us. It came like a thief in the night and moving swiftly along. In a few days it will be the inauguration of the 44th President of the USA. The world is waiting and watching. The Arabs and the Israelis are fighting a full scale war while the world's leaders take a hands off position because of the USA. President Elect Barack Obama refuses to be drawn into the discussion except to say that Israel has the right to defend itself.

While there is turmoil in many places around the world, it is still the crisis of the global economy with America in the spotlight that dominates the media. That is the case when the world is expecting leadership from the greatest nation which has faltered and will never be the same again. Things have changed and while at the beginning of last year, the preachers were labeling 2008 as the new beginning, it was really the end.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

The year 2009 is the year when change will come to Washington and around the world, then we can HOPE again. A new world order will be unleashed. I will like to imagine a kinder and gentler world. What the world needs now is Love! I read the November/December 2008 Networking Times has two statements on the cover that captured my attention – “Why Every Success Story is a Love Story” and “The Power of Love in Business”. In these difficult times it has to be about caring and sharing. Social Responsible actions will be needed by all. All we need is Love!

What Love got to do with it? Business is all about making money. That was then. Today business is all about relationships. The success stories of this era of change will be produced by leaders with a new consciousness – Love one another. Treat your workers and customers fairly. Empathise with them; give them the same consideration that you expect.

I suggested that we set goals for 2009 rather than simply making resolutions and fail to follow through on them. How many of your goals took into consideration your relationship with other persons or was it all about you? In spite of the Doom and Gloom that we have become accustomed to hearing, with a change of direction away from greed and selfishness, we can be experiencing our best life yet. In times like these, creative ideas come to the fore and great achievements are recorded. I am optimistic about the future as I am convinced that when disaster strikes there is the opportunity to rebuild, and the possibility of building better than before.

A few weeks ago, I made the point that in times of recession and the fall out as a result people losing their jobs and having to cut back on their social activities, the MLM Industry experiences growth, not only more people entering the business but having money to purchase many items offered through the MLM system. We are witnessing the biggest numbers in any pre-launch in the history of MLM. In less than a month almost 100,000 people would have enrolled with the Web Prosperity programme which is expected to be launched on 13th January, 2009. The programme offers a suite of six totally integrated tools that will improve the efficiency of professionals and businesses persons.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

One of my goals for this year is to establish a group of highly motivated, like minded people across Saint Lucia to explore the internet, and the principles of affirmation and goal setting. These persons must believe that they, not other people will have to open their own door to prosperity. The internet has opened up to us a realm of possibilities. We must make greater use of the Internet than we are currently doing. Social networking is channeling millions of dollars through relations on websites like Facebook, Plaxo, Twitter, MySpace, etc. It is time we wake up to this reality.

Here is my selected quote for the week:

OPEN YOUR OWN DOOR TO SUCCESS.

Success on any major scale

requires that you accept responsibility.

The one quality that all successful people have

is their ability to take on responsibility.

You must choose the thoughts and

actions that will lead you on to success.

Nothing will happen by itself.

It can all come your way, once you understand

that you have to make it come your way,

by your own exertions.

Find your pathway to success and begin your journey.

Your life will become what you make of it.

The golden opportunity you are seeking lies within you.

It's not in your environment.

It's not in luck or chance, or the help of others.

It's in you alone.

Opportunity is all around you.

And if the door of opportunity is closed,

you must keep on knocking on it,

and keep on knocking on it until it opens.

You'll develop your opportunity

by applying persistence to your possibilities.

Success won't come to you, you must go to it.

Become an opener of doors.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

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Make 2009 you best year ever, Keep the Faith, God is in Charge, A new Day is Dawning, Dream Big and Expect Miracles Everyday!!!

#16 PERSISTENCE IS REQUIRED TO REACH ANY GOAL

Dear Readers,

I am pleased to share this motivational item with you as I feel it is good to know that Persistence is what is needed to make the difference in our lives.

PERSISTENCE IS REQUIRED TO REACH ANY GOAL

Keep trying” is the rule that must be followed to be successful at anything

Your success will always be connected with your actions.

Just keep moving towards your goal.

You'll make mistakes but don't ever quit.

You may even have to hang on after others have let go.

Persistence means taking pains to overcome every obstacle, to do all that's necessary to reach your goal.

In the end, the only people who fail are those that do not try.

To achieve something great takes time and persistence.

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HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#17 BRAINSTORMING AND MASTERMINDING WILL MAKE A DIFFERENCE IN YOUR CIRCUMSTANCES IN 2009 AND BEYOND

January 15, 2009

EDWARD HARRIS AT LARGE!

BRAINSTORMING AND MASTERMINDING WILL MAKE A DIFFERENCE IN YOUR CIRCUMSTANCES IN 2009 AND BEYOND

It is going to take discipline to change our circumstances in these difficult times. Those persons who can find time for nothing else but being busy grappling with their individual problems will have to change their approach. Find a group to brainstorm, exchange ideas and experiences, find solutions to problems and change your circumstances.

Being busy has to change to being involved. Even in your own precarious position, find ways to help others. People don't only learn from success stories, they also learn from the mistakes of others and it is the latter than can prevent many from making fatal mistakes. So there is a place for both good and bad news. There are always lessons to be learnt.

During the past two years, I have been sifting out the idea of starting a mastermind group. Due to my recent exposure to goal setting, I decided to set a goal to start the group and implement it within the first week of 2009. I am already experiencing the power of goal setting with clearly defined path to implementation within a specified time frame. When you set goals with a burning desire to succeed, a number of things that will bring your goals into reality begin to happen. So in fourteen days my website is on line and a few persons have joined. I am looking for people who want to change their financial and social circumstances. You are invited to visit the group's website at <http://www.brainstorminggroup.webs.com> and contribute to the debate. The companion site is <http://www.stluciasimplybeautiful.com> which is home to my archive Edward Harris at Large where you can catch up on my articles, especially the two that were written in December, 2008 where attention was drawn to living a better life where words like Networking, Goal, Leverage, Momentum and Motivation take on their real meaning.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Within the first week of the launch of the Brainstorming Mastermind Group a client visited my office and I told her about the group. She informed me that she received an email on Masterminding recently and if the group was connected with any other group. I responded in the negative and requested that she share the information with me which I now share with you.

“If you don’t know the concept of Masterminding then you should. It’s a simple idea, but with devastating results. A group of like-minded people sit around the table and demonstrate their latest ideas. Detailing what works, what doesn’t work and, more importantly, getting feedback and even more ideas from other members.

Masterminding is a well-proven concept that simply works. So if you want to improve whatever it is that you’re doing – join a Mastermind. If you don’t know of any, then start one of your own in your area. I know it would work.

Peter

P.S. You owe it to yourself to either join a Mastermind group or start one in your local area. Just do it!”

During the holidays and the in this New Year you have received many wishes for a Happy and Prosperous 2009 but very few persons give you an idea or opportunity to change your financial circumstance. I will like to be different and help you achieve your best life yet in 2009 and the years ahead. I wish above all things that you will prosper and be in health, living an Abundant Life! I have created a spring board for my wishes to become reality – visit <http://www.brainstorminggroup.webs.com>

I have a friend who is on a mission to alleviate poverty around the world; he is a multi-millionaire and has done some very interesting things in his life so far. He loves St. Lucia and has substantial investments here which will expand in 2009. St. Lucia has a lot going for it. I am convinced that if we are to turn on our collective energies in cyberspace to promote St. Lucia as a destination for business, pleasure and retirement, there will be no stopping us regardless of the global economic conditions. My next initiative is launched here and now with an invitation to you to join the Internet Warriors Group – contact Email: caribbiz@gmail.com with Internet Warriors Group in the subject line.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Here is my selected motivational quote for the week:

YOU ALWAYS HAVE ENOUGH TIME IF YOU USE IT WISELY

Your dilemma goes deeper than having a shortage of time,
it's basically a problem of priorities.

Most people leave undone those things that should be done,
while they do things that they shouldn't be doing. Set priorities for your goals.

A major part of successful living lies in your ability to put first things first.

Most major goals are not achieved because people put second things first.

Is what your doing getting you closer to your objectives?

Anything that is wasted effort represents wasted time.

Don't serve time, make time serve you.

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Make 2009 you best year ever, Keep the Faith, God is in Charge, Dream Big and Expect
Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#18 WHAT LIES AHEAD FOR SAINT LUCIA AS THE GLOBAL ECONOMIC DOWNTURN DEEPENS!!

January 28, 2009

EDWARD HARRIS AT LARGE!

WHAT LIES AHEAD FOR SAINT LUCIA AS THE GLOBAL ECONOMIC DOWNTURN DEEPENS!!

Every day the news gets worse. Many people are now refusing to look at the news networks and attempting to ignore the reality of the times. It is predicted that the global economy is expected to grow by a half of one percent and job losses as high as fifty million this year. This is definitely not good news. It is the type of news that spells Doom. But I am confident that this too will pass. The passage could be painless if the right approach is taken.

President Obama is moving ahead with his stimulus plans to put money into the US economy which many nations expect to filter down to them. This is especially true for tourism dependent economies like ours. These are serious times and there is not much good news around. The latest is that it will take some months for the economic stimulus package to be fully implemented.

Here in St. Lucia the Government is on a similar path to US to improve infrastructure and roads as a means of creating jobs and putting money into the economy. While there is the call to bail out the private sector, what is needed is concessions to make the businesses sustainable. It is definite that jobs are going to be lost but I am convinced that new ones can be created. It is in this regard that I return to my call for a Secretariat of Innovation and Technology. There will be a fall out in the ability of many small businesses to sustain themselves in the light of less money in circulation and duplication of business types. This is an opportunity to inject new ideas. I refuse to accept that we are bankrupt of ideas. Everyone who has an idea should be allowed to put it in the open but I feel there should be a place to channel their idea.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Will someone listen to my plea and do what is right for the advancement of our citizens. This is the time to introduce change in every aspect of industry. There are many things that must be done differently but instead in many instances we continue to do the same things, expecting different results. This is a window of opportunity for change. Everything we do must produce positive results. The recently held CHTA Market Place should see improvements in arrivals in March and April to close off the Winter season and begin to show steady improvement in the months ahead. By the next Winter Season the benefits should be clearly visible.

The concerns for the hospitality sector are understandable and hoteliers are going to have to tighten their belts as deep discounts and value added will be the order of the day. Every effort should be made to encourage locals to experience the offering in the tourism industry. It is always best when the hospitality we blow our trumpet about is experienced by our own people. They will always be our best Ambassadors. I expect to see the empty rooms filled by local residents throughout the week and especially at weekends. Restaurants and hotels should promote their specials through Associations and Clubs. A few discounted nights to key persons in the country could do great for attracting their relatives, friends and business associates as customers.

It is time to offer FAM Tours locally to persons who can generate business for the tourism sector. Find a way to get together with Liat and hoteliers to offer package tours to CARICOM Nationals. We must not take the challenges to our survival in the tourism industry lying down. Get the Village Tourism concept moving begin by improving existing facilities. Invite investors to invest one million US dollars in each constituency, using the theme park concept. St. Lucia has enough goodwill to kick off such an investment programme. Issue special discount cards to locals and get them to fill up the seats in the restaurants and bars.

I believe we can all enjoy our best lives yet. It is not over for us. There are a few examples of persons in our midst who are moving ahead with their businesses in spite of the anxieties and uncertainties.

Make 2009 you best year ever, Keep the Faith, God is in Charge, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#19 CREATIVITY WILL TAKE US THROUGH THESE EXTRAORDINARILY DIFFICULT TIMES!!!

February 4, 2009

EDWARD HARRIS AT LARGE!

CREATIVITY WILL TAKE US THROUGH THESE EXTRAORDINARILY DIFFICULT TIMES!!!

It is not usual for me to seek the meaning of a word. I usually take it for granted that since I use simple words that everyone understands. It is so important that I ensure that my readers are on the same page with me when together we invoke CREATIVITY in our lives. So here is the meaning of this important word – Creativity means the ability to create new ideas or things using your imagination (Macmillan English Dictionary).

Too many people expect everything to be done for them and they never seek to use their imagination to think of something new or different. If it is not broken, don't fix it. That is the philosophy of many business persons who never get to the next level and struggle to keep their businesses alive. Year after year they continue on the same path without even taking note of what is happening in their industry. They are totally oblivious of their environment. Others continue to do the same things over time, expecting different results in changing times. In moving forward you must be cognizant of the trends and adjust accordingly.

There are quite a lot of fundamental things that the average business person take for granted and in many cases chose to ignore. We hear about the need for Vision Statement, Mission Statement, Organisational Chart, Strategic Plan, Business Plan, Marketing Plan, Budget, Profit & Loss Account, Balance Sheet, etc, etc. A Budget must be monitored to ensure that the performance matches expectations. It is necessary in these times to review budgets on a regular basis and adjust as necessary. Business persons must resist the temptation of getting emotionally attached to their businesses. The key to survival is to trim off the fat, tighten belts, sharpen pencil, and simply do whatever is necessary to keep the ship afloat.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

The time to be prudent in every decision in your life/business is now. The principle of giving must be practiced. Businesses must give consideration to their environment and empower people to help themselves. The advertising and promotional budgets must target their audience to cope with the changes that they need to effect in their lives. Entertainment products should be projected as a reward for achieving something while on the other hand injecting resources to strengthen NGOs to deliver on their mandate to alleviate poverty and develop better citizens. Businesses must find creative ways of spending their promotional dollars not only to increase sales but also be beneficial to society. I have a few ideas but will deal with them in a future article.

I have laboured the point enough to conclude that CREATIVITY is the answer. We must do things differently. Our ability to use our creative power will help us achieve for ourselves and others. What do you intend to do differently this year given the global financial environment? I am happy to note that the local entrepreneurs are playing their part in industry. The businesses that are moving forward are led by Entrepreneurs who understand that regardless of what is happening in the world's economy, there are still individuals and companies with money. Investment Missions to Russia and Arab nations must be on the cards for 2009. Are we going to wait for America to give us clearance to deal with them? We have seen the investments made by China in the region in recent years.

We are losing too many opportunities because of lack of urgency. There were lost opportunities in getting investments from petroleum dollars. We must work with the trends and be on spot to share in the gold rush. We must be knocking at the door from day one. We must improve our "ease of doing business" ranking. We can do better than #34. Only our BEST will do!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Here is my selected motivational piece for the week:

SUCCESS IS ON YOUR HORIZON

You can start at anytime if you want to be successful.

But you have to start.

You won't accomplish anything if you wait
for all the possible objections to be overcome.

Taking a new step, uttering a new word,
is what people fear most.

Don't be afraid to live.

Don't wait for things to change.

Don't wait until you have more time,

until you are less tired,

until you get the promotion,

until you settle down,

until, until, until.

Don't wait for a major event

in your life to occur before you begin to live.

Begin where you are.

Work where you are.

The hour you are wasting now,
dreaming of some far off success,
is crowded with tremendous possibilities.

When you take the first step,
your mind will mobilize all its forces to assist you.

Once you have started, all that is within and around you
will come to your assistance.

The only way to start down the road to success is to start.

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HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

I pray that the crisis will be swift and that the world's economy will return to normalcy in the shortest possible time. In the meantime, I am doing my part to reduce the shocks by collaborating with other persons of like mind to effect life changing results. Visit us at <http://www.brainstorminggroup.webs.com>

Keep the Faith, God is in Charge, Dream Big and Expect Miracles Everyday!!!

#20 SAINT LUCIA 30 YEARS OF STABILITY AND EXPANSION!!!

February 12, 2009

EDWARD HARRIS AT LARGE!

SAINT LUCIA 30 YEARS OF STABILITY AND EXPANSION!!!

Saint Lucia is Simply Beautiful with friendly people. It is a destination of choice for persons seeking opportunities for business, pleasure and retirement. It is currently rated number 34 out of a total of 180 countries surveyed by the World Bank for Ease in Doing Business.

The nation has been blessed with stable governments over the years and law abiding citizens who are supportive of their Government's programme to attract tourists and investors to Saint Lucia. Direct Foreign Investment is critical to the development of the economy and is responsible for the advances made by the tourism sector in recent years.

On February 22nd, 2009, Saint Lucia will celebrate 30 years of stability and expansion. There will be the usual military parade and messages from the Queen, Prime Minister and other leaders in the society, only on this occasion the observance will be sombre as the citizens will be called upon to tighten their belts and prepare for a period of austerity.

There is a popular saying that when the USA sneezes, the people of the Caribbean catch a flu. The downturn in the economy of the USA and the rest of the developed world will impact negatively on small states like St. Lucia. There are signs of a slowing down in business activities but the resolve of the people is not weakened in any way.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Mr. Rayneau Gajadhar, Managing Director of Construction & Industrial Equipment (CIE) unveiled a Stimulus Package giving substantial discounts to the Construction Sector on Radio Caribbean International on Sunday, February 8, 2009. The programme is endorsed by the St. Lucia Industrial and Small Business Association (SLISBA). CIE is a producer of sand, stone, ready mix concrete, heavy duty construction equipment and transportation services. Mr. Gajadhar invited other companies to participate in the project and said he is concerned about keeping the doors of businesses open, maintain employment levels and be ready when things get better. The package will be for individuals seeking to purchase products and services from EC\$50,000.00 to a maximum of EC\$350,000.00.

Some positive things are happening in spite of the current economic environment. The signal coming from Government is that there is a willingness to come up with some form of assistance for the private sector. In the meantime, a number of meetings are being convened with leaders of industry, labour and government. The debate on the cost of gasoline at the pumps is continuing. However, consumers are not united in their position whether the Government should maintain the price or reduce it to reflect the current price on the international market. Saint Lucians continue to be patient and sympathetic to the prevailing conditions in which the Government has to operate.

Tourism is already feeling the effects of the global economic situation. It is heartening to note that the Government is doing everything to support the tourism sector which is the driver of the economy. There is no discussion on the subject of withdrawal of airline routes which is good for the industry and it is for that reason that Senator, Hon. Allen Chastanet must be supported to improve the visibility of the destination.

The Ministry of Agriculture, Forestry and Fisheries in collaboration with the Ministry of Commerce, Industry and Consumer Affairs will be hosting the National Independence Exhibition, February 25 to March 1, 2009 as part of the celebration of the 30th Anniversary of Independence. The exhibition will be held at Beausejour and will showcase locally produced agricultural and consumer products, and services. The response to the event is overwhelming.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

St. Lucian Entrepreneurs are not taking the current global economic situation sitting down. Finally the creative potential is coming through and they have begun to look outside the box. The Chamber of Commerce, Industry and Agriculture recently hosted a Seminar on Franchise Opportunities to direct Entrepreneurs to new areas of business which if well selected have every chance of succeeding as Domino's Pizza, KFC and Subway have proven.

To my Saint Lucian readers, it is time to reflect on the progress of your homeland. Let us celebrate! Happy Mashramani to my Guyanese readers!

Make 2009 your best year ever, Keep the Faith, God is in Charge, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#21 SLISBA ENDORSES CIE's STIMULUS PACKAGE!!!

February 11, 2009

EDWARD HARRIS AT LARGE!

SLISBA ENDORSES CIE's STIMULUS PACKAGE!!!

The Directors of the St. Lucia Industrial & Small Business Association (SLISBA) should be congratulated for giving the go ahead to President Hilton Jn Baptiste to endorse the initiative by the management of Construction and Industrial Equipment (CIE). Mr. Rayneau Gajadhar, Managing Director of Construction and Industrial Equipment (CIE) unveiled a Stimulus Package for the construction industry on Sunday, February 8, 2009 on Radio Caribbean International (RCI). In reality he challenged the business community to be creative and come up with packages that will keep businesses open and employees on the job.

This is not the time for business as usual; it is a time for business unusual. While Mr. Gajadhar did not give details of the plan, the initiative is worthy of note. It is timely and it is my sincere hope that other service providers and distributors in the construction sector will get on board. This initiative by the management of CIE should be shared with the rest of the world. It is not a sale; it is a business initiative that will keep the engine of industry working.

Mr. Gajadhar noted that he wants businesses to be kept open so that when the global economy improves, St. Lucia will be ready. I admire his approach that rather than seeking a bail out, he is seeking to make it possible for citizens to continue with their lives and fulfill their dreams even in these difficult times. The programme is for persons seeking to effect repairs, extensions or building new structures costing from \$50,000.00 to 350,000.00. CIE will provide stones, sand, ready mix concrete, heavy duty equipment, transportation at substantial discounts to assist persons in making up their minds to embark on construction related projects. I cannot see other manufacturers and distributors not getting involved. This seems like a natural thing to do for businesses and the nation as a whole. The collaboration of other businesses and the banks is paramount for the success of this initiative.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

CASH IS KING! Did you ever think of getting bargains at this time? If you haven't given it a thought, you should. Cash is King when there is a downturn in the economy. This is the time to buy from stocks to galvanized steel roofing sheets. Don't be afraid to ask for discounts. You don't even have to ask the price, you can call the price. Interesting times are ahead. If all goes well, you should be able to build a house cheaper today than 3 years ago.

The St. Lucia Chamber of Commerce exposed Entrepreneurs to the Franchise business opportunity on Tuesday 10th February, 2009. Franchise is not new to St. Lucia as we witness the success of KFC, Domino's Pizza, Subway, RE/MAX, etc. It is time to investigate other opportunities. Franchise offers a proven business method and you are most likely to succeed. However caution must be exercised in the selection of a Franchise. Not because it is successful in the USA, it will succeed here. It is interesting to note that on the said day that Entrepreneurs were learning about Franchise opportunities, I was closing a deal on a franchise. While it cannot be overemphasized that we are living in serious economic times filled with uncertainties and anxieties, many will have their best year yet in 2009.

Necessity is very likely to bring people of like minds together. Business persons who have until now not felt the need to come together and share ideas will be challenged to do so. Support your private sector Associations and get involved in their programmes. I am pleased to share an invitation with my readers to attend the launch of the Brainstorming Mastermind Group <http://www.brainstorminggroup.webs.com> on February 18, 2009. Register at Email: eahmastermindgroup@gmail.com The group when established will bring about an atmosphere among business persons and professionals that will engender trust in sharing ideas and experiences.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Here is my selected motivational piece for the week:

WHO'S TO BE MASTER OF YOUR LIFE?

Sometimes if you want to see a change for the better,
you have to take things into your own hands.

Once you decide to be at the level of choice,
you take responsibility for your life and gain control of it.

If you don't run your own life, someone else will.

You're in control of your life

to the degree that you make the decisions.

If you let others make decisions for you,

you have no control.

When you control the decisions,

you control the actions.

Take charge of your life.

You don't have to ask permission of other people.

Don't give someone veto power over your life.

If not you, then who?

If not now, then when?

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Keep the Faith, God is in Charge, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#22 GIVING UP IS NOT AN OPTION!!!

February 26, 2009

EDWARD HARRIS AT LARGE!

GIVING UP IS NOT AN OPTION!!!

In spite of the anxieties in the global financial markets including failures of banks which until a few weeks ago, we thought would never affect us but have now reached our shores, we cannot afford to get distracted from the path of creativity that will ensure that we rise from the current economic pitfall.

Every year as the Independence Anniversary of our Nation is observed, the occasion gives citizens an opportunity to reflect on the past and look towards the future. The 30th Anniversary of Saint Lucia's Independence is being observed at a time of global economic turbulence. There could be no optimism about the immediate future as the economic gurus continue to predict that it will get worse before it gets better. However, the mood of the people seems to be one of understanding and patience.

There is no better time to showcase the industrial achievements of our nation. The National Independence Exhibition which is being held at Beausejour, Gros Islet, February 25 to March 1, 2009 presents an opportunity for St. Lucians and visitors to see the growth of industry in St. Lucia. Developments in the Manufacturing and Services sectors are worthy of note. Thanks to the collaboration between Government and the Private Sector.

St. Lucia has world class manufacturers. It is evident that such certification attests to quality; there is no better platform to launch a Buy Local Campaign. The Campaign must now be fully unleashed so that St. Lucian workers can keep their jobs. The pressure of competition and increased costs of doing business have definitely cut into the profits of most companies – as a result, there is need for increased local and export sales.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

The Buy Local Campaign will help to get local products in the hands of consumers and assist in developing Customer Loyalty for those products of acceptable standard. Many will make an argument in favour of price but consumers will have to be more informed, as price is not the only factor to justify the purchase of an item. The number of ounces in a container, quality of the product, taste, etc. are all factors that should be taken into consideration. Today's consumers must begin to shop smart. Companies interested in gaining consumers' confidence must begin a programme to educate consumers about their products and their effective use.

Services will be showcased as well and many visitors will be amazed to note developments that have taken place in the sector. The services sector is the dominant sector. It is in this sector that most of the new job opportunities will be found.

The economy is the hottest debate around the world. America is taking the lead on the subject with stimulus and bailout packages to help out troubled industries. President Obama is accused of talking down the economy but he is being realistic. Politicians are always optimistic even in the face of disaster as it is their belief that their constituents need hope. However, President Obama promised change we can believe in and as such he has to be truthful in his discussions with the citizens of the United States of America and the rest of the world. In his first month in office, he has demonstrated in some tangible ways, the type of changes he promised to bring about in his campaign.

The Government of St. Lucia will be challenged to present a Budget that includes programmes to stimulate the economy and give citizens the confidence necessary to get them through these difficult times.

The St. Lucia Development Bank is finally launched and business persons in the MSME sector will be able to present their proposals for funding. It is anticipated that there would be a strong demand for Cash Flow assistance. There should be a special window for ICT related businesses. A special effort should be made by the Bank to support institutions that promote entrepreneurship.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Hereunder is my motivational piece of the week.

MOUNTAINS ARE CLIMBED ONE STEP AT A TIME

Everyone who got where they are had to begin where they were.

Your opportunity for success is right in front of you.

To attain success or to reach your goal,

don't worry about having all the answers in advance.

You just need to have a clear idea of your goal and move toward it.

Don't procrastinate when faced with a difficult problem.

Break your problems into parts and handle one part at a time.

Develop a tendency toward action.

You can make something happen today.

Break your big plan for success into small steps and take the first step right away.

Success starts with a first step.

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Giving up is definitely not an option. Keep the Faith, God is in Charge, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#23 A WEEKEND OF ENLIGHTENMENT WITH SHRI SWAMI BRAHMVAIRAAGY!

March 11, 2009

EDWARD HARRIS AT LARGE!

A WEEKEND OF ENLIGHTENMENT WITH SHRI SWAMI BRAHMVAIRAAGY!

The Sanatan Hindu Organisation (St. Lucia) Inc. in association with the National Council of Indian Culture of Trinidad and Tobago and Shri Swami Brahmvairaagy of Kashi, India hosted a three day Ramayana Yagna and Religious Chanting on March 6, 7 & 8 in the compound of S & K Manufacturing which is owned and managed by Mr. Shamsundar Jarbandon and his family.

The Sanatan Hindu Organisation membership is drawn from the Guyanese Indian Community but on the weekend Indian Nationals from the mother land and Hindus around the region fellowshiped together. Mr. Ronald Ramjattan of Baron Foods Ltd. is the President of the local organisation. The Honourary Counsel for Guyana to St. Lucia, Mr. Lokesh Singh was in attendance.

Swami challenged his audience to build a Temple as soon as possible so that the community as a whole could worship in a designated building. I am confident that this building will be up within the next eighteen months. It takes a driver to make things happen. The leadership of citizens in all areas of life is necessary. I was fortunate to be a part of the non Hindu audience. I attended two of the three days activity and I took away from that exposure a number of teachings that I feel that I am a part of the culture.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I have first hand knowledge of some basic principles of Hinduism as I attended Hindu College at Cove & John on the East Coast of Demerara in Guyana. The college was administered by a Swami who also hailed from India and I happened to be one of his favourite students. I could not have missed the opportunity to receive blessings from Swami last weekend and share some of my anxieties with him. I felt the power of his influence on my life almost immediately. A Swami is a highly spiritual person and do influence the lives of devotees for the better. I asked a question which I will share the answer with you. Can a non Hindu become a Hindu? The answer is NO. You have to be born a Hindu. Swami said he does not approve of conversion but a growing number of persons around the world are followers of the religion. When the temple is fully established I can envisage that a number of St. Lucians will become followers of this great culture.

I believe in proving all things and following those things that will promote my human and spiritual development. Swamiji's mission is to elevate the consciousness of man on the planet from human consciousness to divine consciousness. In the past ten years Swamiji has placed special emphasis on propagation of Hinduism and humanism in the entire Caribbean, now it is St. Lucia's turn. I am convinced that man needs to find inner peace during these difficult times. "This too shall pass" will have greater meaning as you release control and hand your problems over to a higher being. Swami's intervention couldn't come at a better time.

The citizens of St. Lucia are eagerly awaiting Budget 2009/2010 which is scheduled to be tabled in the house within the next six weeks. A stimulus package is very much on the cards. Cash Flow assistance to MSMEs should be very much a part of the Budget allocations. While we do not have the financial ability of the USA it might be a good idea to have a look at the items under the stimulus plan. There is going to be a lot of debate on the budget this year as everyone looks forward to sharing a piece of the stimulus pie.

It will be fair to say that apart from the hotel sector, St. Lucia is holding its own. My prediction is that August 2009 will be the month that future direction of the economy could be projected.

Keep the Faith, God is in Charge, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#24 COPING WITH THE DIFFICULT FINANCIAL TIMES!

March 11, 2009

EDWARD HARRIS AT LARGE!

COPING WITH THE DIFFICULT FINANCIAL TIMES!

The current financial crunch will eventually demand life style change for many of us – but does it have to be that way? The answer is NO! A few years ago I began to write about the need for additional sources of income and recommended that my readers consider a second and a third job. While if you were unwilling to take my advice then, I am certain you will consider my recommendation now. There is the likelihood of downsizing in many companies and very few new businesses will be established. It is important to note however that efficient, dedicated workers are always in demand.

I am predicting that by the end of August, 2009, the direction of our economy will be clear. The budget will be behind us and projects will begin to roll out. While there will be some additional money in the system, the injection in projects will do nothing for persons already employed in the public and private sectors. The key is for individuals to assess their worth and position themselves for job changes to ensure their economic survival. Where can opportunities for additional income be found? There are lots of opportunities on the internet and by getting involved with social networking groups. Follow me at www.twitter.com/saintlucian

Don't be caught lying down. There are several things that you can do to improve your financial circumstance. There should be Business Groups all over the island to bring persons together to share experiences and ideas and invest with each other. I am hoping that the current financial down turn will bring people together. Very few individuals are equipped to deal with the current issues by themselves. Unity is strength. We have to gain strength from each other. Information sharing will be vital. I started a Brainstorming Mastermind Group to share opportunities and provide information. I invite you to visit www.brainstorminggroup.webs.com

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

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HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Hereunder is my motivational pick of the week.

REMAIN IN THE GAME IF YOU WANT TO WIN

The more you try, the greater your chance of succeeding.

The law of averages is on your side.

Taking a risk is often your first necessary step toward success.

If you don't take some risks, you won't get the chance to succeed.

While you are trying, you are winning. Never get discouraged.

Every wrong attempt is another step forward.

People that make no mistakes usually don't make anything.

Make up your mind not merely to overcome a thousand obstacles, but to win in spite of a thousand defeats.

Your mistakes are stepping stones to success and your installment payments to victory.

You can't be a winner and be afraid to lose.

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HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#25 THERE IS MONEY TO BE MADE EVEN IN TIMES OF UNCERTAINTIES!

March 18, 2009

EDWARD HARRIS AT LARGE!

THERE IS MONEY TO BE MADE EVEN IN TIMES OF UNCERTAINTIES!

These are times when creativity and flexibility must be invoked. Entrepreneurs will have to deal with challenges that they are not accustomed to and in many instances will have to change course. In these times Entrepreneurs cannot afford to be emotionally attached to businesses that are slowly dying or already dead. Entrepreneurs should be busy seeking out opportunities, diversifying their businesses to ensure multiple sources of income. The business persons who understand the new direction should have no difficulty in maintaining their lifestyles. All roads now lead to the services sector. What will be your involvement in this sector?

Entrepreneurs involved in the services sector were presented with an opportunity to improve their skills at securing business globally when three workshops were offered by the recently launched St. Lucia Coalition of Service Industries Inc. (SLCSI) during the period of March 16 – 18, 2009. The workshops were facilitated by Mesdames Diane Girard and Doreen Conrad on behalf of Global Links Network of Canada. Ms. Virginia Paul, Head of the Trade Policy Unit of the O.E.C.S. gave a perspective on the various Trading relations as currently exist at all three workshops.

Ms. Yvonne Agard, Administrative Manager of SLCSI was commended for exposing the services sector to information that will change the way service providers present themselves and their services. The theme of the workshops was “Target New Markets – A Strategic Approach to Exporting Your Services”

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

The Travel, ICT and Real Estate industries were well represented. The attendees were given the opportunity to demonstrate their networking skills and to talk about problems affecting their industries and identify solutions.

Participants in the three workshops will have access to all the presentations on the internet. The use of the internet in doing business in the global village was emphasized and the point was made that "If your business is not on the Internet, it does not exist" It was also noted that in spite of the power of the internet, nothing takes away from personal contact.

I will be first to admit that time is a very scarce commodity but I also believe someone has to lead and leaders are needed to help to bring about awareness about many skills that can change lives including the use Internet. We are yet to put the internet to work for us to promote St. Lucia as a preferred destination for investment and tourism in the Caribbean. If each person with access to a computer writes something about St. Lucia every day, even if it is 140 characters on Twitter.com it will go a long way in promoting our destination. Let us join as many social networking sites as possible. You can follow me on www.twitter.com/saintlucian

Social networking is done for fun by most persons but it is a very good avenue for business. Business can be found anywhere that people get together whether virtually or otherwise. In the physical sense, networking is all about showing up. Whenever you are down, not in the right spirit, get outdoors and network. Talk with people and get a feel for what is hot! Smile, shake hands, speak positively and get into the swing of things. Smile and the world will smile back at you, simply reminding you that it is a wonderful world with beautiful people.

The first meeting of the Brainstorming Mastermind Group will be held on Sunday, 22nd March, 2009 at the Bay Gardens Inn, Rodney Bay at 5.00pm. The meeting is opened to the public. Information on the group could be reviewed at <http://www.brainstorminggroup.webs.com>

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Hereunder is my motivational pick of the week.

YOUR CHOICES ARE UNLIMITED

You don't have to buy from anyone.

You don't have to work at any particular job.

You don't have to participate in any given relationship.

You can choose.

You steer the course you choose in the direction
of where you want to be today, tomorrow,
or in a distant time to come.

You hold the tiller.

You can decide to alter the course of your life at any time.

No one can ever take that away from you.

You can decide what you want and go after it.

It's always your next move.

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Keep the Faith, God is in Charge, Dream Big and Expect Miracles Everyday!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#26 LEADERSHIP IS NEEDED ON ALL FRONTS!

March 26, 2009

EDWARD HARRIS AT LARGE!

LEADERSHIP IS NEEDED ON ALL FRONTS!

Conferences, Workshops, Meetings, Negotiations and every aspect of dialogue at all levels are very much a part of the daily schedule of business persons and professionals. However, it is necessary that leaders provide an all embracing environment that will open up the dialogue and encourage new ideas. Sometimes it is difficult to identify how the views of persons in the southern and western part of the island merge into the national discourse; the relationship between local and central government, and the role of citizens in the overall national planning to bring about changes in the communities are not clearly defined.

The nation is currently grappling with the global economic situation which is impacting negatively on the local economy. National leaders should be on a crusade for new ideas. In recent years the government of the day invites contribution from various associations to input into the budget. This year the government has scheduled a meeting with leaders in all sectors of the economy to discuss the current situation and to source ideas that will ease the economic squeeze.

The 2009/2010 Budget is one of the most anticipated budgets as it is expected to give clear indications as to the direction of the country – where the allocations will be placed. Expansion of the small business sectors will be at the heart of the debate. Job creation will be vital in keeping the economy at a level that will keep businesses alive.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

The St. Lucia Private Sector Council should be given a real chance to serve the purpose for which it was intended. How can Associations call upon their membership to come together when the Associations fail to come together and network to get the best ideas to move the country forward. The individual approach cannot work in today's economic environment. Individuals who have ideas to bring to the table must be given an opportunity to ventilate them. While on the one hand there is the feeling that there is agreement in getting everyone with an idea to make a contribution, on the other hand there is the resistance by many who are placed in positions to make such a process possible are not opening up.

Leadership is necessary to open up the new opportunities in innovation and technology. Who is really driving this process? There is need for Secretariat that will drive the process. The effective use of the internet in business is yet to be developed to an acceptable level. The point was made by a presenter at a recent workshop that unless your business is on the internet, you do not have a business. It is very clear to me – if your business in the Services Sector targets the global market, your export trust will be very restricted.

Social networking can generate a very strong demand for services in the tourism sector. It is time that the tourism industry begins to embrace local people who are prepared to promote St. Lucia as a destination. Tourism Officials should begin to look inward and develop campaigns for local internet warriors to promote St. Lucia!

My social interaction on www.twitter.com/saintlucian has been turning up some interesting responses. I invite you to follow me and let us start promoting St. Lucia so that visitors will select St. Lucia and our family and friends will continue to earn a living in the tourism sector.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Hereunder is my motivational pick of the week.

YOU'RE ALWAYS IN CHARGE OF YOU.

You're the master of your fate and the captain of your soul.

While your character is formed by circumstances,
your own desires can do much to shape those circumstances.

Thus, you have the power over the formation of your own character.

Nature is always at work around you.

Your character and destiny are her handiwork.

She gives you love and hate, jealousy and reverence.

You have the power to choose which impulse you will follow.

You can at any time decide to alter the course of your life.

No one can ever take that away from you.

The greatest power you possess is the power to choose.

You're the master of your joys and your sorrows.

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HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#27 IT IS ALL ABOUT THE ECONOMY!

APRIL 2, 2009

EDWARD HARRIS AT LARGE

IT IS ALL ABOUT THE ECONOMY!

This past week has been very hectic for Officials in the public and private sector. There is no slowing down in terms of activities to ensure that Saint Lucia survives the economic turbulence that is affecting every nation at this time. I always feel that there are many advantages in being small. Small is manageable. It is against this background that I am confident that with prudent management of our affairs, we will be able to ride the storm. I see a lot of advantages in being small if we apply ourselves. In past weeks, I have been stressing the need for creativity in every aspect of our lives. It cannot be business as usual. We have to think out of the box. We have been using these phrases for a long time. Now it is time for action.

While the world is advancing in the use of technology, especially in the use of the Internet for education, business, leisure and a multitude of other purposes, Saint Lucia lags behind. We are yet to make effective use of technology. The need for a Ministry or Agency to drive the process of Innovation and Technology cannot be over emphasized. We must engage the minds of the brightest and the best in the establishment of a platform that will take into consideration the new age realities of doing business. We cannot continue to use the same old tools when cutting edge technology is available.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I applaud the efforts of Officials of the Ministry of Economic Affairs, Economic Planning & National Development and the National Consultative Council who collaborated in organizing a “Consultation on Saint Lucia’s economy in the light of global economic challenges” which was held on March 31 and April 1, 2009 for making a serious attempt to open up the dialogue to the various stakeholders. The views and recommendations of leaders of Trade Unions, Private Sector, Civil Society and Government were freely expressed. It is expected that several recommendations coming out of the meeting will be reflected in the final budget presentation. The meeting was taken very seriously and it was interesting to note that the Prime Minister was present at the meeting for most of the first day. A number of Ministers participated during the course of the two day consultation.

This is a very challenging time in our history and it necessitates input from everyone who has a contribution to make; the issues relating to the economy encompasses every aspect of our existence. There should be no battle against the recruitment of willing persons to share their expertise and take on the challenges head on. Poverty is one of our greatest challenges, if not the greatest. The group comprising the POOR must not be allowed to expand as in its expansion there will be social instability and crime will definitely increase. Crime must be rooted out at all cost. This threatens the livelihood of every member of our society. Our fragile tourism industry is under threat. Fighting Crime should be everybody’s business. Everyone has the ability to commit crime, but it is the awareness of the consequences of Crime that prevents many of us from committing ourselves. It is against this background that the Brainstorming Mastermind Group and the Realtors’ Association (Saint Lucia) Ltd. will be hosting a Free Public Lecture on Tuesday, 7th April, 2009 at the Bay Gardens Inn at 6.00 pm. Mr. Jerome Mayne will deliver the lecture.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

It is a tall order to stabilize the economy to prevent closure of businesses while at the same creating new jobs. It is for this reason that it is necessary for us to encourage new employment generating ideas. What will we do differently in 2009 to create new jobs? I will be pleased to receive ideas from my readers and share them in a subsequent article. I have expressed a number of ideas in my weekly articles in recent months. Since poverty has the potentials to explode, creating jobs should be our number one priority. I agree that a call to get back to the land and create a new breed of farmers will generate employment but I am equally convinced that Internet related opportunities can cause many to experience a change in their financial affairs. A simple experiment could be for the government to waive all customs levies on Nutritional Supplements for approved Network Marketing Companies. This simple concession could make the products affordable and generate a few hundred jobs.

What has happened to VOLUNTEERISM? The various government departments must open up their programmes to outsiders who are willing to help. There are thousands of persons waiting for an opportunity to help in areas of their expertise. Where are retirees? Where are the young professionals? There is need for a Crusade that will engage and motivate citizens. Let us start an "Everybody Loves Saint Lucia Campaign". Bring together volunteers to solve the pressing problems that confront our nation. Government officials must not limit their activities to available funds under the various allocations, the time has come for all to be involved and maybe there are corporate citizens who are just awaiting an opportunity to step up to the table and make their contribution to improving the lot of the poor among us. How about including a Donation Programme in the budget and give companies special incentives for contributing to the fund that will seek to develop the Poor. (For every Dollar contributed to the fund, the contributor gets a tax credit of a further 25 to 50%)

The importance of attracting tourists and investors to our shores cannot be over emphasized and has to be a top priority. Free is not a word that is welcomed by some people but the government can launch the greatest campaign to woo tourists and investors to our island for Free. SLISBA presented a proposal outlining how Tourism & Investment Representatives around the world can promote St. Lucia 24 hours a day for free. Why has this not been tried? It is said that timing is everything and given the financial dislocation being experienced at the moment FREE may be looked at differently.

Keep the Faith, remember always God is in Charge, No earthly condition last forever!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#28 GOVERNMENT AND PRIVATE SECTOR RELATIONSHIP IS BEING STRENGTHENED

APRIL 8, 2009

EDWARD HARRIS AT LARGE

GOVERNMENT AND PRIVATE SECTOR RELATIONSHIP IS BEING STRENGTHENED

The Government one week ago invited the private sector to be engaged in a consultation on the economy and this week Office of Private Sector Relations (OPSR) engaged the private sector and government institutions in the shaping of a Private Sector Development Strategy (PSDS). On both occasions Honorable Stephenson King, Prime Minister and Minister of Finance, and other members of Cabinet participated.

Government is making every effort to involve the productive sector in an attempt to shape a budget that will reflect the necessary actions needed to be taken at this time to help to navigate our financial ship through the rough seas. There is agreement that it is necessary for everyone to take action that will improve the situation in the shortest possible time. There will have to be creativity on the part of all the leaders in industry and government will have to be the driver. The budget is the first step towards setting the stage for this new approach to doing business. During one of the meetings I attended someone came up with the idea that Government Ministries need to be ISO certified. That statement immediately got my attention. This is one action on the part of government that can really bring about the level of efficiency that is needed at this time.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

As business persons got together between sessions at the meetings, the discussion was primarily about increased cost of doing business and the reluctance of their bankers to be flexible, even when there is adequate security to extend further overdraft facility. There is need for regular review of business accounts within the banks. Bankers should get out and visit their customers so they can have a greater appreciation for the efforts business persons are making. It was interesting to note that in most cases employees in the manufacturing sector were not sent home but were given the opportunity to work three and four day week. There is definitely need for concern as sales are declining rapidly in all sectors. It is simple – there is less money to go around.

There was not much discussion on a stimulus package as this seems to be the only stabilizer at this time which it is hoped will be an important part of the budget. Those persons with the responsibility for preparing the 2009/2010 Budget must have serious challenges to sustain an acceptable level of social services while applying measures to stimulate the economy.

The private sector has participated fully, their voices were loud, and it wouldn't be long before the fruits of the collaborative efforts will be counted. This is an interesting period as it affords all sectors the opportunity to work together and forge relationships that will go a long way in creating a cordial environment in which the nation can tackle the difficult challenges and move forward.

I wish my readers a Happy Easter! It is important to note that sacrifice precedes joy. The world is grappling with difficult economic times, sacrifices will have to be made but in the end, we will all be better for it. This is a period of correction. This too shall pass.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Here is my selected motivational piece of the week:

YOU CAN RISE ABOVE REALITY

Courage is the power to face your difficulties.

It comes from the reserves of your mind

that are more powerful than any of your outside circumstances.

When you recognize that you are bigger than your problems,

you gain the courage necessary to overcome anything.

Your obstacles will look large or small to you

according to whether you are large or small.

Courage is the capacity to confront what can be imagined.

It gives you the ability to rise above reality.

You are more important than any of your problems.

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Keep the Faith; remember always God is in Charge, Dream Big and Expect Daily Miracles!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#29 THE BUDGET IS EXPECTED TO LAUNCH SAINT LUCIA'S STIMULUS PACKAGE!

APRIL 15, 2009

EDWARD HARRIS AT LARGE

THE BUDGET IS EXPECTED TO LAUNCH SAINT LUCIA'S STIMULUS PACKAGE!

It is very easy to conclude that the 2009/2010 Budget will be a Stimulus Budget which will hopefully put money into the economy and get employees back to work so that consumer spending could be increased. Business persons are almost silent on their expectations of the budget. However, there are statements that suggest loss of business in all areas of commerce. While there is little change in consumer behavior, it is definitely not business as usual. Everyone is hurting.

It was interesting that earlier this week I received two books recently published by a friend who happens to be the author. The titles are "Learn How to Get Rich - And do good for others" and "Dollars & Sense - A common Sense Guide to Managing Your Money". This is a timely gift and I got down to reading Learn how to get rich first. I guess everyone will like to get rich and live abundantly. I am always optimistic even in the worst circumstance. Maybe it's because I am old enough to recognize that nothing lasts forever and when it comes to the economy, confidence will make the difference. It is necessary for the feel good spirit to reign supreme. It is all about consciously believing that the financial uncertainties could be reversed.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

This is one time that the people will have to rely on the goodness of the politicians and public servants who are supposed to have the best interest of the people at heart. It is possible for leaders to do what is right in the interest of the people. Fortunately, it has finally been proven that politicians can be relied upon to deliver on campaign promises. We have an example to follow. President Obama has set the standard in political leadership. He continues to deliver on his campaign promises in spite of the detractors and even members of his own party who are bent on doing business the old fashioned way. Persons who are fair minded are giving President Obama the credit he deserves. I am so happy that he will be visiting our region and our leaders will get the opportunity to touch him as I am convinced that many of them are like Jesse Jackson who couldn't contain himself and unleashed ridicule on the President during the election campaign; then cried later. Our leaders should be followers of President Obama. He should be emulated.

We are living in difficult but exciting times. It is for us to make the difference but it will take our positive collective action. There are many who are sitting on the fence and are waiting for things to change without any effort on their part. This is the time to be engaged in taking action that will bring about change for the better. There is hope. The stock market responded to the G20 Summit and no major decline has been recorded since the initial gains. Job layoffs are declining, companies are hiring. Picture St. Lucia in the same light. Do you see changes for the better? There is every reason for you to be optimistic. Yes we can!

I am not privy to what will appear in the final budget but I have been involved in several meetings and discussions to conclude that adequate representation has been made by private sector leaders and other stake holders. This budget is a test of the willingness of Politicians and Administrators to act upon the recommendations of the Representatives of the various stake holders on whose behalf they contributed to the consultations.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Real Estate Agents are invited to a Lecture on “Real Estate Franchising in the USA and the benefits of a Franchise to St. Lucians Realtors” scheduled for Glencastle Hotel, Cas en Bas, Gros Islet on Saturday 18th April, 2009 at 6.00 pm. The lecture will be delivered by Mr. Carl Fleischer, President of America’s Realty of Atlanta, Georgia and is sponsored by America’s Realty (Saint Lucia).

SLISBA will hold its 1st General Membership Meeting for 2009 on Sunday, 19th April at the Palm Haven Hotel, Rodney Bay, Gros Islet at 3.00 pm. Officials from the St. Lucia Development Bank and the VAT Implementation Project will address the membership. The following week 27&28/4/09, SLISBA will host a 2-day workshop on LEAN Leadership at the Glencastle Hotel, Cas en Bas. This workshop offers two days of intensive training with a follow up on site visit by the Facilitator 30 days after the workshop to assess the level of implementation achieved in participants’ companies.

Here is my selected motivational piece of the week:

MAKE YOUR DREAMS A REALITY

You have the power and the opportunity to change your life.

You can make anything you want of it.

It’s not difficult, it just takes some effort.

See things as you would have them be instead of as they are.

Develop a personal plan that focuses on what you want,
not on what you have.

Your imagination will show you how to turn possibility into reality.

Visualize your goals and your subconscious will work
toward making those mental picture come true.

When you picture yourself as vividly winning,
that alone will contribute immeasurably to your success.

Knowing your destination is all you need to get there.

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It is easy to see the problems as simply challenges that can be confronted and dealt with. Let us get to work to make conditions better for all. The Budget is just days away.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Keep the Faith; remember always God is in Charge, Dream Big and Expect Daily Miracles!!!

#30 LOOK OUT FOR THOSE “FOR SALE SIGNS” MAKE A DEAL!

APRIL 22, 2009

EDWARD HARRIS AT LARGE

LOOK OUT FOR THOSE “FOR SALE SIGNS” MAKE A DEAL!

This is not a very good week to write a column as everything is up in the air. The Budget will be presented on Friday, April 27, 2009 while my deadline was on Wednesday. All I could indicate at this time is the Government has a serious challenge to meet the demands placed upon it.

The effects of the global financial crisis are now impacting upon us in St. Lucia. Many believe that in the developed world the crisis is being arrested and there should be a turn around by the end of 2009. Although I am an optimist, I am still of the view that it will get worse before it gets better and 2010 is more realistic.

The reality is that all St. Lucians will be called upon to do more with less. That is a tall order but possible. Those of us who were comfortable with one job, maybe see the need to consider additional income generating opportunities. It is no debating the fact that cost of living is rising steadily and debts that were committed when things looked great are now becoming a millstone. This situation is evident as you drive along the highways where cars with FOR SALE signs are dropped off in the mornings and picked up in the evenings. Foreclosures will be on the increase and many persons who had planned to hold on to their properties a while longer are shedding some to improve their cash flow. It is a buyer's market. Cash is king! Sales will drop in the manufacturing and distribution sectors. Wherever possible, business persons will be best advised to expand their range of products. Smart companies will invest in training and seek opportunities to hold motivational sessions for their employees.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

We can see doom or opportunities, losses or gains and chose the road that will take you to your destiny. In the midst of difficult challenges, there are always opportunities. It is your life, chose the best. There are still fortunes to be made. There was one time when I knew and experienced that it was possible to get into business without money. Almost everything was easy including getting into business. Entrepreneurs were more humane and placed a high value on ambition and honesty. You could have been given an opportunity without much ado.

Salesmanship is a profession that is always in demand. It guarantees that you will never be out of a job. Unfortunately, I don't hear about courses being offered in Salesmanship. When I left Guyana, I was at the top of my career in Salesmanship and was the President of the Guyana Association of Sales Personnel, an organization I founded. I have a recommendation for my readers who are worried about the future, don't have jobs but feel they have what it takes to convince others, I am willing to train you in the art of Salesmanship. Everyone needs to be a salesperson! It is all about the power of persuasion; getting others to accept your point of view/proposition. Welcome to my world. It has been and continues to be a wonderful ride.

In the meantime, programmes are being adopted to minimize the negative effects on the economy. The Saint Lucia Development Bank is now reality and business persons are lining up to get much needed cash flow assistance. It was heartening to see business persons braving the weather last Sunday to listen to Officials of the SLDB and the VAT Implementation Unit at a meeting hosted by SLISBA at the Palm Haven Hotel.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

#31 SAINT LUCIA NEEDS TO TAKE A LOOK AT THE NETWORK MARKETING SYSTEM TO MARKET ITS TOURISM PRODUCTS!!!

May 6, 2009

EDWARD HARRIS AT LARGE

SAINT LUCIA NEEDS TO TAKE A LOOK AT THE NETWORK MARKETING SYSTEM TO MARKET ITS TOURISM PRODUCTS!!!

In the most difficult economic times, St. Lucians always find a way of escaping the impact of coping with their financial troubles if only temporarily. The next three months will be testing time for St. Lucia and in this period St. Lucia Jazz and Carnival will be very much on the minds of St. Lucians as they plan to participate in the events.

The mix of business and entertainment is one advantage of living in a country which is dependent on tourism. There is never a dull moment. The lifestyle of Caribbean people is the envy of many living in other parts of the world. Our citizens need to recognize the outstanding features of the St. Lucia Brand and promote it to the rest of the world.

The next level of tourism promotion will come from people who recognize the attractiveness of St. Lucia's tourism products and are prepared to use all the tools (especially the internet) at their disposal to share the information with the peoples of the world. The time has come for the leaders in the tourism sector to look to St. Lucians at home and abroad and get them involve in promoting the brand – St. Lucia! This approach could be cost effective and will above all invoke the pride of St. Lucians in contributing to the industry that is the principal driver in the economy. St. Lucia cannot afford to pay for all the marketing efforts that will bring people to its shores. As a result, creative ways of involving the people must be found.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Has anyone in the tourism industry ever thought of introducing the Network Marketing approach to the promotion of the industry? Many major industries including insurance, telecommunications, real estate and travel have turned to the Network Marketing System to promote their businesses and maximize their sales. This is one marketing system that is yet to be adopted in the region. St. Lucia has the opportunity to be first.

In 1997 I was involved in the preparation of a document which was presented by SLISBA to the SLP Government. It called for the introduction of a system to promote St. Lucia globally with the introduction of Investment & Tourism Representatives who will give voluntary service. I believe that the contents of that proposal are even more relevant today than it was in 1997. It was easier then in terms of cost and competition. Since 1997 a number of destinations have stepped on the tourism ship for survival in an effort to earn foreign exchange and generate employment. While uncertainties and anxieties exist in the industry at this time, there is still hope but the potentials of the people to be involved in their business in a direct and positive manner should not continue to be ignored.

Indications are that the financial meltdown is being arrested and things have begun to improve. The most influential professionals on economic matters in Washington are projecting a shorter recession than was expected. The numerous initiatives undertaken by President Obama in his first one hundred days have already begun to create an environment whereby confidence is gradually returning to the USA and the rest of the world. This is encouraging news for tourism and rather than thinking about further decline in the industry, a turnaround is now possible.

The travel embargo being lifted for US based Cubans to visit their homeland brings the opening up of Cuba to all Americans closer. The challenge is to present the St. Lucia brand in a different light. It is necessary to find ways to get St. Lucians to visit their homeland and invite their friends. It is interesting to note that Brazil is being targeted but what is needed is to target the world with a global network marketing initiative.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

The decline in international visitor arrivals, the high cost of airfares in the region, the H1N1 Flu threat and the inclement weather are not contributing to the anticipated success of St. Lucia Jazz 2009. However, we are better prepared this year than in the past 17 years so it is easy to conclude that the show will go on regardless of the current difficulties. See you at Pigeon Island.

Leave your troubles behind and dance. Happy Mother's Day!
Keep the Faith; remember always God is in Charge, Dream Big and Expect Daily Miracles!!!

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

#32 WHERE ARE THE INVESTMENT OPPORTUNITIES TODAY???

May 13, 2009

EDWARD HARRIS AT LARGE

WHERE ARE THE INVESTMENT OPPORTUNITIES TODAY???

Cash is King! What to do with cash if you have it? What investment opportunities are available? The stock market is bouncing back. This is the time to buy good stocks – not to speculate and take risk hoping to cash in. Go for the real thing. Buy when it is low, sell when high! That is the way the business works. Yes, it is that simple. Don't be fooled by those who make simple things complicated. Control your greed. Know when to let go, take your cash and move on while the going is good. So my recommendation is not to shy away from the stock markets; get professional advice.

I was concerned when a local bank set up an investment division as at that time stock prices were high and took substantial levels of investment to get into the game. However, the Executives passed through the fire with the crash and are now in a position to benefit from the experience and be able to advise St. Lucians on their next step in the Stock Markets. On the other hand CLICO and Stanford Investments were offering very attractive returns on deposits. Many investors and institutions are likely to lose money with those creative high yield investments while with the stock markets some will have no other choice than to sit it out. This is not a period for the faint-hearted; it is for the brave.

Who are the people laughing now? They are the ones who stuck with the old fashion, ever faithful investment option – REAL ESTATE. Those persons who invested in land are smiling all the way to the bank. Substantial gains are being made in the real estate sector. Land has appreciated much more than buildings. St. Lucia's housing stock is substantial and is now expanding into the hinterland. Opportunities are still available in this sector. Keep looking out for the deals.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Investors in real estate will benefit from foreclosures and short sales as those who are being squeezed by the financial crisis will rush to stop their financial bleeding and sell off their properties. Cash is definitely King as the existing conditions are very attractive not only for investors but first time owners as well. There are several opportunities to buy properties below market value at this time. Some people are simply getting out of the mortgage situation to free up themselves.

This is a very difficult period to predict the future, even in the short term but there seem to be some significant developments that give hope. There has been a surprise prediction that the recession will be reversed by the end of 2009 and that is the best news we can get at this time. The 2009/2010 tourist season should be better than 2008/2009 and our lead sector could be back on track. The cruise sector is doing fine and it seems as though the Eastern Caribbean is getting some increased traffic as a result of the H1N1 Flu. So far St. Lucia has not recorded any case of the flu and it is hoped it stays that way.

Tourism is our major challenge and I feel that no opportunity should be spared to mobilize St. Lucians to get involved in the promotion of this sector. If every St. Lucian who has access to the internet was to receive a promotional mail from the Tourist Board and circulate it to their list, a few million people will be made aware of the existence of St. Lucia as a major tourist destination in the Caribbean in minutes. We must begin an awareness campaign; show and tell the world - St. Lucia Nice! Utilize technology in all its forms. It can be done cost effectively.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Here is my selected motivational piece of the week:

MAKING CHOICES IS YOUR GREATEST POWER

While your character is formed by your circumstances,
your desires can shape those circumstances.

The one thing over which you have absolute control is your own thoughts.

It is this that puts you in a position to control your own destiny.

Nature is constantly at work around you.

Character and destiny are her handiwork.

She gives you love and hate, jealousy and reverence.

You have the power to choose which impulse you follow.

At any time you can decide to alter the course of your life.

No one can ever take that away from you.

You can do what you want to do and be who you want to be.

Your greatest power is the power to choose.

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Keep the Faith; remember always God is in Charge, Dream Big and Expect Daily Miracles!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#33 IT IS TIME FOR THE FORMATION OF A NATIONAL COMMITTEE ON INNOVATION AND TECHNOLOGY!

May 21, 2009

EDWARD HARRIS AT LARGE!

IT IS TIME FOR THE FORMATION OF A NATIONAL COMMITTEE ON INNOVATION AND TECHNOLOGY!

The time has come for a serious approach to creating an avenue for new ideas that can be converted into commercial reality. The simple cooler which was developed by a young student attending a school in a rural community attests to the fact that St. Lucians have innovative ideas that are marketable.

Innovation, research and development and all necessary strategies that denote progress need to be placed on the front burner and vehicles for expressing them be found. It is time to invoke the competitive spirit among our people. It is interesting to see when a group gets together to look at a project how ideas compete and the best options are exposed. We have brilliant scholars, outstanding entrepreneurs and professionals along with competent, successful individuals who have earned their badge of excellence and acquired the status of QBE (qualification by experience) to support the effort of the thinkers of this new age. I have discovered over the years that those persons who have been there, done that even when they would have failed have a story to tell and advice to give. There are some among us that one failure is enough for a life time. Guard against those persons. Look out for those persons who are always seeking to achieve success regardless of the odds against them. Simply put – those persons who will never take a knockout punch, they refuse to go down, they keep coming. Those are the persons you must seek out to be members of your master mind group.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I met a prominent talk show host at a popular gas station during this week and after extending courtesies, being his usual self he hastened to find out what new ideas I have to share to ease the squeeze. I told him I had nothing new apart from what I have been saying for the past twelve years. Here are the thoughts I have shared over the years and readers of this column will be able to attest to the facts.

St. Lucia has outstanding minds and the first task of any government should be to harness that resource and put it to work for the betterment of the entire nation.

It was made very clear for a number of years that Agriculture will have to give way to Services as the principal export earner. Tourism was identified as the new driver of the economy. Tourism is based on visitor arrivals to the island, by sea and air. The majority of visitors will be introduced primarily through the marketing programme managed by the tourist board; the others will be reached by past visitors, St. Lucians at home and abroad and by extension their relatives, friends and business associates. A major strategy in the whole promotional programme is to get media publicity and we see droves of foreign journalists visiting our shores. I feel that an equally strong relationship should be forged with the local media and experts in social networking on the internet.

A proposal was made by SLISBA regarding the appointment of Tourism & Investment Representatives around the world with strong St. Lucian participation at home. The document set out in detail an implementation plan. The implementation of the proposal would have boosted the visibility of St. Lucia as a tourist and investment destination. It is a numbers game when it comes to reaching people with information that seeks to make them take action especially in the tourism sector. I made a recent suggestion to promote St. Lucia through the network marketing system. Commissions are paid to tour operators who offer several destinations under one roof. Why not include a focused St. Lucia marketing approach where marketers will be promoting St. Lucia only. The plan will ease the demand for government's contribution to the tourist board and most importantly fill our hotel rooms and increase visitor shopping, including patronage to entertainment centres and restaurants. The MLM approach to promoting tourism could be a stimulus plan that can involve everyone, 18 years and over.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

I continue to beat the drum calling for a Ministry or Secretariat of Innovation and Technology. In this new age, the core activities of the future development of our nation should be centered on Innovation and Technology. I make yet another call for a conference on innovation and technology, not to talk but to bring potential projects to the table.

The private sector met with the public sector earlier this year to look at the economy, since then a number of initiatives were undertaken but there is no serious opening for the first time entrepreneur with a new project which has never been tested. Where is the venture capital bank/fund? The St. Lucia Development Bank promised to explore avenues for such funds. There is an urgent need for new ideas and projects.

We can begin by looking at our Caribbean neighbors' programmes. Barbados has a lot to share with us. There was a time when we looked almost exclusively to extra regional sources to attract investment in industry and for tourist arrivals, ignoring the whole Caribbean region. However, over the years we have witnessed that Caribbean entrepreneurs have established strong companies which continue to make St. Lucians proud. Tourist arrivals from the region have increased and St. Lucia has emerged as the number one conference destination in the OECS. We hear that there are plans to target Brazil as a source for tourists and it is my hope that some in roads will begin to be made in Latin America. An opportunity is about to open up for residents who are fluent in Portuguese?

Keep the Faith; remember always God is in Charge, Dream Big and Expect Daily Miracles!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#34 BUSINESS IS DYNAMIC & CHALLENGING!

June 9, 2009

EDWARD HARRIS AT LARGE!

BUSINESS IS DYNAMIC & CHALLENGING!

I watch the news networks on TV and I am fully convinced that the movers and shakers of today, tomorrow and the future will be very much like those of the past, all ready to accept change without lamenting on the past. They embraced change with a passion and dedicate themselves to rising above situations that call for serious solutions.

St. Lucia is now beginning to heed the warning of the financial hurricane that is on its way. By August the eye is going to be over St. Lucia. The warning has gone out in the media but as usual the citizens are going merrily along, ignoring the fact that the hurricane will change its path. The only difference this time it is a global hurricane and it threatens the entire world. It is only a matter of time.

Since the financial catastrophe shook Wall Street and the Banks in the USA and spread to the other developed nations, it is still to have a serious impact on St. Lucians at least on the surface. Even the few job losses in the tourism sector have not seriously affected economic life in St. Lucia. At least that is the way it appears. Is this a true picture? I don't think so. The business sector is hurting. Individuals are hurting. One thing is certain is that there is a special breed of individuals who are determined to ride the storm and come out on the other side victorious.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

In recent months the French islands of Martinique and Guadeloupe were experiencing labour unrest and the countries were almost falling apart but they survived the impasse but are bruised to a great extent as businesses closed at least to allow a cooling off period. However, our French neighbours have learnt a very important lesson – that closer ties should be forged with their neighbours. The French Trade Mission comprising Entrepreneurs from Martinique and Guadeloupe visited St. Lucia during the period June 8-11, 2009. Executives from twenty two businesses in the manufacturing and services sector participated. The visit commenced with a Conference at the NIC building on Monday, 8/6/09. Day 2, there were B2B business meetings. On day 3 site visits were made to manufacturing companies and real estate developments.

Here is my selected motivational piece of the week:

EMBRACE CHANGE WITH PASSION.

Accept that change will take place.

It is inevitable.

Be secure in the knowledge that you can deal with whatever happens.

To feel secure you must bend your insecurities, and avoid breaking when things don't go your way.

You'll always be secure to the degree that you can accept change.

You actually become secure, not by standing still, but by growing, moving and being energized.

Your ultimate security is your understanding of this reality.

There is no permanent security on this earth:

there is only opportunity.

Have the courage to bet on your new ideas, to take calculated risks, and to act on your opportunities.

There is nothing to stop you on the road to success but yourself.

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Keep the Faith; remember always God is in Charge, Dream Big and Expect Daily Miracles!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#35 LOOKING AROUND AND NOT LIKING WHAT I HEAR, SEE AND FEEL BUT THERE IS HOPE!

July 1, 2009

EDWARD HARRIS AT LARGE!

LOOKING AROUND AND NOT LIKING WHAT I HEAR, SEE AND FEEL BUT THERE IS HOPE!

I have been somewhat restrained due to circumstances beyond my control and I am conscious of the fact that I need to thank my readers for their patience. Father's Day passed and I observed that many of the fortunate fathers among us were able to mark the occasion with the usual joy and celebration to maintain the tradition. On the issue of being a responsible father, my post is ablaze on www.connectingblack.com Black Issues and Culture Category as I lamented the state of father and child relationship in the black communities.

The world is experiencing very difficult if not anxious times as we witness the bullying attitude of nations such as North Korea and Iran. In the latter case there is no separation between politics and religion. Although Iran is an Islamic State, the recent actions at the highest level seem to be inconsistent with religious principles. Then there is Honduras where the President was removed from office. There seems to be a state of restlessness in the world. Tough talk is now the tactic used to keep Governments in favour with their constituents. All these postures add up to uncertainties and undermine international business.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

The passing of Michael Jackson presented an opportunity for the networks to take a break from the troubling news coming out of Iran and North Korea. The news shocked the world and a spontaneous out pouring of appreciation for the life and work of Michael Jackson who became known to his faithful fans from around the world as THE KING OF POP. It seems as though it will be sometime before a determination is made as to the true cause of death. I am confident that his interment will be much sooner than in the case of James Brown, THE KING OF SOUL. I am ready to make a prediction that MJ's Christmas albums will out sell previous records. It was a life that made an impact on the world and his legacy will last for many generations to come.

Where is CARICOM Single Market and Economy headed? Half measures never help. It is time our Heads of Government decide to fully open up the region. The Regional Development Fund should be used exclusively to put in place programmes that will attract and facilitate new businesses in the countries that need development and business expansion to reduce unemployment. We have to stop giving lip service to regionalism. I say to CARICOM Leaders as President Reagan said to President Gorbachev - "TAKE DOWN THIS WALL". Let us have Free Movement of People NOW!

I feel so helpless sometimes, as I ponder about the state of our beautiful countries in this region. We are not short of ideas; we are short of listening ears of persons who can effect change. It is time that we find a method of sourcing ideas from the people and give speedy implementation to those projects that can make a difference. Business training must be decentralized. Business Centres should be established in every district with a sizeable population. Entrepreneurship is the basis for expanding an economy.

It is very refreshing to note that in these difficult times, a few restaurants and bars are opening their doors and are competing successfully. The Town of Gros Islet is the place to watch for new businesses. Recently some interesting Restaurants and Bars have opened up such as Happy Cock. The transformation of Gros Islet is moving at a fast pace.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Locals investing at this time should be commended and supported. Unlike previous summers when many persons spent their holidays overseas, this year many are forced to stay at home. With the recently built tourism properties and new developments in several arrears, it is certainly a good time to explore the island, take tours, visit restaurants and bars, and spend weekends at hotels. There are summer specials being offered by hotels at this time and as a further discount there is a LOCAL RATE. I highly recommend CALABASH COVE at Marisule, one of the newer hotels.

Here is my motivational pick of the week:

IT'S YOUR FRIENDS THAT MAKE YOUR WORLD

Your own positive energy will compel things to turn out the way you desire when you're surrounded by positive people.

Choose your environment with care.

Your environment is your mental feeding ground.

It's where all the food that goes into your mind comes from.

Choose your environment with care, one that is positive, one that lifts you up and gives you wings to soar.

Create favorable conditions through your association with others.

Avoid people who belittle your ambition.

Small people always do that, but the really great people, make you feel that you, too, can become great.

We shape our buildings, and then they shape us.

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The month of July is going to be very exciting; it kicks off with cricket and continues with Carnival. God knows we can do with some distraction from the rough times. This is the last lap before the financial storm hits land.

Keep the Faith; remember always God is in Charge, Dream Big and Expect Daily Miracles!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#36 WE NEED AID BUT WE NEED MORE BUSINESSES!

Caribbean Export. President Obama, July 8, 2009

EDWARD HARRIS AT LARGE!

WE NEED AID BUT WE NEED MORE BUSINESSES!

I was watching GPS with Fareed Zakaria on CNN Channel 7 last Sunday morning and I heard a statement from an African woman that is worth some thought. Here it is “Foreign Aid stops Governments from finding innovative solutions”. She also noted that it is not about Aid versus no Aid; it is simply that we need more businesses. I fully agree with that position as local businesses could assist in responding to the needs of their communities and bring meaning to corporate social responsibility. Most important, putting business as a priority supplemented by Aid will be a serious shift in assisting to alleviate poverty.

Most influential third world leaders are of the belief that the developed world owes a debt to the developing world for the years of exploitation. As a result, they demand Aid. In many instances Aid is misused and abused. The situation has deteriorated to such a point that where even the private sector has become Aid Dependent. Business persons almost refuse to pay for services to develop their businesses even when they can afford to.

What would have been the state of affairs with many of our companies had assistance provided by OPSR, SEDU, EDU and Caribbean Export had not been available by funding from international agencies and foreign governments? But looking back at what has been achieved you will find there is a disconnect between what is most needed by the private sector and what has been delivered. Here is an example: For as many years as I can remember, attending meetings, the call for flexible financing terms and readily available finance to advance businesses has been deafening. At the moment business persons are anxiously awaiting the goodies of the EPA and the Regional Development Fund. At this stage the most important need of the MSME sector is access to money. Cash flow support and financing for new projects. Interventions must not only benefit consultants, the beneficiaries must also receive tangible benefits.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

After all these years we don't even have a financial institution that is geared towards meeting the needs of Entrepreneurs seeking to set up new and innovative businesses. What we need most at this time is a Venture Capital Bank. Public companies at the start up stage should be encouraged. The Cooperative Sector should be responsive to the formation of businesses especially those that seek to serve specific community needs. There are some interesting areas that Cooperatives can serve in today's business environment when consumers are screaming for help in the cost of goods and services. We must find creative solutions to solving the unemployment problem. We have a battle on our hands to maintain employment at the 2007/2008 level.

President Obama is having a problem on his hand to explain the benefits derived from the stimulus package he initiated. In presenting the package he almost ignored the fact that the package was not only to create jobs but to maintain jobs that existed at the time the package was introduced. Maintaining jobs is equally as important as creating jobs. Vice President Biden alluded to the fact that the current administration underestimated the magnitude of the economic crisis. It is likely that more stimulus money will be needed.

While some industry leaders are predicting that the economy of the USA will begin to turn around by December, 2009 it seems at this juncture, too soon to predict such a situation since the crisis could further deepen. It is being said all the time that the real impact of the stimulus plan will not be felt before 2010. The situation is beginning to bite in St. Lucia and many people have begun to tighten their belts. This is further proof that it will be sometime in the future before the situation is likely to ease.

A few days ago I met one of my readers and he told me that he admires my optimism in spite of the difficult times in which we live. After our brief discussion, we both concluded that there is money to be made regardless of the current economic situation. My advice is to find your niche and go for it.

Keep the Faith; remember always God is in Charge, Dream Big and Expect Daily Miracles!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#37 DONALD TRUMP NOW A PLAYER IN THE MLM BUSINESS!

August 5, 2009

EDWARD HARRIS AT LARGE!

DONALD TRUMP NOW A PLAYER IN THE MLM BUSINESS!

This is a time for creating your own excitement. Take on the challenge to save the world. Dare to be different. I am encouraged by developments in the past week on many fronts. As a perpetual optimist I see opportunities everywhere. I believe that everyone is not broken. I am confident that there are plenty of investors from around the world who are looking for opportunities. This is the time to explore new ways of doing things and to seek out new possibilities.

Last week, I told you how satisfied I was with the outcome of the elections at the AGM of the Guyana – St. Lucia Association. This week I am extremely pleased with the results which emerged at the 20th Annual General Meeting of the St. Lucia Industrial & Small Business Association (SLISBA). Ms. Flavia Cherry was elected President with the task of improving the effectiveness of the Association. Only two members of the previous Board continue to serve. After sixteen years of active involvement in the Association, I have taken a bow and am no longer involved in the day to day affairs of the organization. I will always be a member.

It is said that new broom sweeps clean and I expect to see an enthusiastic, energetic, passionate, progressive and all the other words that will describe a successful Board. A new push for innovation and technology should be the platform to take the Association to the next level. SLISBA has a membership base that can make it possible for its members to participate effectively in the MLM industry. Micro business operators could benefit immensely from participating in an effective MLM business that will provide an additional source of income. If structured properly it could meet the financial needs of the Association.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

The world's biggest businesses have turned to Multi Level Marketing – MLM. Insurance, Travel, Telecommunications, including many other industries such as the Health & Wellness Industry which has recently attracted the famous Entrepreneur – Donald Trump. The Trump Brand has finally entered the multibillion Health & Wellness Industry, soon to be a TRILLION-dollar industry! Isn't it time that we in the Caribbean take note? You can check out the Trump Opportunity at www.trumpnetwork.com

There are a few important facts about the MLM industry that need to be told. The MLM industry while like any other industry is not for everyone, it is for anyone regardless of race, religion, social class, level of education or financial status who seeks an opportunity to gain financial and time freedom. MLM is about lifestyle. MLM brings to the market some of the most advanced products in many categories. Natural products have a special place in the industry. Donald Trump has turned to MLM at a time when businesses are contracting. Is it because he knows what we don't?

There must be something about the MLM business that is worthy of investigating. Too often we take other persons words to guide our destiny, forgetting that everyone does not see things the same way. I am always reminded about the two salesmen who were sent to a new market to introduce their brand of shoes. The natives did not wear shoes; one salesman did not feel that there was a need for shoes while to other saw a market filled with opportunities. The MLM industry is filled with Rags to Riches stories and many instances of professionals and persons who are OK financially making it big in the industry.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Do not ignore the guiding principle of proving all things, and the instruction to ask, seek and knock and opportunities will appear. There are thousands of MLM companies around the world. Many go under in the first 2 to 3 years. While it could be said that the opportunities are less with established companies, it is not totally so as many companies are not established in the Caribbean and after several years of operations are still new to the region. Many persons in the region have been associated with the MLM industry in the past, with only limited success gained by a few. The majority is disillusioned and will just not take a second look at the industry. However, it is unfortunate that those who failed did not make an assessment of the reasons for their failure. In many instances their failure was due to the lack of knowledge of the business. They did not go through the training; they did not give themselves an opportunity to become passionate about their opportunity. I must reiterate that the MLM business is not for everyone so you don't need to be involved in the business to benefit from the usage of the product. You can become a preferred customer and get discounted prices. Many MLM products work and have relieved many illnesses and diseases over time. I have recently been introduced to a product that takes on some of the most prevalent illnesses and diseases head on. Many companies start in the USA and expand overseas; this company started in Mexico and expanded its operations to other Latin American countries, Spain, Italy, South Korea, Philippines and recently in the USA. The principal ingredient is from Thailand. You can check out this miracle, life changing product at www.7072558.enzacta.com

There have been many attempts at MLM in St. Lucia. One group continues to operate after many years even after two name changes. A recently introduced group, although one of the most expensive to join has been around for over a year and the success of a few is obvious as you see those little BMWs driving around with the sign "TOLD U SO". Your personal feeling about the MLM business has everything to do with the level of success you will achieve in the business. Reading the information provided by the MLM company is very important; learning the system of duplication is of paramount importance.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

I know the MLM business could be successful in today's world, operating from any part of the world. Thanks to the internet. I founded the Brainstorming Mastermind Group for the principal purpose of brainstorming, an objective I hope to be realized sooner rather than later. I have had many unsuccessful experiences with MLM but in every case I have taken full responsibility. Keep emotions out of the decision making process and it is for that reason brainstorming holds the key for many business decisions that we will need to make in the future. Mentoring has become necessary in these days for providing guidance to potential and established business persons. You are invited to join BMG at www.brainstorminggroup.webs.com

Look out for the launch of Divine Connections. Ms. Syreeta Alcee is the Director of the project which is expected to introduce Internet Marketing in a targeted manner to businesses and consumers. It is time for a Web Directory in St. Lucia.

Hereunder is my motivational pick of the week:

YOU HAVE TO THINK BIG TO BE BIG

High achievement always takes place in the framework of high expectation.

You'll always hit what you aim for in the long run.

So why not aim high?

Have the courage to follow your dreams.

It's the first step towards attaining your destiny.

If you can dream it, you can do it.

If you don't have a dream, how are you going to make it come true?

The empire of your future resides in your mind.

Big thinking precedes big achievement.

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It is time to take a real look at the MLM industry that will deliver in your hands a truly global company that will not limit your market to St. Lucia and the region but will allow you to operate extra-regionally as well.

Keep the Faith; remember always God is in Charge, Dream Big and Expect Daily Miracles!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#38 VIEUX FORT NEEDS A STIMULUS PACKAGE!!!

August 13, 2009

EDWARD HARRIS AT LARGE!

VIEUX FORT NEEDS A STIMULUS PACKAGE!!!

I visited the Town of Vieux Fort on Wednesday, 12/8/09 to check out friends and to look at economic developments in the area. Unfortunately, there was not much of the latter to be seen. I called on one of my colleagues at his newly established office in Beanefield Commercial Park from where he operates FMC Professional Services. We discussed at length what we thought is needed in the South to stimulate business creation and generate employment.

I have a love for the South of the island and I have done everything possible over the years to share experiences and opportunities with Entrepreneurs in the area. I return from time to time to lecture to their staff and attend meetings.

There was a time when Entrepreneurs in the South were very active, attending meetings, participating in workshops, etc. SLISBA had a substantial membership among business persons in the area. Today, there is a lack of coming together. I get the feeling that individualism has taken over co-operativism. There could be no change in the economic fortunes of the South unless there is recognition that a united approach is absolutely necessary. Entrepreneurs must come together, share experiences and discuss the way forward. They must be able to clearly articulate for themselves, the necessary actions that will bring about change.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Here are a few recommendations to jump start economic activities in the South.

1. Bring together Stakeholders comprising of professionals, political and community leaders, and entrepreneurs for a retreat to discuss: a) the existing state of the business environment in the South, b) Identify possible investments in all sectors and c) chart a course forward. This initiative could be facilitated by Private Associations with a membership base in the South.
2. Beyond the retreat and meetings, the Entrepreneurs should begin to work with Consultants to develop Pre-Feasibility & Feasibility Studies, Business Plans, etc. on projects they would wish to implement.
3. Land Development is an interesting area for consideration. There is a lot of idle land that needs to be sub divided. A special facility to develop lands should be made available and then placed into a commercial land bank for ready access by Realtors and potential investors.
4. There is need for supporting services in the areas of Entertainment, Dining, Recreational Facilities and a special Vieux Fort attraction on Saturdays. Several years ago I suggested that a Cultural programme be promoted in the centre of the town with the band stand moved to another location each week. It must be strictly cultural.
5. Hoteliers should promote Weekend Packages for locals to encourage them to visit the South. Coop Advertising promoting businesses in Vieux Fort could be a first step.
6. A Casino should be established in the South that will be serviced by junket flights from Latin America, the Caribbean and the USA to provide clients with easy access to St. Lucia.

This is just some of my thoughts to get a discussion going. I feel that it is time that some positive steps be taken to stimulate economic activities. The New Frontier has been a slogan for too long, it is time for it to become reality. Someone or a group needs to take leadership for transforming Vieux Fort.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Hereunder is my selected motivational piece of the week.

LEADERSHIP IS ACTION NOT POSITION

All successful people became successful,
because they gave some talent or ability in the service of others.
You can contribute in some way to others,
no matter how small your talent.
You too, can become successful.
No one achieves success without being of service.
Successful people don't use others,
other people use the successful,
for above all success is of service.
Everyone has to be someone to someone to be anyone.
Service is the essence of success.

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Youth Fest returns to Vieux Fort on December 13, 2009 and its continued success will depend on the level of sponsorship received from businesses, especially those in the South. I feel that Entertainment and Sports Promoters should be encouraged to stage more of their promotions in the South. There is reasonable infrastructure to facilitate the hosting of events.

Keep the Faith; remember always God is in Charge, Dream Big and Expect Daily Miracles!!!

Edward A. Harris

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#39 SUCCESSFUL PROFESSIONALS AND ENTREPRENEURS NEED TO TELL THEIR STORIES

September 3, 2009

EDWARD HARRIS AT LARGE!

SUCCESSFUL PROFESSIONALS AND ENTREPRENEURS NEED TO TELL THEIR STORIES

America is a story telling country. Americans tell their stories to their home audiences and then to the world. Many persons have made millions from writing how they made their fortune. They do not always write about success, they do an equally good job at writing about failure. There is always a story to be told. In America, persons who fail are encouraged, not despised. This is a lesson we in the Caribbean must learn and learn fast. In the next few years there are going to be countless failures in this region. We are not immune to the economic fallout being experienced globally. We need to become a story telling nation. It is time that Professionals and Entrepreneurs tell their stories to those who are seeking to find their way in this depressed world. If we are ashamed of our failures, let us talk about our successes. Join me in forming a Speakers' Forum to share experiences that will give guidance to the old and young and excite them to be their best.

I was fortunate to attend the press launch of DIVINE CONNECTIONS on Wednesday, 2nd September, 2009 at the Palm Haven Hotel, Rodney Bay. I was heartened by the purpose driven young professional who left her comfort zone as a Specialist in Quick Books Accounting System and ventured into an Internet E-Marketing business. Ms. Syreeta Tu-Che' Alcee is the Chief Executive of the project. She is ably assisted by Mr. Romulus Flermius - Web Developer and Ms. Jackie Cherebin-Weekes - Manager. The project received the endorsement of Mr. Joseph Maxwell, Insurance Executive and Entrepreneur. A lot can be expected from Ms. Alcee as she pursues her several goals including music and writing. I invite you to visit Divine Connections' website at <http://www.divineconnectionsllu.com>

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

There is a lot of talent in St. Lucia and when I talk with young people I feel more confident that there is hope. There must be a shift in the strategy currently applied to create employment. A substantial amount of money must be placed at the disposal of Entrepreneurs with new ideas. The MSME sector must be supported as a top priority at this time. It is time that the support given to the traditional sectors such as tourism and agriculture be extended to MSMEs. There is no better alternative to providing jobs. It is necessary to create an environment that will advance entrepreneurship. A way must be found to translate talk into action.

The financial woes are closing in and decisive action must be taken to lessen the shocks. Over the years, a lot of programmes were initiated but when the time for implementation came the ideas vanished. On other occasions just token responses were given. As a Past President of SLISBA lamented – “they give you money to fail”. The amount of money granted for any project must be adequate. If not the project is doomed to fail from day one. This is a reality that must be dealt with as too many good businesses have failed because of a lack of additional working capital that was not forthcoming from the banks, even when the borrower’s security could have accommodated such request. The time has come for new ways to be found for meeting the business challenges that confront Entrepreneurs. No one should expect a different result when doing the same thing over and over. The established result will not change. You have to do it differently. This seems to be the expectation from MSMEs that without the input of money they will grow and prosper and be creative in their approaches. It is time that MSMEs be put on the front burner for receiving Government’s assistance. There must be a strong case made to international agencies on behalf of MSMEs.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Hereunder is my selected motivational piece of the week.

LIFE RESPONDS TO YOUR OUTLOOK.

Life is largely a matter of expectation.

You must expect to succeed, if you want to succeed.

When you expect things to happen, strangely enough, they do happen.

Expectation energizes your goals and gives them momentum.

When you believe something good can happen, it will happen.

Set your goals high.

If you begin with some wild expectations you'll succeed beyond your wildest expectations.

The dreams you believe in come to be.

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Keep the Faith; remember always God is in Charge, Dream Big and Expect Daily Miracles!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#40 MESDAMES FLAVIA CHERRY AND PAULA CALDERON – LEADING LADIES!!!

September 10, 2009

EDWARD HARRIS AT LARGE!

MESDAMES FLAVIA CHERRY AND PAULA CALDERON – LEADING LADIES!!!

On August 2, 2009, the membership of the St. Lucia Industrial & Small Business Association (SLISBA) elected Ms. Flavia Cherry as President. Just over a month later on September 8, Mrs. Paula Calderon was elected to head the St. Lucia Manufacturers Association. Today, we have two females heading two important private sector Associations that are vital to the survival of the nation, especially in the areas of employment and skills training.

Both ladies were engaged in the affairs of their respective Association and are quite knowledgeable of the issues before them. A major challenge is to bring business persons together. Over the years business persons have drifted apart, thinking that they can go it alone. The ideas of bulb buying and joint shipping, though necessary were never materialized. In the process many have fallen by the wayside while others are constantly in decline. The task is to get business persons to share experiences and opportunities. Seek out opportunities for collaboration. In times of scarce resources vehicles such as partnerships, joint ventures, public companies and cooperatives must be put into motion. There is urgent need to sensitize local Entrepreneurs about taking their companies public. Too many opportunities have been lost by companies failing to take this route.

Another major thrust should be exposing their membership to new ideas. Visits to Trade Fairs to observe new products/services and Business Missions to other CARICOM States and internationally should be encouraged. This is one sure way of sourcing new business ideas and forming alliances.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

While the need for business persons opening up and sharing ideas cannot be over emphasized, leadership is yet to come from the Associations themselves. What is keeping back the full establishment of a Private Sector Council? Mr. Lawson Calderon spent many months putting a Private Sector Council together and after a few meetings, it could now be considered nonexistent. It is almost two years since the last meeting was held. It was at the request of President Patrick Joseph of SLISBA. Several unsuccessful attempts were made to convene a meeting since. Maybe, it will take the leading ladies to inject some life into the organization as this Council could be the driver for a dynamic private sector.

The recession is biting now and the real impact will be felt by December. The FOR SALE signs are springing up all around. However, it is encouraging to note that a few agencies in our midst are doing their best to keep hope alive. There is talk that the upcoming tourist season will be better than the last. This gives the business places in the North some hope as the present situation is of concern to many of the operators. Since the cruise season starts early, maybe it would be interesting to promote tours to Rodney Bay Village and the Town of Gros Islet. Put a local flavor into the offerings – Craft and Culture.

Home Coming 2010 is a great start to bring to life the interest of the Diaspora in what is happening in their homeland. Congratulations to the Organizing Committee!

GUYEXPO 2009 scheduled for October 1-6 will take place in Georgetown, Guyana. A Business Mission from St. Lucia is expected to participate. Registration is available to Entrepreneurs and Individuals. Contact Ed Harris – Mobile 485-1456 for further details.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Hereunder is my selected motivational piece of the week.

APPLY PERSISTENCE TO YOUR POSSIBILITIES.

Your success is not a matter of idle chance, it's a matter of making the right choices.

Success is not something you wait for, but rather something you'll achieve with effort.

In other words, things won't turn up in this world until you turn them up.

Success is neither magical nor mysterious.

The people that truly succeed in the world are the people who look for the circumstances they want, and, if they can't find them, they make them.

Don't sit on the sidelines, get in the game.

Your access to success has no real limits.

The great opportunity in your life is where you are right now.

Every situation, properly perceived, becomes an opportunity for you.

There are grand opportunities all around you.

Open your eyes, and you will find one.

If you have the desire, you have the power to be successful.

Taking continuous action is all that is required.

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Keep the Faith; remember always God is in Charge, Dream Big and Expect Daily Miracles!!!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#41 THE ENTREPRENEURIAL SPIRIT IS ALIVE BUT NEEDS TO BE NOURISHED!!!

October 22, 2009

EDWARD HARRIS AT LARGE!

THE ENTREPRENEURIAL SPIRIT IS ALIVE BUT NEEDS TO BE NOURISHED!!!

There is so much happening in our midst at the moment. Looking at the business environment, things seem to be leveling off and the promise of great end of year, with the tourism sector shows signs of great improvement in arrivals for the winter season. Don't be complacent, the projected increase in arrivals is coming at a price – substantial discounts as much as 60%. Professionals in the industry hasten to predict that next year numbers will go down. But like usual we are always optimistic about our lead industry and something is always turning up to make a difference and inject a bit of confidence in the future.

In the meantime, bars and restaurants are moving full steam ahead, Rodney Bay Village is now at capacity, all available buildings are occupied. Gros Islet is expanding while the improvements on the waterfront are being anxiously awaited. It is easy to look at the many new businesses being established and conclude that the spirit of Entrepreneurship is alive and well in St. Lucia but there could be problems ahead. Given the size of our island there is a limit to the amount of businesses that can be sustained at a viable level. The operators of Bars and Restaurants in the North will benefit from the projected increased tourist arrivals as prices are on the rise in many bars and food prices have remained steady. This sub sector should be positive as long as an increase in visitor arrivals is achieved.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I believe it is time for business persons to expand offshore. In the context of the CARICOM Region, Guyana is the destination – Eldorado is reality! Gold production is up many local miners are doing extremely well when the price is at its highest in years. I failed to include in my last article the websites that provide information on investing in Guyana. Check out the details at: <http://www.mintic.gov.gy> and <http://www.goinvest.gov.gy> Guyana is open for business in every sector.

The recent movement in the price of oil should be of concern to many and it can only be hoped that it does not reach US\$100.00 by December 31, 2009. It was hoped that given the state of the economy everywhere, oil would have closed at US\$70.00 per barrel at year end. It is currently a little over US\$80.00, I hope that there will be no further upward movement. When the oil price began its upward movement to U\$140.00 on the last occasion, it was in the last quarter that the price took its toll. Let us pray that the same situation does not arise this time.

Every time I hear on the news about the importance of the small business sector to the US economy and its impact on employment providing as much as 50% of all jobs, I wonder what is being done to provide stimulus to the MSME sector so that it can consolidate if not expand. While on the surface we get the impression that everything is fine in the sector, unless something is done urgently, the sector will decline as many small businesses will be wiped out and the sector will become less attractive to new entrants. The Spirit of Entrepreneurship needs to be nourished.

Hereunder is my selected motivational piece of the week.

SUCCESS IS A DETERMINED ACTION AWAY

Foolish people with all their other thoughts, have this one too.

They are always getting ready to live, but never living.

Your success will start when you begin to pursue it.

To reach your goal or to attain success, you don't need to know all the answers in advance.

You just need to have a clear idea of what your goal is.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Don't procrastinate when faced with difficult problems
Break your problems into parts, and handle one part at a time.
Develop tendencies toward taking action.
You can make something happen right now.
Divide your big plan into small steps and take that first step right away,
Everyone who got where they are had to begin where they were.
Your big opportunity is where you are right now.
A journey of a thousand miles begins with one step. Take it.

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Keep the Faith; remember always God is in Charge, Dream Big and Expect Daily Miracles!!!

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

#42 MAKE USE OF THE BUSINESS CARDS IN YOUR POSSESSION!

October 28, 2009

Edward Harris At Large!

MAKE USE OF THE BUSINESS CARDS IN YOUR POSSESSION!

How many times have you attended meetings, conferences, workshops, seminars and social gatherings, and requested a business card from everyone you shook hands with and did nothing with the cards you collected? Sometimes the cards never got to your office as they ended up in the garbage at home. That is just not fair. We should do better. I am guilty of not visiting websites. I made a decision to go back to the hundreds of cards I have in my possession and do something about sorting them out by country and then build a data base and email list so that I can readily gain access to persons in my data base. Let us make a commitment to visit the website indicated on every business card we receive – beginning today.

I have been looking into the online marketing business for several years now and have decided that selling information on the internet is the way to go for Entrepreneurs in these small island states. The importance of Information Technology cannot be over emphasized as most businesses rely on the internet for research, surfing websites, communicating via VOIP and utilizing emails. The internet platform will continue to produce millionaires and it is time that the Caribbean begin to produce a few.

We have some of the best web developers available to us. However, there is a challenge for many persons operating in the industry to clean up their act as far as reliability is concerned. Many IT professionals take on too many contracts at the same time.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

There are some very interesting Websites that were produced locally. I believe the time has come for the Developers to be recognized with a “Website of the Year Competition”. That recognition should also be extended to Print, Radio and TV Advertising.

A website is a promotional tool for many business persons who attempt to reach their target audience/s. Business persons can get ideas from viewing the websites of other businesses. A website should be constantly updated so as to give reason to return often. There is a very interesting website that is being promoted by a young lady who is about to make a difference in the area of internet marketing – www.divineconnections.com There are still many niches that are wide open for other young persons with vision to get involve in.

In recent months, I looked at developments within the various first world economies and here in St. Lucia as they unfolded. I must confess that the situation has played out exactly as I projected. The question is – are you feeling the feeling??? Are you seeing the glass half full or half empty??? Are you optimistic about the future or you are sunk in pessimism??? I continue to hold fast to the saying that “this too shall pass”. When the cloud of uncertainty is passed – where will you be? It is my hope that many of us will be found as citizens of the global village, engaged in new age internet related businesses.

Moving forward, you have to stay close to your Associations and Mastermind Groups. It is one of your few sources of assistance in these difficult times. There is much to be gained by staying in touch with like minded persons. Get together for business discussions, get together socially, you will be better for it. There is also that very important spiritual dimension, in times of crisis everyone needs a shoulder to lean on. However in recent times, I find many people are moving away from their faith and openly denouncing God. Everyone has a choice to make. I am not ashamed of the Gospel and proclaimed my status as a Biblicist many years ago. There are biblical principles to guide every aspect of our lives. There are many instances of specific reference to business/trading.

In today’s world it is necessary to be your brother’s keeper. It is all about sharing and caring. Do unto others as you would have them do unto you. It is about empathy. This world will be a better place if in our dealing with others we seek to be fair and balanced.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

In parting, I encourage you to get excited about the internet and put it to work for you!

Keep the Faith, God is in Charge and expect Daily Miracles!

#43 IF CASH IS TIGHT – WHY NOT TRY BARTERING???

November 4, 2009

EDWARD HARRIS AT LARGE!

IF CASH IS TIGHT – WHY NOT TRY BARTERING???

I did a fair bit of walking during this week and met with several persons who exchanged greetings and went on to discuss my forever optimistic view about the future. I cannot help but being who I am. My faith is rooted in knowing that I am a child of the King and further that I am not a Christian, I am an Elect! Throughout my adult life I subscribed to the principle of Affirmation and read great books such as Think and Grow Rich by Napoleon Hill, etc. However that discussion is for another time.

Almost everything I proposed in my column over the years has come to pass. I did not only speak about prosperity, I drew attention to the dangers of failing to give back to the community and the possibility of those who are in a position to do so and continue to ignore the consequences will reap the outcome that neglect causes. Today, the youngsters are on a rampage. We hear about the high daylight burglary to homes and businesses. My archive (www.stluciasimplybeautiful.com) vindicates me of any pie in the sky writing and will prove that over the years I offered several ideas that will deal with many of the negative issues that confront our nation today.

My challenge over the years and continues to be – is not to dwell on problems but point to solutions. In the area of business I point to ideas that are yet to be introduced in St. Lucia. I did several stories on Bartering but I am yet to get any takers. Every private sector association will allude to the fact that their members have serious cash flow problems and that the banks are tight. Not one of the associations is talking about Bartering which can free up many of their members cash flow. It is time for some individual or association to introduce Bartering to St. Lucia. It is a business that its time has come.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Bartering can expand your customer base; it saves cash for payments that can only be made in cash. In times of economic hardship, many micro and small businesses find themselves cash poor but they can get many of their goods and services from Bartering. Don't wait on an organization to begin the process seek out persons/businesses that need your goods or services and they need yours to do some exchanges to ease the squeeze. By the time an institution is established, Bartering would have become a part of our business culture. It is recommended that a business could safely trade up to 20 percent of its sales.

There is something about Bartering that has attracted me in recent times, it is the simplicity of its application and the financial relief it can bring to the minds of business owners. Media Houses can move a great deal of advertising through the Bartering system. Once the period is past, it is gone forever; it is the same with hotel rooms. Hotels should be planning to barter some rooms to companies to be given to their staff as incentives.

There are two businesses that are waiting to be properly introduced to consumers – USED FURNITURE & APPLIANCES STORE and USED APPAREL STORE. There are many other specialized stores that could be established. There is no better time than now! Get in front of the wave.

I had a discussion with a young Entrepreneur recently and I remarked to him that he was starting out his business at a difficult time. His response was very interesting but I was not surprised because I share his position totally. He said that any investor with an idea that is new and has done his homework by testing the demand for his product or service has nothing to fear. His company is Transcom which provides advertising, audio and video entertainment on public buses. This is achieved by installing a 15" LCD screen inside the roof of Toyota Grand Ace buses.

I am convinced that there are lots of great ideas out there waiting to be implemented. It will take a lead institution to bring the persons with the ideas together and put the necessary capital to support the ventures. Let's do it!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Hereunder is my selected motivational piece of the week.

Look At Things As They Can Be

Your range of available choices right now has no limits.

The only limits you have are in your mind.

You've got it in you to succeed.

Just make up your mind and stick with it.

You weren't born with any limits on your powers or any set limits to your capacity.

At any moment, you have more possibilities than you can act upon.

Imagine your possibilities and your vision expands.

Capture your dreams in your mind and your life becomes full.

Reach out and touch the limits of your being in your mind.

If you think you can, you can.

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HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#44 IT IS TIME TO USE TWITTER, FACEBOOK & LINKEDIN IN PROMOTING YOUR BUSINESS!!!

November 18, 2009

Edward Harris At Large!

IT IS TIME TO USE TWITTER, FACEBOOK & LINKEDIN IN PROMOTING YOUR BUSINESS!!!

Have you begun to embrace social media as a marketing tool? Most internet savvy Professionals and Entrepreneurs are members of one or more of the Social Groups mentioned in the headline. I am a member of all three. I must confess it takes hard work to build up a list of followers in the thousands but it can be very rewarding. It takes patience to get a substantial following but you can gain popularity on most of the leading groups in a short time only that it comes at a price. I get a lot of information about what's happening in the real estate sector through these sources.

Many local businesses are using Facebook to promote their offerings. Website developers, night clubs and internet radio stations are a few that are taking advantage of this Social Medium. It is time that those who are not using Facebook and other social media to promote their products and services - begin to do so. You are invited to join me at www.facebook.com/eaharrisdestiny I was introduced to the Happy Cock Bar in Gros Islet on Facebook. I get regular invitations from Pure and Delirius in Rodney Bay.

LinkedIn is a serious group for professionals seeking to promote their services but the real worth of the opportunity is in the paid membership. Those who are serious about their profession should at least try an upgrade for at least 3 months. Visit me at www.linkedin.com/in/edharas1243

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Twitter with the use of 140 characters, you can do miracles with a website link. This is a fast moving process. Numbers mean a lot and could be a serious promotional tool when your followers are in the thousands. You can build a serious network and you can gain great rewards. I invite you to visit me at www.twitter.com/saintlucian

There is an abundance of free information on the internet on the use of social media as a marketing tool. Do a Search and see what you come up with and give some thought to this opportunity that is yet to be effectively utilized in the area of business. Don't be concerned about the gossip that goes on in the groups, your objective is to capture eye balls with a compelling story and do business. As a business person/professional doing business should be your principal objective.

I am looking forward to the day when a Speakers' Bureau will be established in St. Lucia to afford professionals an opportunity to give of their time to share information that will make a difference in economic and social terms which will ultimately cause our people to prosper. I said it before and I repeat it again, our leaders must lead the charge to empower our people. It is not always about money, it is about imparting knowledge from which the people will be empowered. There is a lot of information that needs to be filtered down to the people which can be of immense benefit to them.

It is difficult to be alive in today's world and not think about doing something to help to minimize the effects of poverty on the less fortunate. It is about SERVICE ABOVE SELF. There is too much Selfishness in our world. It is all about SELF. Where is the Love? What can be done to make your community a better place? The year 2010 is fast approaching. What are your plans to deal with the challenges that seem to be insurmountable in your own life and then in the lives of other. You may be surprised to know that in applying the reverse approach, you may be a greater beneficiary. I have a lot to write about as the curtain comes down on 2009.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Hereunder is my selected motivational pick of the week:

If You Think Big, You'll Be Big

High achievement always takes place in the framework of high expectation.

You'll always hit what you aim for in the long run. So why not aim high?

Have the courage to follow your dreams. It's the first step towards attaining your destiny.

If you can dream it, you can do it. But if you don't have a dream, how are you going to make it come true?

The empire of your future resides in your mind.

Big thinking precedes big achievement.

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HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

#45 REAL ESTATE – A WINNING PROPOSITION IN SAINT LUCIA!!!

December 4, 2009

Edward Harris At Large!

REAL ESTATE – A WINNING PROPOSITION IN SAINT LUCIA!!!

It is well known that the greed of mortgage bankers operating in the Real Estate Sector brought the global economy to its knees. Sub Prime Mortgages – lending money to unqualified people and marketing financial instruments as unique winning proposition. I had the pleasure of listening to Chairman and Managing Director of the Central Bank of India, based in Mumbai, India (this is not the Reserve Bank, it is a private bank). He spoke on the state of the World Economy and noted India's favourable position having ignored the subprime mortgage boom in the developed countries.

Nothing much was heard about Dubai except that the property market was slowing down but generally it was felt that the worst had passed, only to discover that Dubai is about to collapse under the pressure of defaulting loans. Dubai is sure one of the human wonders of the world, rising from the depths of the sea.

What is the state of the real estate sector in St. Lucia? The answer to this question is mixed as bonafide realtors – persons operating in the industry for over a decade are still holding their own, no established realtor has closed his/her doors. It is definite that the space is getting tighter for the freelancers who hop in and out of the industry. Unless things get better soon, a few foreign realtors will close their executive offices and operate virtually.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Realtors Association (Saint Lucia) Limited has its job cut out for it as the Directors are obliged to bring about some order in the industry. Realtors met on Thursday, 3/12/09 at the Bay Gardens Hotel to put their plans for the Association in motion. Realtors must get together to give a boost to the industry. There is urgent need for a Multi-Listing Service where all members of the Association will have access to the programme. Real estate in St. Lucia continues to be a winning proposition in spite of difficult financial times.

There is serious need to inform and educate realtors and potential clients about the industry. It is time for realtors and lending institutions to come together and launch sensitization programmes to stress the importance of the need for citizens to understand the implications of the industry. We have heard about the fall out in the industry in the USA – how persons have been ejected from their homes. If we are not careful it can happen here. Fortunately, our laws are very kind to home owners in the case of lending institutions and similarly with tenants and landlords. Had the situation been the same as pertains in America and other developed countries there would have been BANK OWNED signs all over the place as we see FOR SALE signs on cars. Too EASY CREDIT is bad for consumers.

In spite of the doom and gloom as some see in the current economic situation, there is likely to be some improvement in business for the holidays. I see as much as four cruise ships in the harbour and I get excited for the vendors. I walked around the arcade and I noted that most of the units are well stocked, ready to do business. The hotels should be back to reasonable occupancy for the 2009/2010 tourist season and that should be of great help to the hotel workers who were the most affected in recent months.

The Festive Season is upon us and remittances will pick up, barrels will soon be causing congestion on the wharves and a JOLLY GOOD TIME is once again in the works. God has highly favoured the people of the Caribbean. We are blessed.

Here is a tip for persons seeking to buy property. In the event you plan to obtain a mortgage from a lending institution, visit the loan officer and discuss your plan with him/her and find out what amount you are qualified to receive, given your financial situation.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Hereunder is my selected motivational pick of the week:

What You See Is What You Get

The realities of life result from many outside factors, none of which you can control. Your attitude, however, reflects the way in which you evaluate what's happening to you.

It is not your situation, it's your reaction to the situation that's important. Things always seem to turn out best for those people who can make the best out of the way things turn out.

Life at any time can become difficult. Life at any time can become easy. It all depends upon how you adjust yourself to life. You cannot always control your circumstances. But you can always think positive thoughts.

There is nothing either good or bad, only your thinking makes it so.

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HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#46 YOU CAN MAKE IT IN 2010 – THE TIME TO BUILD IS NOW!

December 29, 2009

Edward Harris At Large!

YOU CAN MAKE IT IN 2010 – THE TIME TO BUILD IS NOW!

It was a well enjoyed Christmas Season from all appearances. I am happy to note the special efforts made by many persons to maintain the Christmas tradition. It is now time to say Goodbye to 2009. A year that will long be remembered for the ravages it caused many. Losses came from many angles and left a trail of disappointments and sufferings. The challenge is not for us to look back and feel helpless but to summon all the courage and move forward because this is the time to build.

I have been very encouraged by the many emails I received in the past few weeks pointing to the need to set achievable goals and use systems that will empower our minds to achieve whatever goals we set. For many this programme will necessitate the services of a Life Coach. Don't be shy get connected to people who can provide support for your personal development. Develop your own Mastermind Group. You need to be empowered mentally, physically, financially and socially. Check out www.brainstorminggroup.webs.com and be a part of a group that is provided timely updates.

The world is filled with anxieties and uncertainties. As 2009 closes and people who were seriously hurt try to put the past year behind them, we are now terrorized by the thought of 2012 dooms day. There is already a movie and several other financial interests will come up with books and other programmes to take our money in our quest for information. Do you remember Y2K when the computer system was supposed to fail and cause global disruption? Did it happen? The answer is NO! Those of us who read the Bible know that we live in a world without end. In a moment the world will be transformed and if 2012 is that year, I will surely be in the rapture. Even the Apostle Paul felt that the world would have end in his time. Most of the famous religious leaders of our time have out lived their doom and gloom predictions.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I promised in my last article to share with you some ideas and opportunities for 2010 and I take this opportunity to deliver on my promise:

1. To survive in today's economy you must have faith in your abilities and put them to the test in whatever area/s you feel confident that you can achieve success.
2. There are new industries that are opening up. One to watch is the Environment. Another is technology which can cause a number of businesses which would have been thought out of bounds because of huge startup capital outlay to be well within the grasp of the average person. Small businesses are going to advance at a faster pace in 2010 than in previous years.
3. Regardless of your chosen field of expertise, take a course in Salesmanship and equip yourself with a scientific approach to selling yourself and your services.
4. The Referral Business will take on a new direction as businesses become more competitive and referrals will be one sure way to increase opportunities to do business.
5. Attention to internet businesses will increase as individuals realize that there are businesses that can be transacted on the internet from their homes. Home based businesses will be on the rise. Visit www.clickbank.com and investigate the Affiliate and Vendor opportunities.
6. Multi Level Marketing has had its knocks but when the power of the internet is truly realized, MLM will produce a level of prosperity never seen before in the region. The Heads of Government in the region talked about owning our own cruise liner but nothing has happened so far. Caribbean people need to take on the leadership role. There are many ideas that can be converted into viable MLM projects. It is time that someone comes up with a uniquely Caribbean MLM project.
7. There is a shortage of Leaders of Industry; the world can always do with more of these special people. Use the Search Engines on the Internet to investigate opportunities that can propel you to leadership role in Industry.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

8. Understand the true meaning of the word – INNOVATION and go to work to bring better ways of producing and doing things. Innovation is also about improving things.
9. Don't sit on your assets. Put them to work for you. Land Development is going to be big business for those who get on board now. There are companies that will do a joint venture programme with you to develop and market your property.
10. Specialized Sales Outlets will be in demand in the future. There are many categories of products that will be able to stand alone. Let your business be the first on the minds of potential customers.

This opportunity is taken to invite you to visit my archive at: www.stluciasimplybeautiful.com where you can follow me on the several issues and suggestions I made over the past several years. I continue to place a lot of emphasis on the Internet which I believe is the equalizer in business. A simple idea introduced to the world via the Internet could be your passbook to the bank. Let us plan to do more on the Internet in the New Year.

I highly recommend www.linkedin.com as the Social Network for professionals and entrepreneurs. Lots of new ideas can be sourced there. In the real estate business, I sourced information on Fractional Homes Sales which will be a new in resort development.

Here is a excerpt from the Earth is Flat – “The way to succeed is not by stopping the railroad line from connecting you, but by firing up your imagination, by upgrading your skills, and by adopting those practices, rules, policies, and educational institutions that will enable you and your society to claim a healthy slice of the bigger but more complex pie”.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Here is my motivational pick of the week: The feature will be discontinued in 2010.

Nothing External To You Has Power Over You

Great things are accomplished when you believe that what's inside of you is superior to your circumstances. What you have outside you counts less than what you have inside you.

You're more important than any of your problems. You're bigger than anything that can happen to you.

Courage is a special kind of knowledge. It's the knowledge of how to fear what ought to be feared and how not to fear what ought not to be feared.

True courage is a result of reasoning. A brave mind is always impregnable.

Reality is something you rise above.

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To all my reader I wish you a Productive and Prosperous New Year!

Keep the Faith, God is in Charge and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#47 THE YEAR 2010 SEEMS SET TO BE THE YEAR OF ENTREPRENEURIAL EMPOWERMENT

January 13, 2010

Edward Harris At Large!

THE YEAR 2010 SEEMS SET TO BE THE YEAR OF ENTREPRENEURIAL EMPOWERMENT
I am very pleased with early steps being taken in 2010 to spread the entrepreneurial spirit among citizens of St. Lucia. Any action to empower citizens should be applauded, especially those targeting the youth in our midst. The Directors, Management and staff of the RG Group of Companies should be congratulated for the GEN-X initiative which is very timely and sets the trend for other companies to follow. The programme was officially launched on January 7, 2010 with an impressive ceremony which was well attended by representatives of the media.

Over the years, I made the point that business persons and professionals should make a point of giving back to their communities. It is very interesting to note that during the most difficult year (2009) when the financial walls came tumbling down, Mr. Rayneau Gajadhar felt the need to implement a programme that will change the mind set of individuals and forge the right attitude that will awaken the spirit of empowerment – financially and socially. The principal objective of GEN-X is to get persons involved in the project to “think out of the box” and come up with innovative ideas that will make a difference. It is very necessary for this project to receive support from the public and private sectors so that it could be successful and sustainable. Visit their website at www.cie-rgltd.com

There is a buzz about “St. Lucia’s First Ever Internet Marketing Seminar” featuring two of America’s outstanding Internet Marketing Specialists. The event is scheduled for early February and is being promoted by the Internet Marketing Association of the Caribbean (IMAC) based in Vieux Fort. This is yet another project I alluded to in my writings and am very pleased to see that someone has taken the initiative to promote an Internet Marketing event. It is my hope that this project will receive the necessary support to ensure its success. You can check out their website at www.imacaribbean.com

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I feel compelled to share with you highlights of The 2010 New Year Checklist for Your Business extracted from one of the several blogs I subscribe to. Hereunder are the 10 suggestions that I find very informative and practical. 1. Use "Cause Marketing" 2. Use Social Media with Email Marketing 3. Nail Your Email Marketing 4. Make This the Year of Customer 5. Cut Costs 6. Listen to Your Customers 7. Find New Customers, Inexpensively 8. Build Your Email List 9. Hire People Who Care 10. Embrace Word of Mouth. You can join the mailing list at <http://www.verticalresponse.com> The blogger also predicts that 2010 is poised to be a great year for growing your small business.

Social Networking continues to be hotly debated and it is the feeling of many internet marketing gurus that it is important to engage this type of medium to effectively market your products/services. I am very impressed with www.linkedin.com and will encourage business persons and professionals to join this network. Most Industries are represented and by joining specialized groups, a lot of knowledge could be gained.

In 2010 it is necessary for all persons involved in the public and private sectors to commit to ease frustration in processing business transactions. Timely responses to enquiries can go a long way in easing stressful situations. In difficult times everyone will like to know that the other person cares. We must all commit to doing things that will encourage proficiency and productivity. If it is necessary to part with our old ways for the sake of progress, let us do it. We must strive for results that will redound to the benefit of all.

The private sector is the engine of growth is a statement that we associate with economic activity but must now be expanded to include social responsibility. Corporate Social Responsibility (CSR) must be implemented in every company – find a cause to support.

Regardless of whatever the state of your business, don't give up your status as an Entrepreneur, change course if necessary.

Keep the Faith, God is in Charge and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#48 HAITI, US SENATE RACE – LESSONS TO BE LEARNT!

January 21, 2010

Edward Harris At Large!

HAITI, US SENATE RACE – LESSONS TO BE LEARNT!

The month of January has so far delivered a few wake-up calls. Firstly, it was the destruction of the Capital of Haiti – Port Au Prince and then the loss of the Massachusetts Democratic Senate seat, just one day after the completion of President Obama's first year in office. There are fundamental lessons to be learnt from the experiences.

In the case of Haiti, unplanned development fueled by high level of poverty was primarily responsible for the destruction of buildings and infrastructure. The need for Safe Houses/Storage to store equipment and basic food items in easily accessible parts of communities must be given consideration in every country. We saw people digging to reach persons trapped with their bare hands. The length of time it took to reach displaced persons with water and food was too long. The best minds can make bad decisions. Air Drop was the immediate solution to getting supplies to the people; it took days for the decision makers on the ground to take that decision. It makes the points that DISASTER PLANNING MUST BE A CONTINUOUS PROCESS with no place for complacency.

I am very pleased with the role of the US major news networks regarding the Haiti disaster. The world has responded. CNN has been outstanding. There is need for our TV stations to take a lead from their counterpart and deliver more information on what is happening in communities. In many instances if the story is known, assistance will be forthcoming especially those related to dealing with poverty.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I am beginning to be concerned about President Obama's strategists, campaign and otherwise. The fact that the Health Care Bill is rejected by 51% of Americans is cause for concern. Will this be yet another missed opportunity by the Democrats to secure Health Care Reform under their administration? The Republican Candidate won by citing Health Care as a financial burden on the backs of the citizens of the USA. How could a major thrust of the administration be so widely discredited? The loss in a State where Senator Ted Kennedy, one of the outstanding members of the Senate, served for 47 years is definitely a wakeup call which necessitates a game change. I believe that the Democrats didn't think they had to fight for the seat. Being over confident is not position to take in politics. The race is only won at the finishing line.

Give the people what they want. In these times, there are two things on the people's minds – THE ECONOMY AND JOBS!!! The two are inter-related. Fix the economy and confidence will be restored – jobs will open up. This is true for every country. There should have been budgetary action – Emergency Budgets to fix the economy. Our economies in the region are budget driven and since the crisis became apparent there should have been re focusing of priorities to produce the stimulus necessary to feed the economy.

In recent weeks I have been bombarded with information on world developments especially in the USA. I actively participate in webinars, look at video presentations and invest in programmes. On the 21/01/2010 the Real Estate industry will never be the same, technology will be introduced to give Realtors a better opportunity to achieve success in their business. Check out the buzz at www.freedomsoft.com I participated in the VIP Sneak preview to launch this project. It is awesome.

I promised to share with my readers opportunities that come across my desktop and I hope that you will provide me with feedback so that you and I will network to maximize any possible benefit. This is a great site which was brought to my attention during a BBC programme. I will like to share this with you. Please visit www.startupnation.com

Let nothing prevent you from achieving your goal in 2010. More millionaires are made in a recession than at any other time. Get going with your personal master mind group or join me at www.brainstorminggroup.webs.com It is not only the content on the website, it is the information I share through this medium.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

In the meantime, Keep the Faith, God is in Charge and expect Daily Miracles!

#49 STAND UP AND TELL YOUR STORY!!!

February 17, 2010

Edward Harris At Large!

STAND UP AND TELL YOUR STORY!!!

Former felons and common criminals are telling their stories, what about you and I? Some months ago, I made the point that when an American wants to really make money, he/she tells a story. Many times those stories change lives. Politicians, Entrepreneurs, Professionals and Criminals, all turn to writing a book and even get paid in advance for producing the content. A former white collar criminal – Jerome Mayne who is a frequent visitor to our shores delivered a lecture on Mortgage Crime to St. Lucians during his last visit. He is the President of Fraudcon – “Making good decisions better”. You can visit his promotional website www.fraudcon.com Mr. Stephen Pierce who turned around his life from gangs and being homeless was here two weeks ago and he had a story to tell. You can get his book – Make real money on the Internet at www.makerealmoneyontheinternet.com and visit his website www.stephenpierceinternational.com

There is much talk about crime in St. Lucia but are enough people telling stories of hope. Are there enough persons willing to become mentors and are prepared to address gatherings to tell their stories so that the young people can confidently say I can do that too and even achieve much more than the persons telling their stories. The young people and matured criminals must be challenged to do better. Where are the opportunities? Putting food on the table could be a real challenge these days. In spite of the prevailing global economic conditions, many are convinced that St. Lucia fared well over the past 18 months but we could have done much better by opening up new avenues of business, especially in the IT sector.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Home coming 2010 could bring real opportunities to our shores, if we get members of the Diaspora to share business experiences with our Entrepreneurs pointing them to new areas of business. There are two areas that can benefit our tourism and other related business/services sectors. We need to encourage members of the St. Lucian Diaspora to promote their homeland by appointing reputable professionals and entrepreneurs among them as Investment & Tourism Representatives. A business proposition to launch an Internet business to promote businesses in St. Lucia should also be considered. Tourism products offer a unique opportunity to create a Multilevel Level Marketing (MLM) company that will put the world to work – promoting Saint Lucia, especially since after the BACHELOR TV show.

The budget is around the corner and just maybe someone will respond to my plea which I have echoed for many years – that there is need for the government to take charge of driving Innovation and Technology. Whatever form this will take – a lead Ministry or Secretariat? The time has come for the Government to consider another meeting of the minds on the Economy. What can we do as a nation to inject new ideas? Incentives alone cannot drive this tumultuous challenge of finding jobs in these difficult times. There should be town hall meetings across the nation to engage the citizens in openly discussing opportunities to put idle hands to work. This means that those persons who are in a position to help in this process to step up and take their rightful place as leaders in our society.

The Realtors Association (Saint Lucia) Inc. is collaborating with the Saint Lucia Coalition of Service Industries Inc. to execute their 2010 Training programme – COURSE TITLE: INTRODUCTORY TRAINING FOR PROFESSIONALS & NEW ENTRANTS TO THE REAL ESTATE INDUSTRY IN ST. LUCIA

The THEME is: “Creating Synergies, Enhancing Competitiveness & Promoting Economic Diversification” with a sub theme: “YOUR CHOICE NOW! YOUR BENEFITS FOR A LIFETIME!”

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

The Course will be held for a duration of 3 evenings at the Coco Palm Resort Conference Room, Rodney Bay – February 23 – 25, 2010, 5.00 – 9.00 pm and is coordinated by SATGRO Solutions Ltd. & Visionary Investment Consultants.

The course will enlighten individuals to many aspects of the Real Estate Industry that can be costly to them if they are not aware of certain implications. An example is Exclusive Listing which commits the vendor to paying full commission to the agent regardless of who sells the property. The Course will Show You the Money regardless of your role in the transaction.

This opportunity is taken to wish my readers a Happy 31st Independence Anniversary – Let us celebrate!!!

Keep the Faith, God is in Charge; expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#50 JOBS, JOBS, JOBS!!!

March 11, 2010

Edward Harris At Large!

JOBS, JOBS, JOBS!!!

While the call for jobs continues to be echoed across the world, personal wealth is being counted in the billions. Bill Gates is lagging behind Carlos Slim as the world's wealthiest person. It should be fun and motivating to find out about the 2010 billionaires; you have to take note of the Google guys. China has the greatest percentage increase in billionaires. Millionaires are also on the rise. It all boils down to one simple conclusion – there is money to be made regardless of where ever you find yourself. St. Lucia is no exception. Keep your eyes on the roads.

Creativity, innovation, self motivation, enthusiasm, passion, burning desire, winning ways all these are characteristics that today's income earners need. I did not say wage earners or job seekers. Too many people are seeking jobs and resigning to the fact that if they fail to find gainful employment, their journey ends. In many instances by simply making an assessment of the needs of their communities, these job seekers can become employers. There are lots of opportunities for individuals to get into business for themselves. There is no better time than now. Everything is negotiable and most times if you know to negotiate, you will be able to get steep discounts.

I was listening to a webinar a few days ago and the presenter said that finding a winning product could be easy but too many people feel that they have to re invent the wheel. Take an existing product/service and present it differently. Let us look at fashion. A dress is a dress but there can be several variations to the basic dress. Over the years, there have been lots of designs and designers who turn out annual collections. Take a subject and make it better. As circumstances change and demand rush after innovation, there is always room in the Entrepreneurial class. Don't envy Entrepreneurs, join them. Create your own space in the business world.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Many people claim that too many people are engaged in a certain industry and as a result there is no place for them. I feel strongly that there is always room if you make a difference. Look at the offering and bring to the market a new way of doing the same thing. A substantial amount of all businesses are not utilizing their full potential and giving the customer a genuine deal. Many are just getting fat. Over pricing is an opening for new entrants into a business/service. It invites competition. Don't ever take your customers for granted. They will surely surprise you.

Others refuse to go into a business because a relative or friend is engaged in a similar business. If there is a real opportunity if you don't compete with your relative or friend, someone else will. The question is who should be encouraged to get on board – the relative or friend, or a complete stranger? Surprisingly, in many instances, the stranger will be more welcomed. That's life but it is your call and no one else's.

Begin to look around the community in which you live/work and seize the opportunity to get into business for yourself. Self Employment could be a very rewarding experience. Be Your Own Boss. Sometimes you may need to build your business before you can fire your boss. I found it very interesting when I managed other people's businesses. The persons I fired even if they cried and wanted to kill me at that moment, later thanked me for giving them the push they needed to become successful. Sometimes, you may have to make an unpopular decision but in the end, it was in the best interest of the individual.

To be successful, in many instances, it means stepping out of your comfort zone. There is something else that is worthy of note; many times there are persons who have out grown the job and no longer get the level of satisfaction they were accustomed to but fail to move on because of job security. Many times these persons are the reasons for declining sales and general efficiency on the job. The employer must know when the employee has had enough. Help him or her find the door.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

I always tell employees whenever I am invited to speak with them at their place of work that they should work for their employers as if they are working for themselves; because it is very likely that places could be reversed sometime in the future. I look at uncooperative employees, the same way I look at delinquent children and remark that their day will come when they are in charge of their own business or family. What will they expect? Life is interesting and no one knows what the future holds. So be the best you can, applying empathy with every step that you take.

Think positive, Keep the Faith, God is in Charge; expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#51 THE SERVICES SECTOR OPENS UP NEW POSSIBILITIES FOR HOME BASED BUSINESSES!!!

March 18, 2010

Edward Harris At Large!

THE SERVICES SECTOR OPENS UP NEW POSSIBILITIES FOR HOME BASED BUSINESSES!!!

The major economies of the world are definitely showing signs that the decline has been arrested. Work from Home Businesses will expand globally, and in St. Lucia we have already begun to see tangible evidence in this area. Many persons who thought it was necessary to have an office to effectively perform their services have made adjustments in their homes and are now operating from home. Today, most service providers are home based.

It will be necessary for Government to give some incentives to this sub-sector as it holds great promise for the future. Build your business from home and step out on a solid foundation. Home based business persons in the services sector should be given Tax Waivers on certain expenses such as a portion of rent for offices space within the home and on profits at least for a period of five years. When a young entrepreneur steps out into business and is saddled with office rent and other operational cost like utilities, staff, etc., it could be an uphill task regardless of the great prospects presented in the business plan.

This Home Business sub-sector needs special assistance. The MLM industry could be expanded in St. Lucia but customs levies make it impossible for such businesses to be sustainable. As a result, many good product offerings had to be discontinued due to high cost. It is important to note that many excellent products are distributed through the Network Marketing system. It allows products to fast track their entry into the market bypassing the FDA requirements, especially herbal products.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Call Centres have great potential for job creation. Generally, this is true for most areas of ICT and while in the case of Call Centres, set up costs for the operations could be costly at this time, I have a feeling that call centres as we know them today will be a thing of the past as we witness advancement in technology. The industry will develop a strong home based business approach and will allow qualified persons to undertake work/contracts, regardless of geographical location from the comfort of their homes.

There is need for an agency to initiate a survey/audit of Micro, Small and Medium Enterprises (MSMEs). The Small Business Association (SLISBA) called for a survey/audit of small businesses so that the needs of the sector could be identified and programmes implemented to realize the full potential of the sector. The current reality necessitates that home based businesses should be included in the project.

There must be a deliberate attempt by Government to ensure that the MSMEs get the necessary support to ensure that they deliver at their optimum level thus opening up jobs and achieving momentum in the economy. MSMEs will help to take the pressure off the Government to provide jobs and put idle hands to work. The approach must be to identify enterprises that can produce the most opportunities for entrepreneurs who will in turn open up employment opportunities. In the process appropriate training must run parallel to the identification of growth areas in industry.

There are many persons in our midst who feel helpless and some have even convinced themselves that they will never get the opportunity to realize their dreams. These persons need to be energized and given a real basis for building their hope so that they can be successful. Persons interested in looking at the role of small businesses in development in the USA can Google Search for documented evidence that will clearly show the benefits to be derived from a dynamic small business sector. Other related information can be sourced at www.sba.gov and www.entrepreneur.com These are two valuable websites for sourcing small business information on line.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

The time has come to initiate a programme that will point to opportunities for investment into new products and services. This seems like a business in itself. There are many current businesses that with some creativity can be repackaged to yield their full potential. Take a hard look and see what can be done in your community to make a difference in the economic fortunes.

Home based businesses will prosper and expand in the years ahead. The opportunities are unlimited and because of the internet and advances in telecommunication technology, the entry cost of many industries/services have been substantially reduced.

Think positive, Keep the Faith, God is in Charge; expect Daily Miracle!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#52 MONEY ANSWERETH ALL THINGS!!!

March 25, 2010

Edward Harris At Large!

MONEY ANSWERETH ALL THINGS!!!

In today's world everyone is caught up with the pressures of life and money is at the root of all anxieties. Most people believe that there should be a more equitable distribution of the world's wealth. Some countries sought in the past to find a solution by practicing Socialism. However, greed has always stood in the way.

I couldn't resist bringing this portion of scripture to the attention of my readers which I came across recently – Ecclesiastes Chapter 10: Verse 19 ...but Money answereth all things. Please note money answereth all things, not some things. As a Biblicist, I take the teachings of the Bible literally. Some people can only associate money with evil and maybe that it is the reason it runs from them rather than being attracted to them. I have a friend who by all standards can be considered wealthy and he has re coined the statement – “Health is Wealth” to Wealth is Health. You may wish to argue with him but today's reality is that you can live longer if you have the money to seek the best medical attention. You can even change the way you look with plastic surgery. I predicted in my column a few weeks ago that I firmly believe that one day in the not too distant future productive life will be substantially extended. I receive a constant flow of information on Internet Marketing and new product launches and am amazed at the fast pace developments are taking place.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

I made the point some time ago that Barbadians are more in tuned with MLM opportunities than St. Lucians and in most cases the opportunities are drawn to our attention by Barbadians and Trinidadians. I tried to register with the USA team of a company that is going to be the next big thing in the MLM industry for more than two weeks without success. Then I received a call from a gentleman in Barbados who shared the said opportunity with me – I was registered in 48 hours and saved in excess of US\$100.00.

Most of the excellent health products are being introduced through the MLM industry and many ordinary people are achieving great financial success while enjoying the good life. I invite you to review the opportunity at www.eamega.com/SUPERSCIENCE Their flagship product is the AMW and – Zero Point Field Energy based on Quantum Physics and Energy Sciences. The point is made in their information provided on the website that “Great health doesn’t come from supplements. It is the natural result of your body’s innate intelligence and natural ability to maintain harmony, health and wellbeing”.

Every passing day, scientists are laboring to find solutions to the health problems that plague our world. The same could be said about technology. The economic strength of any nation lies in its ability to be innovative. Research and development should be the major thrust. Many leaders in world trade feel confident that America will be able to maintain its dominance as a world power because of its strength in the area of research and development. America is always at the cutting edge of technology in bringing new products and services to the market. It is felt strongly that regardless of the level of outsourcing, America will always have the economic edge over the rest of the world.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Armed with the knowledge that innovation is key, it is incumbent upon all leaders in society to provide the guidance that will acquaint citizens with needs of the job market and prepare them to take their rightful places to truly make a contribution to the economic well being of the State. Education is key. The education system must be geared to produce persons who will be able to respond to the needs of the market. Who will provide the leadership? What are we doing with the internet? How many young people are knowledgeable about SEARCH ENGINE OPTIMISATION? We talk a lot about finding jobs for the young people. It is time that leaders instill in the minds of the young people that they have to create their niche. They should come together in groups to explore the internet to identify goods and services, opportunities in general on the internet. Offer yourself as an apprentice. Rather than waiting for a job, create a job.

Young people are great with Social Groups such as Twitter, Facebook, Myspace, YouTube and the several other sites. Social Networking is being used to promote businesses. Select an export business and promote it on the internet. Set up a blog and begin to share ideas. Become an expert in your area of interest. Build your BRAND. Let the world know you have talent.

I promised at the beginning of the year that I will share with my readers, opportunities that come to my attention from time to time. Here is one for you at www.multibrands.eu.com for a range of consumer products. Investigate the opportunity, test the prices and if they are competitive, the rest is up to you.

Remember – Money answereth all things!

Think positive, Keep the Faith, God is in Charge; expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#53 SAINT LUCIAN ENTREPRENEURS CHALLENGED TO EXPLOIT BUSINESS OPPORTUNITIES

March 31, 2010

Edward Harris At Large!

SAINT LUCIAN ENTREPRENEURS CHALLENGED TO EXPLOIT BUSINESS OPPORTUNITIES

A number of agencies engaged in the development of entrepreneurship are at work to inform and educate business persons about the opportunities for available support from local, regional and international governments and agencies. The National Development Corporation (NDC) and Office of Private Sector Relations (OPSR) collaborated in hosting a one day Seminar on March 30, 2010 entitled "Exploring Opportunities for Investment Generation with St. Lucia's Trading Partners"

Topics included: the Relationship between Investment and Trade, a Global Review: Investment Trends in 2010 and Beyond, the role of the Private Sector in Investment Generation, the Nexus between Trade Agreements and Inward Investment, Using Trade Agreements as Tools for Investment Generation, Strategic Partnership for Business Development and Growth. It was promised that all the presentations will be posted on the websites of the two agencies at www.investstlucia.com and www.opsr.org.lc I encourage you to check out the presentations.

Participants were brought up to date on trading developments internationally and the several opportunities available to business persons if they will avail themselves to the information and collaborate with the local agencies to maximize the support that is possible, especially through the European Partnership Agreement and very soon the Canada Agreement which is currently being negotiated. It was noted that there are obstacles but once the rules of engagement are grasped, a number of possibilities will be opened up. When it cannot be done by an individual, a joint venture approach may be the answer.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

The lack of enthusiasm to pursue knowledge in the area of business was noted and most disappointing was the response of the youth. There is work to be done at the level of learning institutions to create serious interest in entrepreneurship. The public expressions of difficulties in securing finance for businesses must be dealt with so that anyone with a viable business proposition could be assured of getting financial support. There is need to inject hope in those seeking to get involved in business whether young or old.

A Free Seminar on SMEs and E-Commerce is scheduled to be held in St. Lucia on April 8, 2010. Associations representing SMEs are being approached to be represented at this important meeting. SMEs are requested to fill out an E-Commerce questionnaire online at <http://www.sme.ag> There was a time when our inability to effectively utilize certain payment systems, especially PAY PAL where you had to provide a US Bank Account and a US Address seriously restricted E-Commerce. You can now register with Pay Pal using a St. Lucia address with a Credit Card being optional. However, legislation on E-Commerce is still to be finalized. In the meantime, consumers need to be made aware about the implications of E-Commerce in the absence of legislation to govern its operations.

There is a high incidence of Computer Fraud and as a result, it has become necessary for local IT professionals to acquire the skills to deal with such issues An opportunity will be provided for citizens throughout the region to be exposed to InfoSec Institute's Computer Forensics training program <http://www.infosecinstitute.com> which received favourable comments from NASPA, the largest independent IT support industry organization. The 5 day course is scheduled for May 10-14, 2010 in St. Lucia.

The Computer Forensics training will be in a state of the art computer forensics lab. In this lab, participants will be performing live examinations on disk media, searching for the root cause of a "mock" cyber crime incident. Other labs include: Discovering Hidden Data on NTFS Drives; Removing strong file encryption; Carving metadata from Word Documents; Analyzing slack space on hard drives; Recovering trace Internet usage files. The hands-on labs are accompanied by thought provoking lectures where participants will learn: How to properly gather evidence; Avoiding privacy issues; Real World Case Forensics; CCFE and CHFI Review Material.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

This is the time for us to sharpen our skills so that we can be in a position to take advantage of the post recession opportunities now unfolding.

HAPPY EASTER! I wish my readers, their loved ones and friends everywhere a Happy Easter! It is no longer a time for mourning but rather a time to celebrate. After all, Christians serve a risen Saviour. He is risen!

Think positive, Keep the Faith, God is in Charge; expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#54 EFFECTIVE CUSTOMER RELATIONS – TIME FOR A PERFORMANCE CHECK!!!

April 15, 2010

Edward Harris At Large!

EFFECTIVE CUSTOMER RELATIONS – TIME FOR A PERFORMANCE CHECK!!!

A situation is developing in Saint Lucia that needs urgent attention. It seems to me that Customer Relations is a subject only directed to junior staff such as receptionists, sales persons and generally persons who come into contact with consumers of a company's goods/services. Customer Relations is everybody's business including owners and companies' executives. The entire management of a company should be directly involved in this vital function called customer relations. One of the most important functions of customer relations is to provide timely information. Quick response to queries generally should be the objective. Employees and management, making themselves available to their customers is key.

Every day is customer relations day. We are living in an age of anxiety and uncertainty and as a result effective communication is vital. Some executives deliberately ignore persons with whom they have to respond to. In some instances the information is vital to the wellbeing of the consumer – emotionally and financially. The number one cause of the silent killers is STRESS. Some persons in position of authority delight in adding unnecessary stress to other people's lives. There is a song that was aired every Christmas time as the great radio personality Olga Lopes-Seale solicited contributions for the annual children Christmas party – "If I can help somebody, then my life would not be in vain". Empathy is not in the vocabulary of many of our executives. It must be clearly understood that the consumer is not asking a favour. It is the role of those in position to provide information and to do so courteously and efficiently.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I am so happy when I come across individuals that are passionate about providing quality customer relations/service. I met a van salesman a few days ago in a bar as he called on the proprietor to solicit an order. It seemed as though he made several trips to the customer without getting a sale. On that day he was successful. He recognized me and a three way conversation ensued among the salesman, the proprietor and me. The salesman reminded me that in the business of salesmanship, it takes PATIENCE and PERSISTENCY. That old art of salesmanship is no longer given the respect that it deserves. Everyone needs to be a sales person. We are constantly trying to convince the other person of our point of view, persuading them to take action on our proposition.

I studied Scientific Selling as a young man and went on to have a successful career as a sales and marketing executive. I believe that the simple knowledge of the principles of salesmanship can change lives for the better. I founded the Guyana Association of Sales Personnel in 1977 and in a short time the membership grew to over 300. My principal objective was to ensure that persons engaged in the profession were adequately trained. I feel that courses should be offered in SALESMANSHIP and CUSTOMER RELATIONS throughout St. Lucia. I am prepared to share my knowledge of the profession with any group of persons who are disposed to such training. On the subject of customer relations I feel that the time has come for all persons top down or bottom up involved in customer relations whether in the public or private sector should expose themselves to a short course on the benefits of EFFECTIVE CUSTOMER RELATIONS. Sometimes, we need to get back to basics.

Too much time is being wasted with telephone calls trying to reach someone who ignores the caller using his privilege status. Don't shy away from issues, be decisive and let the magic of effective communication work for you. It appears that the old clincher in job descriptions – "to do all things necessary to enhance the goodwill of the company/organization is no longer included". We all can do much more to make life easier for other persons by simply being responsive to their needs. Regardless of your status and how busy you are, try to give a little time to the people who are responsible for affording you the opportunity to be in the position you are in. Being responsive to the needs of consumers is the best way of saying thank you for the opportunity to serve you. Remember customer relations day is every day. Step out of your executive offices and meet and greet your customers. If smiling doesn't come naturally, practice to do so.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Some interesting things are happening in our midst and I am sorry to say many persons are missing out. Most persons claim to be meeting fatigued. Some even refer to meetings and workshops as talk shops but as some great thinkers say, the key to success is to TURN UP! Many times it is when you convince yourself that the programme is just another waste of time, you could be so wrong. I make it a point to turn up and never consider an opportunity where ideas were shared to be a waste of time. Even if it is a subject I am acquainted with, I see it as repetition for emphasis. One of our outstanding Caribbean Consultants, Dr. Patrick Lay, ICT & E-Government Expert hosted a free 2-hour seminar at the Bay Gardens Inn on 8/4/10 on E-Commerce which was an eye opener. He was ably assisted by Mr. Albert Daniels who I consider to be an authority on ICT in Saint Lucia. The seminar was not a part of his terms of reference for his assignment but Dr. Lay took the time to share with his audience important information on E-commerce. This is about giving back. I would like to see this seminar repeated so that those who missed out can get an opportunity to learn about the challenges and opportunities of E-Commerce. Here are two websites that Dr. Lay recommends you visit: www.sme.ag and www.nic.lc

I am pleased to announce the launch of my new website www.stluciapropertydeals.com I look forward to providing regular updates on the real estate industry in St. Lucia.

Let us all commit to making life easier for each other in these difficult times.

Think positive, Keep the Faith, God is in Charge; expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#55 GRAPPLING WITH THE DIFFICULT ECONOMIC TIMES!!!

April 22, 2010

Edward Harris At Large!

GRAPPLING WITH THE DIFFICULT ECONOMIC TIMES!

It is Budget in St. Lucia, Elections in Trinidad and Tobago, Election Petitions in Antigua and Barbuda, and lesser noises in the rest of the region. The international economic climate is one of uncertainties, fueled by disasters. Waking up in the morning to the headline news from BBC, CNN and other television networks could be a very unpleasant way to commence your day. It is for that reason many persons are making the choice not to listen to newscasts.

I noted the remarks of a few persons that St. Lucia was speared the wrath of the financial recession and we all should be happy that the decline has been arrested. Yes, it has been business as usual if you took a casual look at the happenings around, especially in the area of social interaction but in reality many have been hurting and continue to hurt.

Sometimes, meeting deadlines could take away the excitement many journalists have for a story. As I prepared my article for this weekend, I would have loved to carry my take on the Budget as I did in previous years. However, all is not lost as I always see things differently to most of my colleagues. I like the feel good approach – finding a way to see the light at the end of the tunnel. “Hope” is not about despair. It is about a clear positive vision. One thing I wish to point out about the Budget is that it is one filled with prospects for a prosperous St. Lucia in spite of the global economic stresses. It is a defining budget for the Government. Can they deliver? Yes this or any other Government could but it will call for bringing together our best minds in the public and private sectors to execute the plans with timeliness. Procrastination will not befriend us. Can do, must do will have to be the new order. Remove all stumbling blocks to progress while maintaining orderliness – procedures must be followed.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

How do people who are not in the main stream of Government make a contribution to the development of their homeland? Home Coming 2010 will present an opportunity for new ideas and recommendations of systems that are being successfully implemented in the first world. How will these contributions by some of our brightest and best of the Diaspora be channeled? We must plan to solicit these contributions and put them through the available channels in the public and private sectors. I am excited about the Partnership Fair which will be hosted during the period of the Home Coming. As the name implies, I hope that the opportunity will also be given to members of the Diaspora to exhibit products and services. Ideally, it should be a two way partnership.

The citizens of St. Lucia though conscious of the several economic, political, social and cultural problems are living their lives with a sense of optimism. This posture holds good for the times in which we live. There must be those among us who are prepared to make a difference in spite of prevailing circumstances.

The need to survive will always be the engine that will propel persons to find employment, implement new ideas, innovate and simply defy the odds. Persons who help to create a positive environment are most needed at this juncture of our development. I had the pleasure of participating in the GEN-X Awards Ceremony two weeks ago and I was truly impressed with the level of commitment demonstrated by the Founder of the project – Mr. Rayneau Gajadhar, Chairman of RG Group and his Management team. I look forward to the future expansion of the programme as it embarks upon Phase 2.

The Realtors' Association (Saint Lucia) Inc. will host its Monthly Networking Meeting at the Bay Gardens Inn, Rodney Bay on Wednesday, 28th April, 2010 at 5.00 pm. Realtors are being encouraged to attend this important meeting.

Keep the Faith, God is in Charge and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#56 YOU HAVE TO CREATE YOUR OWN SPACE!

May 20, 2010

Edward Harris At Large!

YOU HAVE TO CREATE YOUR OWN SPACE!

It is getting overwhelming, so much happening. There is not a dull moment although some persons will have us believe that nothing is happening. You have to create your own space. In some cases you have to get back to basics. There is urgent need to take a personal evaluation. What are your strengths and weaknesses? SWOT analysis is not only for businesses, it is for individuals as well. You need to get to the basic understanding of yourself and how your abilities can fit into the world.

Many things that worked in the past will not work today. It is not only industrial plants that need to retool, individuals too. It may even take a physical make over. The only thing that is constant is change but many persons fail to recognize this. Some continue to do the same thing over and over that produces no positive result but yet they expect a different result in spite of no change in their approach. Life is dynamic, if you are to be a part of the progressive players, you must embrace change and equip yourself to conquer the daily challenges.

Recently I received an email which drew attention to the hidden secrets of the wealthy. The principal secret is the importance of SELLING. People who are good at selling change the world. Salesmen are agents of change.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Every day, I receive information on exciting things that are happening in St. Lucia. ICT is getting a push and I sincerely hope it will be sustained. Innovation and Technology are two buzz words that must now be translated into action. The Ministry of Communications, Works, Transport and Public Utilities in collaboration with the Caribbean Telecommunications Union as part of the commemoration of their 21st anniversary, present the Saint Lucia leg of the ICT Road show. The road show has been developed to raise awareness within the public sector, the private sector, civil society and academia, of the innovative approaches possible and necessary for the effective use of ICT in government, business and social development. The Saint Lucia ICT Road show is slated for June 1-2, 2010 at the Bay Gardens Hotel. The theme of the road show is “Harnessing the Power of Innovation – The Engine for ICT enabled Caribbean Development”.

ECTEL has also partnered with the Ministry Communications, Works, Transport and Public Utilities. They as part of their tenth anniversary celebrations will be hosting and organizing the Policy and Regulators Forum slated for Wednesday June2, 2010 at Bay Gardens.

The Saint Lucia Coalition of Services Industries Inc. is continuing to collaborate with its member organizations and the ICT sector is now on a sound footing since the establishment of an Association. The Coalition has a major role to play in ensuring that service providers come together and share experiences while at the same time ensuring that appropriate training is made available to individuals and companies operating in the sector.

While many sit on the fence waiting for something to happen, others are taking things into their own hands. The distribution and administrative infrastructure is taking shape, lots of new commercial buildings are going up, especially in the quarter of Gros Islet.

During the past week I was involved in sourcing Search Engine Optimization Services (SEO). It was an eye opener. This is the most important task in ensuring that your website delivers. I will share my findings on this important topic when my search is ended.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Who is going to be first to open a real club for executives to go any time of day or night and do business in a relaxed atmosphere that offers a degree of privacy? Most of our restaurants are wide open to everyone's view. The biggest deals are done in clubs in the developed world. The opportunity also exists for a great dance club for matured patrons. Dancing is a great exercise and should be encouraged. The clubs I refer to must be sound proof so that noise nuisance will not be a factor.

It is great to note that finally there seems to be some movement in the direction of establishing a Casino here. As a former Chairman of the Gaming Authority, I look on with keen interest and can't wait to sit at the Black Jack table. Dual Nationality has its benefits.

Stay safe, Keep the Faith, God is in Charge and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#57 BUSINESS EXPANSION CAN HELP ALLEVIATE CRIME!

May 28, 2010

Edward Harris At Large!

BUSINESS EXPANSION CAN HELP ALLEVIATE CRIME!

We are approaching the final month in the second quarter of 2010 and the question is – has the economy begun to show signs of improvement? Depending on the industry the answer will vary. The hospitality sector has definitely performed well in the past six months. What will the summer months be like? At least business from cruise ships will decrease substantially and that is expected. However, increase in airlift should assist with improved numbers in the tourism sector.

There is need for greater planning in the MSME sector. Our vendors should seek out opportunities to provide products to meet the seasonal demand of their customers and wherever possible relocate to position themselves in a location that will give them access to potential customers.

Several years ago, I made the statement that the only authentic local industry is the craft industry. Like agriculture the absence of real Entrepreneurship in this sector is lacking. Entrepreneurs need to take a serious look at these two sectors. Government should provide incentives for investments in the sectors. Example – for every dollar invested by an established business in an approved industry/farm, a substantial premium on the amount invested should be offered as a tax credit.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Maybe, it is time for the Government to plan to declare 2011 “the year of Developmental Incentives.” Incentives drive investment. When there is investment, jobs are created. Most people seem to agree that poverty is the major cause of crime. It seems to me that in fighting crime, the priority should be to create an environment that will seek to offer a better alternative for the young people. Social, cultural and economic activities must be expanded and a competitive spirit should be encouraged. Theatre productions should be encouraged across the nation. The shows should be televised so that the entire country could be engaged and challenged. We need to do things on a grander scale.

In recent times, I have noticed that sponsorships have stepped up. A few banks have stepped up to the table. Some innovative programmes need to be introduced to deal with social issues and human development. Bishop T. D. Jakes presented two great motivational lectures. The message that he left the nation is “I shall arise!” Regardless of your low esteem and state in life, you have the power to change your circumstances. Can criminals be transformed? Yes – they can! However, a onetime message will not do it. Can his exhortations be televised for the general audience as was done with the SECRET? There is need for continuity. Let us put our local motivational speakers to work and get a Message of Hope to our young people. Let us get down to the root cause of the HOPELESSNESS that exists in our society. Who will be the driver to mobilize a group of speakers and launch a series of Life Changing lectures across the nation? I am ready to volunteer to be a member of the group.

Everyone who is blessed with a special skill should share it. We need to generate some excitement in the country. In spite of the difficult economic times, some people are finding creative ways to survive and in some cases do well. We must find a way to get the full impact from those businesses that are doing well. Can the business be duplicated? There are quite a few businesses that can sustain three branches – Castries, Soufriere and Vieux Fort. Gros Islet could also be included as a fourth location.

The time has come for us to be more scientific in our projections. Most undertakings in the USA are guided by polls/surveys to test the pulse of the people. What other businesses or services are needed in your community? There are needs in every community that are not met at great inconvenience to residents. Surveys can identify opportunities. The opportunities can create many new jobs.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

There is an opportunity for you to participate in the programmes of HWTV soon to be launched. If you have ideas and want to actively participate in its programmes, feel free to contact the Programme Director – Email – hwtv42@gmail.com You can also provide video recordings of events to be shown on the station. This is another opportunity to share your knowledge and expertise with the nation.

Keep the Faith, God is in Charge and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#58 YOU WON'T MAKE MONEY DOING THINGS IN THE PAST!



June 2, 2010

Edward Harris At Large!

YOU WON'T MAKE MONEY DOING THINGS IN THE PAST!

This is a new age; we cannot do things as we did them in the past. We have to keep in step with the times. The internet is a powerful source for information and almost anything you need to know about could be sourced on the internet. The value of the information will vary depending on the subject but at a price special reports could be sourced. Information products are among the top sellers on the internet. It is very important that you use search engines to find out about things that are of concern to you. Before settling down to write this article, I checked on the members of the Cabinet of Trinidad and Tobago. I finally got around to doing a search and found the Cabinet to be reasonably balanced in all aspects. Have an idea – go look it up on the net!

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I am interested in Computer Forensics and Search Engine Optimization (SEO) training and am associated with two sources to provide these services. It is projected that the incidents of computer crimes will increase and as a result, I was able to coordinate a training course on behalf of InfoSec Institute of Chicago, USA for the first Certified Computer Forensics Course in the region which was scheduled for St. Lucia but was held in St. Kitts due to the high demand from that State. I will be promoting an interesting certification course on Ethical Hacking shortly. In the meantime, I am working with a source to deliver a training programme and support to owners of websites and webmasters to improve the visibility of websites on the world wide web.

The importance of networking cannot be over emphasized. I spend a lot of time on the internet and I am in touch with sources including Google Alert that send me offers on a daily basis. My social networking involvement has put me in touch with many friends and business associates. Get excited about the internet and be optimistic about the future. What are the trends? The Environment is the way to go, everybody is talking about going green. Clean Energy can give you a real opportunity to ride a new wave. While I was introducing a friend to a source for solar equipment, he got back to me with a source he was looking at. You can check them out www.sunshineworks.com and www.solarhome.org Develop a BRAND on the internet.

The past two weeks have been very rewarding for me. Many of my readers contacted me to say they were in agreement with some of the points I made in my articles in recent weeks and encouraged me to stay on the optimistic note. I even received a Fax from one of my regular readers who sent me three quotations. I am definitely encouraged by these acts of goodwill. I wish to thank all of my readers who took the time to contact me.

Many persons I come into contact with ask the question why am I so optimistic? Asking me such a question is like asking me why I always wear a smile? I live what write. I am a Biblicist (one who takes the writings of the Bible literally), I exhort my readers to keep the FAITH, I remind them that God is in charge and because God is in charge they can dream big and expect daily MIRACLES. I was optimistic before and there was a boom for three consecutive years with almost two billion USD worth of projects in the construction sector. In spite of the difficult economic times I see a light at the end of the tunnel. This too shall pass. In the meantime do something different – venture into the new world of technology, use the internet to expand your business and make money.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

“The best way to understand our new breakthrough money making technology is to imagine the Worldwide-Web as an ocean of money ... our new technology merely makes a way for YOU to be able to dig a big trench from that ‘cash-sea’ directly into your backyard so that the money literally “pours” into your pocket!” (cash making power sites)

I never live in the present. I live in the future because I know who holds tomorrow. Apart from my belief, I stay in touch with global business trends by subscribing to various internet reports and opportunities which I share with my readers on a regular basis. Joint Venture is the future of small business! Let us help each other to succeed. You are welcomed to share ideas and brainstorm with me.

In the midst of writing this article I received a call from a Real Estate Broker to joint him for dinner. We went to our favourite little restaurant in Gros Islet and as I entered the Owner/Chef - O’Neill Daly greeted me with the words “I am on Facebook and I am getting a lot of new customers.” I felt so happy for this young local businessman who is using the internet to tell the world about his restaurant. I will be at Flavours of the Grill this weekend. It is my favourite liming spot in Gros Islet, formerly Tilly’s 2 x 4, PEPPERPOT is now on the menu.

Until next time, stay close to the internet and identify the next big opportunity to share with our readers. I will pass on with your permission any good news you share with me. **YOU WON’T MAKE MONEY DOING THINGS IN THE PAST!**

Keep the Faith, God is in Charge and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#59 THERE IS NEED FOR PARTNERSHIP BETWEEN YOUTH AND EXPERIENCE!!!

June 9, 2010

Edward Harris At Large!

THERE IS NEED FOR PARTNERSHIP BETWEEN YOUTH AND EXPERIENCE!!!

Concerns are being expressed that everything seems to be about the youth and almost nothing about matured adults when it comes to funding/project assistance for their businesses. Then there are the brilliant young graduates with no experience who gain a competitive edge by qualification to secure the best jobs, leaving those qualified by experience (QBEs) behind. There has to be a middle ground as in most cases experience is vital to the successful implementation of programmes. We talk a lot about persons being passionate about what they do. Experience develops passion. Many of the programmes of today target the Youth and to a lesser extent – women. St. Lucia is a matured society where the majority of our business people are forty five (45) and over. Even if we push the youth argument, the age of maturity is thirty five (35) there is still a substantial gap. It is therefore absolutely necessary to give consideration to this important situation.

I feel strongly that there needs to be a partnership between young and old. In the past I contended that agriculture will never realize its full potential unless the business persons get involved. I went further to stress the need for government to offer incentives to investors to attract them to the sector. I am making yet another statement today as I call upon the planners and persons who decide how the scarce financial resources are allocated, to take a second look at the situation and come up with a plan to give the youth and the matured business persons an equal share of the pie, and whenever possible encourage them in Joint Ventures. I suspect that the designers of the various programmes take the position that if a person has been in business for some time, that person doesn't need assistance. This is far from the truth. Most micro, small and medium businesses need cash flow and in some cases guidance.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I am following the Big Start programme which targeted young persons to present proposals to the panel for their selection of the best proposal. As usual I will deal with the positive aspects of the show. I believe that it is timely and should be continued even without the big cash prize. I am also of the belief that all of the good projects will get assistance from the St. Lucia Development Bank (SLDB) and established business persons. This could be an excellent avenue for business persons who are seeking new opportunities to enter into Joint Venture relations with young potential business persons. After viewing the first show, I spotted projects that will make it regardless of the outcome. The participants must see themselves as winners. The shining stars in the Show were first to be dropped. They had one part of the puzzle right. They were dressed to impress but unfortunately, they lacked substance in their project presentation.

It is important to note that a relationship with a matured investor could provide the much needed mentorship for free. I see a great opportunity to expand what is currently happening to include all ages. Matured people have ideas and still dream of success. Both young and old are in need of opportunities. Our planners must ensure that no one is left behind. Everyone needs an opportunity for a Big Start! After the recession, many business persons are back at the starting gates. The special investment brokers and failed investment companies have left many small business persons holding an empty bag. There is still need for a STIMULUS PACKAGE for the MSMEs sector.

It is crazy in the business world. Thank God the Calypso Season has kicked off, the tents are opening. I am thinking seriously about jumping in a band this year. It will be the first time for me but I need to put aside my problems and dance in the streets. I am looking for a partner to guide me on this new venture. Plan to Enjoy Carnival 2010! The street vendors are gearing up, everyone gets an opportunity to do some business and life goes on. St. Lucia nice!!!

Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#60 THE INTERNET IS THE PLACE WHERE TODAY'S FORTUNES ARE MADE!!!

June 25, 2010

Edward Harris At Large!

THE INTERNET IS THE PLACE WHERE TODAY'S FORTUNES ARE MADE!!!

I am heartened by the many responses I received from my readers in relation to my last weekend article. Those who missed it can visit my archive at www.stluciasimplybeautiful.com I am very happy for those who were blessed by it.

Internet communication is continuing to open up new opportunities and those who use this medium to communicate socially and for business will be this and future generations big winners. The effective use of the internet can bring a lot of success in business and pleasure. There are courses on using Social Networks like LinkedIn, Myspace, Facebook and Twitter to name a few. There is no need to be intimidated by the awesome power of the internet. No business person should lack the ability to use the basic programmes on the internet such as Email, Word, and to use of search engines to surf the net for whatever information he/she needs.

Our professionals in leadership positions have no excuse in today's world for lack of knowledge on any business related topic. I will like to see our media professionals finding opportunities to share websites of interest with their audiences. BBC and other American networks do it all the time. I learned about craigslist on one of the networks. Very few local companies promote their websites. Many individuals and businesses own websites but they just don't promote them. It is a competitive world out there and unless you promote your business, customers will have a difficult time finding you. One of the popular skills today is the mastering of Search Engine Optimization – SEO. There is an opportunity for individuals/companies to undertake website promotion and research. There should also be an annual competition for the Top 10 Websites of the Year. Everything should be done to encourage the effective use of internet in all its forms.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

There is need for a driver to take the lead in the areas of Innovation and Technology. I called for a Ministry of Innovation and Technology. After no progress was made in that regard I called for a Secretariat of Innovation and Technology. All to no avail. How do we harness the potential of persons with the skills and no money? The way forward must be a competitive environment where ideas can compete and be implemented. We are not short of ideas but there needs to be persons who are willing to lead and those in authority to chart the course. There are lots of opportunities in E-book marketing on the internet. Clickbank.com will make it a simple task to get your product marketed. There are a few good E-book courses on line. I will be producing three E-books this year. All already in manuscript form. If you have an interest in producing E-books, I will be pleased to share my experience in this area of activity with you. In this article I have pointed to two ICT related projects 1. Website Promotion and Research, and 2. E-book Production. "How To" E-books are making fortunes for many in the developed world.

The future lies in new ideas, new businesses. We have been hearing about Services as the new big thing. We have been warned about removal of preferential treatment, decline in the manufacturing sector, we were told enough to warn us that it will not be business as usual. We were told that we have to make paradigm shifts, we have to transition to a new economy, one based on services. The new economy is pushing professionals in the services sector to come together. The various sectors are now coming together under the umbrella of the Saint Lucia Coalition of Services Industries, Inc. and advances are being made to the point where certain professions can gain contracts in European States. The Global Village idea is now reality. What are we waiting for? Will someone in authority who can make it happen for the nation in establishing a platform for innovation and technology do something? ICT is one of the answers to our unemployment problems and I am not referring to call centres only, I am looking at the possibilities for putting real wealth into the hands of individuals.

I am tired; it doesn't have to be this way. God, please send us a driver so that the potentials of our people young and old could be manifested.

Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#61 KIRK ELLIOTT TAKES INTERNET MARKETING IN ST. LUCIA TO THE NEXT LEVEL

July 29, 2010

Harris At Large!

KIRK ELLIOTT TAKES INTERNET MARKETING IN ST. LUCIA TO THE NEXT LEVEL

My grandfather used to say that long life is a blessing and you are likely to see things that you never thought possible. I am glad that I lived long enough to witness what I always was thought was possible. I made several calls over the years for Entrepreneurs to share their knowledge so that the wider community of business persons could benefit. This is a time for collaboration. I wish to commend Mr. Elliott for his unselfish position.

Mr. Kirk Elliott is one of St. Lucia's outstanding photographers who promotes his business via the internet has demonstrated his passion for success and to take others along with him. He is not one who only makes alliances to achieve his objective by sourcing the best in the business but tries to gain knowledge of aspects of the industry that are related to his business. Based on this approach he has achieved success to the point where he can now share his knowledge of Internet Marketing with his fellow St. Lucians without the usual fear of many that persons will take away their idea.

Internet Marketing is the future platform for creating millionaires in St. Lucia. This is being achieved by many in the developed world for many years. Mr. Elliott has as of last Tuesday evening stepped on the international stage as one of the serious players in the field of Internet Marketing. Persons present at the National Insurance Conference Room were given several ideas to make their internet experience more productive and their businesses viable. The opportunity will be given to promoters of the programme to earn a commission on direct sales.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Mr. Elliott will launch an online Business Directory with a difference. The project targets tourism and related services to improve their visibility on the World Wide Web and ultimately improve their bottom line. Subscribers to this service will receive advice from him and his team to ensure that clients get maximum results from their participation in the programme. He is so upbeat about the programme's success that he is offering a Money Back Guarantee – no questions asked 100% Refund if clients are not satisfied.

Mr. Elliott expects to roll out the project by November 2010 in time for the 2010/2011 tourist season. He did recognize that hotel rooms would have in most cases been booked months in advance but he noted that many other decisions are usually made on the ground.

The Question and Answer period allowed attendees to engage Mr. Elliott in all aspects of his proposal which were all dealt with to the satisfaction of attendees. I was impressed with the level of passion Mr. Elliott exhibited and his exuberance about the project. The project is still being finalized but based on the information shared, the project will make a difference in the way St. Lucia's products and services are promoted in the Global Village via the World Wide Web.

It was a learning experience for many persons who attended the event. I encourage my readers to be a part of the programme. If you missed the event you can contact with Mr. Elliott at Kirk.Elliott@KirkElliott.com

Someone has to do it and someone will but I am convinced that the process can be advanced at a faster pace than we are moving at a time when speed and accuracy are vital to arresting the economic hardships that we experience. We have the brightest and the best in our midst. Drivers are needed, there are many among us who are capable of leading the process of change. Mr. Elliott has demonstrated that it is possible; he is a leader who beckons others to join him on the stage of progress. I invite you to share your knowledge with Saint Lucians and the peoples of the rest of the world. Many others depend on you.

You will note that I am not at large this weekend. I can't remember the occasion that I wrote an article on a single topic. There is a good reason to devote this article to a young man who is destined to go places in the fields of Internet Marketing and Motivational Speaking.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

#62 WELCOME TO THE UNITED REPUBLIC OF TANZANIA!

October 17, 2010

Harris At Large

WELCOME TO THE UNITED REPUBLIC OF TANZANIA!

I am back, not without challenges, I had planned to have you wake up to my article on Saturday morning but my internet and cell phone had problems that could have only been resolved with much patience in trying to reach the service provider and in the case of the cell phone I would only be able to use it after going into the company to register the SIM card. Those problems are behind me now and I am very happy to be back with you after an absence of almost three months.

However, I am glad that I was able to keep you updated on my whereabouts and activities. I am in Arusha, Tanzania. I am once again privileged to experience the joy of being in Africa. Twenty four years ago I worked in Sierra Leone, West Africa and had the opportunity to stand under the tree where the first set of slaves bound for America was assembled. That was a moment in time. This time, I expect to visit the various wildlife parks and if I do not climb the Kilimanjaro Mountain, at least stand at the foot of the mountain where the more adventurous individuals start their trek. There are seven World Heritage Sites in Tanzania.

I am in Arusha which recently became a city and is the main tourist spot. The tourism statistics are very encouraging and investment in the sector is welcomed. I feel that people of colour need to get acquainted with their culture and get firsthand knowledge of the challenges and joys of living in Africa. I am determined to see as much of Tanzania as possible and visit the neighbouring State of Kenya. With every passing day I am falling more in love with Arusha. The lifestyle is great. There are lots of activities to lure you to stay a while. Visitors are allowed up to three months on a visitor's visa.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Tanzania is 945,234 sq km made up of 942,832 sq km of mainland and 2,400 sq km of Zanzibar. (*Tanzania Tourist Board, Arusha -Stats.*) Border countries include: Burundi, Democratic Republic of the Congo, Kenya, Malawi, Mozambique, Rwanda, Uganda and Zambia. It has a population of over 40, million. Tanzania is the only country in the world which has allocated more than 25% of its total area for Wildlife National Parks and protected areas. There are 14 National Parks, 31 Game Reserves, 50 Game controlled areas, 1 Conservation area and 2 Marine Parks. Tanzania's Wildlife Resources are considered among the finest in the world and have been widely known for many years. Visit www.tanzaniatouristboard.com and get many reasons to visit Tanzania.

As I come to end of my stay, I know I will be back and I am encouraging my friends to visit Tanzania and enjoy living in a state of awareness that there is much more to living than being caught up with life in concrete jungles of the developed world. Explore Africa, beginning with Tanzania.

I only have great experiences in Tanzania, the people are friendly and there are a few bargains along the way. It is an experience I will always remember.

Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#63 I MADE A DISCOVERY – I CAN'T KEEP IT A SECRET!

November 18, 2010

Harris At Large!

I MADE A DISCOVERY – I CAN'T KEEP IT A SECRET!

In writing my book “You can be a Successful Business Person”, soon to be released, a very important realization hit me straight to the heart – success in business is directly related to how the Entrepreneur applies GREED. This was a revelation which I am compelled to share with you. We were brought up to believe that greed is a bad word and it is associated with covetousness.

Like a thunder bolt it struck me that success is based on an element of greed and as usual I picked up my dictionary and checked the variations of the meaning of this vitally important word in achieving success in business. My MacMillan English Dictionary defines GREED as a strong wish to have more money, things or power than you need. Could the average person ever have more money than is needed in today's world? We must revisit the meanings of words and how we apply them. Today, I am pleased to introduce you to the term – ETHICAL GREED! Ethical Greed is applying greed – wanting more, but not at the expense of others.

When you apply Ethical Greed, you will achieve excellence in your business dealings and develop your own standards of efficiency. You must ensure that you do everything to win at what you do. Business is based on certain principles that must be observed. It can be disastrous to take short cuts.

A business person must be inquisitive, always finding out what is developing in the market place and always strive to be ahead, expand within your category and be on the lookout for new products and services.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

One of the two persons who volunteered to critique my book asked me to remove the statement on greed from the book. Because of my deep resolve about the relationship of greed to business success I refused to oblige. We must think outside the box. In so doing we will be innovative and create our own space.

The reason why there are not many more millionaires in our midst is simply because we fail to challenge the status quo, or should I say we are afraid to rock the boat of traditional thinking. There are too many satisfied people in our midst who refuse to step out of their comfort zone. There is a lot of talk about changing the mind set of our people. People will only change their mind set when they challenge their thinking on the state of their lives. Many of us ponder much too long on things. By the time we are ready to make the move, the idea is outdated. You have an idea of doing something – JUST DO IT!

Almost twenty five years ago, I wrote my first manuscript entitled – “Fundamental Bible Truths you need to know”. It was accepted by Carlton Press for publication but I self published it in an abridged version. Since that time I latched on to the thought of becoming a published author. Today when I see my book on Barnes and Noble and Amazon, and imagine the 25,000 distribution outlets that were made aware of my first book, I can’t wait for my second book to hit the shelves and mailing lists. In my writing business and my other businesses, I am applying ethical greed ever since I rediscovered the word GREED.

I was blessed with the opportunity of being in the audience that celebrated the life of Mr. Stanley French at the Cultural Centre last Wednesday evening. I am certain that many of us were challenged to do more with the life God has given us. The tributes detailed the life of great man that was well lived. He has left behind a rich legacy. He will definitely be missed. May he rest in peace.

We continue to grapple with the lingering effects of the devastation caused by Hurricane Tomas. Essential services are back but the challenge is to get those persons whose properties were damaged and totally destroyed back to some degree of normalcy. It is heartening to note the assistance promised and we can only hope that the agencies will deliver as promised given the state of disasters around the world and in our own region. We must recognize all those who are actively participating in the recovery efforts for a job well done.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

#64 SAINT LUCIA NEEDS ALL HANDS ON DECK!

November 24, 2010

Harris At Large!

SAINT LUCIA NEEDS ALL HANDS ON DECK!

While the responses from international donors and friendly nations continue to be encouraging, it is for St. Lucians to be focused and help themselves as much as possible. There are some among us who only see that things will take a long time to get back to normalcy, there are others who continue to be positive in spite of the difficult times being experienced by some.

Life is about giving thanks in whatever state we find ourselves. This is sometimes difficult in certain circumstances but necessary. When this is done, we can move on at a much faster pace than if not settled once and for all. The mind is a wonderful part of our existence. Set your mind on things that are uplifting, regardless of whatever state you find yourself. You live life in whatever state your mind is focused. You can surely rise above any state of your existence that is not in keeping with the life you envisage for yourself. So to my readers, who suffered from the passage of hurricane Tomas, many of you have returned to a reasonable degree of normalcy and others are yet to get to that stage. In every instance you need to maintain a positive outlook and recognize that this too shall pass.

The lessons learned from the recent hurricane must be acted upon. It is important that inputs be sought from the persons who have suffered and not left exclusively to professionals who will recommend steps to be taken to prevent recurrence of such destruction in the future. The local government councils have to step up their supervision of the building code to ensure that structures are built in conformity with the laws. The evidence is for all to see. We can choose to ignore the reality of the situation or we can all take action.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Water is life but the real meaning of that statement was reinforced in recent weeks. I will like to publicly congratulate the utility teams in ensuring a return of their services in the shortest possible time. The destruction has been substantial. As a result of what we know now, there is an opportunity for some new services that will provide work for many unemployed persons on a regular basis. The collection of all containers should be one such service. Bulk water distribution at competitive prices should be another.

Some manufacturing companies are suffering due to shortage of water and generally the situation will definitely impact negatively on their bottom line at a time when the holiday season is around the corner. Looking beyond Tomas, a number of new business initiatives will have to be supported so as to cushion the possible fall out in the level of employment the private sector.

Finally everything is in place for the Gift and Book Show scheduled for December 14-17, 2010 at the City Hall, Castries. Published St. Lucian Authors are requested to get in touch with Miss Syreeta Alcee of Divine Connections or Edward Harris to reserve their space. The promoters are doing everything possible to ensure that St. Lucians are given an opportunity to get acquainted with the writing profession. There will be two free lectures by outstanding local Authors daily at 12.00 noon and 4.00 pm. A Lucky Draw of valuable prizes is scheduled for the final day of the show.

Life goes on and I am heartened at the fact that many planned programmes will go on as scheduled. While many companies have been affected due to the hurricane, others have done and continue to do very well with high sales volume.

Let us pray that the hurricane season ends without any further disruption. St. Lucia is still a beautiful Isle and God has promised his blessings. This is a time for all citizens to unite so that all our energies will be focused on returning our country to normalcy and onward to a brighter future than was anticipated prior to the passage of the hurricane. Let us put all hands on Deck.

Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#65 KEEPING THE FAITH

December 21, 2010

Harris At Large!

KEEPING THE FAITH!

It is that time of year when people of goodwill all over the world take time out to remember loved ones and friends and to wish them a Holiday Season filled with joy! To you my valued readers, I wish that you will have a Blessed Christmas!

In the past few weeks a lot of sensitive information regarding the world economic future arrived in my inbox and I will share an interesting development in my New Year article. In the meantime, I exhort my fellow Entrepreneurs to be ready for the largest Wealth Transfer in history. Credible information and acting in a timely manner will be key.

It takes FAITH to survive in these difficult times. It is such a challenge to many that they lose a sense of direction failing to take the necessary actions that will have life changing effect. Where is the information available to guide them to a better life? It will take a lot of doing and leadership will be critical in charting a new direction for our people –young and old.

While everyone expects a miracle, it is necessary to be in the right place at the right time with an open mind. Every opportunity should be taken to take advantage of events that are uplifting when they occur and with the state of the economy as it is, especially when the events are FREE. Sometimes the best opportunities in life come without a price tag. You just have to be ready. Some experts claim that Turning Up is 99% success. Get involved in things that matter, get the type of exposure that will transform your live.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

The Gift and Book Show held from December 14 to 17 at the Castries City Council Auditorium was very revealing. If we continue to say that St. Lucians don't read, we are sure to end up in a state where our people because of lack of information will be left behind. This is not a very pleasant state of affairs. Everyone seems to agree that we have a problem which must be dealt with as a matter of urgency. The official of the Ministry of Education and Culture who addressed the Opening Ceremony of the Gift and Book Show alluded to the problem of reading and that efforts will be made at the Primary School level to arrest the situation.

Looking ahead, the greatest challenge facing writers is marketing/sales of their products. In discussions with published authors others with an interest in becoming authors, the problem of identifying reputable publishers and printing companies pose a major problem which is currently limiting advances in the industry. Another area of concern is that since St. Lucians cannot be relied upon to provide the level of support in purchasing the work of published authors, it will be necessary in the short run to tap the cruise ship passengers and other types of vacationers on island, while addressing the challenge of reaching the global market. The future progress within the Literary Publishing Subsector can only be done with Writers getting together and sharing information on the Industry and encouraging collective writing – anthologies.

The St. Lucia Writers Forum held an impressive Awards Ceremony last Saturday evening which was well attended. The Honourable Prime Minister addressed the audience and pledged support for the group. I am encouraged by the level of interest being shown by local writers and I feel strongly that the time has come to take the industry to the next level.

Looking to the future, I am hoping that with the cooperation of fellow writers we can enter a phase of development that will ensure viability of the industry. Within the first quarter of the New Year, Writers have agreed to establish an entity that will publish and market their work. Another development of interest is that the management of HWTV, channels 42 Lime and 78 Karibcable will be giving Writers an opportunity to speak about their books and recite poetry in a weekly half hour programme.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

It is not easy to ignore the hardships that are currently being experienced by persons in our midst and it is necessary to share and care for the less fortunate, especially those persons who lost their homes in the passage of the recent hurricane. Let us so live that in all things, we can give thanks.

Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

#66 POSITIVE THINKING CAN MAKE A DIFFERENCE IN 2011!!!

December 28, 2010

Harris At Large!

POSITIVE THINKING CAN MAKE A DIFFERENCE IN 2011!!!

Every passing year it gets more difficult to welcome the New Year. Anxieties and uncertainties about the future overwhelm many of us to the point that if we are without faith, we will have no hope. But fear not, there is a Source that is greater than all others and every year that we are alive, it is another opportunity to live our best lives yet if we will only think positively. If in the past you always saw things in a negative light, let your New Year's Resolutions be the key for opening the door to a life of abundance which is based on a positive outlook.

During the course of 2010, many outstanding persons have been called to higher service. Many families as we come to the end of 2010 are without loved ones but the Holiday Season brings consolation and caring to take away the thoughts that are not in keeping with this time of year. Let us look forward with a thankful heart to what can be in the New Year.

The year 2010 will be remembered for a long time. Apart from the aftermath of the recession taking its toll, Hurricane Tomas could not have come at a worse time but the resilience of our people was demonstrated once again and things are gradually getting back to normal in many parts of the island that were seriously affected.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Many projects were executed during the year to equip entrepreneurs with the skills to improve efficiency in their businesses. Incentives were given to young persons to compete for awards in the GeneX and The Big Start programmes, among others. The SLDB is working with its financial support packages and the trend of increased activity in the Micro, Small and Medium Enterprises Sector can only advanced. As we consolidate our position in the services sector, many new opportunities for employment will become available. Private Sector Associations must be supported to provide the necessary shepherding that will help in improving the success rate of businesses.

Surveys that were undertaken in developed countries have shown that as much as 95 percent of micro and small businesses fail, a substantial amount of them by year 2. This is not a healthy situation. A business is not only considered to have failed when its doors are closed and the signs are taken down but rather when the business progressively fails to return a profit. Mentoring will play an important role in the future which beckons a new profession – Life/Business Coach.

In preparing to write this article, I checked Yahoo and Google Search for the top 10 Small Business ideas in the U.S.A. and I saw a clear front runner in Internet Related Businesses. Most can be operated from home and as a result these types of businesses are very cost effective, allowing owners time freedom in many instances. I plan to be a WEBPRENEUR in 2011. My business will be strictly be an online global business. I have a few websites for you www.smallscalebusiness.com www.noobpreneur.com www.smallbizlabs.com I will like to be able to operate my business from anywhere in the world, my virtual company – my laptop computer will go anywhere I go and get busy upon demand anywhere there is internet service. That will definitely be a lifestyle change. I tested it in 2010 and I am now ready to implement my business plan. It is time to think global and with SKYPE and Google Video Chat what more can a Webpreneur ask for? Are you ready to join me? I have some exciting ideas for 2011 and as always I hope you will be a part of the experience. It is time for action. You can have your best life now. However, it will be so much easier if you get together with like minds and change the way you do things in 2011.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

This New Year's Eve should be special in many ways, giving thanks for year that was and seeking abundant blessings with life changing effect in 2011. Do the things that will make a difference, build your faith by practicing AFFIRMATION, read good books and plan to serve others, share your knowledge, take responsibility for changes in your community. Do something in the coming year you always wanted to do. JUST DO IT! Yes you can! Make 2011 a Can Do Year, set goals and follow through on them. You can make a difference for yourself, those close to you and your community. Think Positively!

I wish above all things that you will prosper and be in health – Happy New Year to all!

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#67 LIFE CAN BE GREAT IN BEAUTIFUL SAINT LUCIA!

January 19, 2011

Harris At Large!

LIFE CAN BE GREAT IN BEAUTIFUL SAINT LUCIA!

It is becoming more difficult to stay positive in today's world. However, being positive is the only way out of the financial and social predicament that is facing us today. This is the time for people with creative minds to get going with new ideas that will impact positively on the people of the world. Saint Lucia offers a lifestyle that can help to cultivate creative minds that have the ability to produce Millionaires. St. Lucia with all the entertainment and name brand shops around, there is now serious motivation to make legitimate income. Whatever business idea you have – just do it!

This is a great time to be alive and it gets even more exciting when you get the realization that you can contribute to making the world a better place. There can be no better feeling than that. Let us work towards making our world a better place. I am very excited about 2011. Some of my friends will ask when I am not? It takes hope to make the next step and that hope is bounded in the belief that tomorrow can be better.

It was very refreshing to hear that the real estate industry is bouncing back. Members of the Realtors Association are so confident that they are getting ready to participate in a Property Show in London in March. One of the leading Realtors is already operating offshore brokering deals with Investors seeking offshore properties with the purpose of establishing businesses, and not merely speculating. When persons within an industry are investing in advertising and promotion, it is always a positive sign.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

We hear about a Millionaires' Club in the making. Entrepreneurs are now speaking openly about making millions. There was a time when the word million was excluded from the vocabulary of our local Entrepreneurs but not anymore, especially since there are so many executive/luxury cars on our roads, and our dealers are winning awards. There has been serious lifestyle change in St. Lucia and it is very much for the better.

Saint Lucia has a special gift for bouncing back and Hurricane Tomas is now almost behind us, persons who were in tents are now in homes and the business community is doing its best to move forward. It is unfortunate that donor support is not what it used to be and we are almost left alone to paddle our own canoes. The world is having its fair share of disasters and commitments are not being honoured as before. There are too many competing disasters.

In recent weeks, I have been hosting a television show – Let's Talk Business on HWTV Channels 42 LIME and 78 on Karibcable and also available on the internet at www.sluhwtv.com My principal objective is to create a platform for creating Millionaires through the effective use of Internet Marketing, an area of business that we are yet to establish ourselves but should be today's major thrust. It is low cost and in most cases can be adopted beautifully as a Home Based Business.

Barbadians continue to lead the way in the MLM industry, almost on a weekly basis I get offers. They are great on taking the lead on MLM opportunities. Breaking news on most MLM and Internet Marketing projects are released on the World Wide Web. Begin to spend some time investigating what is new in internet related businesses. That is where you need to place your emphasis in 2011. Use your computer effectively. Promote things St. Lucian, whatever you do try to promote St. Lucia. Use Facebook, Twitter and other Social Media programmes to promote your offering and St. Lucia. When you win St. Lucia wins and when St. Lucia wins, you win. But it is much more than that. It is not merely a Win, Win situation, it is a Win, Win, Win proposition where you win, other businesses in St. Lucia win and the Nation wins. Don't be selfish; share your opportunity along with the opportunities of others. It is time business persons begin the do cluster advertising. Don't think individually, think collectively – Joint Venture.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Nothing surprises me anymore. On Saturday I went to a certain place where the small man is lining up hoping to be a real man financially. I walked up to the bar and before I could settle down in my seat, a young man addressed me very courteously with a question – do you know me? He went on to explain where, as I did not look quite sure. As the conversation continued he shared some interesting information with me – how I can be drinking Champagne every night and most important how to finance that type of lifestyle. That is networking, a skill I highly recommend in 2011.

The next day I was driving and tuned in to a recently established radio station where Christmas songs were playing. I said to myself, yes things really nice in St. Lucia or is it that since Christmas was kind of postponed, the station was allowing its listeners to catch up? There is no better place on earth than beautiful St. Lucia!

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#68 IT IS TIME FOR APPOINTING YOUTH AMBASSADORS IN SAINT LUCIA

February 17, 2011

Harris At Large!

IT IS TIME FOR APPOINTING YOUTH AMBASSADORS IN SAINT LUCIA!

The Dictionary definition of the word Ambassador includes – someone who is considered to represent an activity, organization company, etc. Young persons who can be considered leaders could be found in every community across St. Lucia. It is time that these exemplary youngsters be recognized and challenged to serve their communities. I am fully convinced that recognition brings out the best in individuals. It is for this reason I commend the Chamber for promoting the St. Lucia Business Awards.

It is now St. Lucia Industrial & Small Business Association's turn to recognize the outstanding businesses in the Micro, Small & Medium Enterprise (MSME) Sector. It is very interesting to note that the associations are not restricting the Awards to their members only but any successful business could be nominated. President Flavia Cherry has been successful in getting support for a number of programmes initiated by the association. The most recent was a Business Mission to Martinique, sponsored by SEQUA.

My search for guests for my TV show – Let's Talk Business on HWTV Channels 42 Lime and 78 Karibcable and online at www.sluhwtv.com, Wednesdays at 8.00 pm. I am getting first-hand knowledge of several talented individuals in St. Lucia. The creativity of our business persons in the literary arts and services sectors are striking a high note at this time but there is need for simple steps that need to be undertaken with a sense of urgency. I specifically refer to a database for identifying the players in the various industries. Local business persons are losing a lot of business to overseas contractors because of a lack of knowledge of locally available service providers by potential clients. We need to develop an effective Database for all categories of business giving priority to Services and Literary Arts Industries.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Some of our young people are on their way to the big league but there is need for venture capital support to get them up to world class status. I am certain that there are Investment Angels who can be encouraged to take a look at St. Lucia's budding Entrepreneurs. Something has to be done quickly as our young people are getting restless and are very likely to venture abroad, leaving the country poorer for their action.

I met a young gentleman who gave me a lot of reasons to be comforted that our young people are capable in keeping the Entrepreneurial spirit alive in Saint Lucia. He has established multiple streams of income and is involved in Temporary Brush Tattoo Designs, Carnival Costume Designs, and Kay Dee Dolls with yet another company to be launched shortly. I am certain that many of my readers know the person I am referring to. Just in case you don't recognize who he is, I am pleased to introduce you to Mr. Gilland Avril, He participated in a number of business development and skills programmes sponsored by OPSR, Belfund and other agencies. His team placed third in the Big Start TV programme, nominated for Idea of the Year and the Prime Minister's award for Innovation at the recently held Chamber's St. Lucia Business Awards. I am ready to support Mr. Gilland Avril's nomination for an award for Outstanding Young Entrepreneur and Youth Ambassador.

I am trying to catch up on my appreciation for the arts. I attended The Film & Audio-Visual Night organized by PACE in collaboration with CDF on Wednesday, 16th February, 2011. The event was dedicated to the memory of video-journalist Francis "Photobias" Tobias. It was an enjoyable evening and I am now aware of the several achievements of our leading local artistes and producers. We need to take these programmes to the schools so that an awareness could be developed by the students who will in turn discuss their experience with their parents. Ultimately, we will have greater appreciation and involvement of our citizens in Arts and Culture.

I am pleased to announce the launch of my first How To Book targeting Foreign Direct Investment in the Real Estate sector. Title: Introduction to Investing in Real Estate in Saint Lucia. Now available at www.i-proclaimbookstore.com

You can join Gilland and Ed at www.groups.yahoo.com/globalmillionairesclub and let us network. Your contribution will help to encourage others. Don't wait on a JOB, create one! Become a Youth Ambassador!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

#69 MIDDLE EAST TURMOIL THREATENS EVERYONE!

February 24, 2011

Harris At Large!

MIDDLE EAST TURMOIL THREATENS EVERYONE!

While we celebrate our 32nd Anniversary as an independent nation, it is important to take note of the fact that while we are independent, our survival is based on interdependence as the actions of other nations will impact on us for better or for worse.

Just when we were beginning to feel that the economic situation is returning to normalcy, the turmoil in the Arab world emerged. The wave of demand for change is unstoppable and the old system of governance is called into question. The strategic interest of the develop nations is threatened. When oil supply is threatened, every aspect of business is placed under pressure, principally among them being transportation. Prices of commodities will rise and when this situation occurs, in many instances there will be no reversal. Inflation will rise sharply. As this week ends, oil is hovering at around US\$105.00 per barrel and it is very likely it will continue to rise in the weeks ahead.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

There are no longer rumours of wars, wars are everywhere. Where there are no unrests, there are disasters. Are we living in the last days? There is even a prediction that the end of the world will be sometime in May of 2011. I am not going to bet on that but what I know – there will be a new world order. The people of the world will no longer allow governments to carry on with business as usual where the rich gets richer and the poor gets poorer even when the people are willing to help themselves. There must be a better way. The wanton wastage of financial resources taking place in our world must come to an end. For several decades, the leaders of the world have been speaking about poverty alleviation but nothing substantial is being done. What is the vision? Is there a real vision for poverty alleviation? The first sign of that vision will be when governments begin to take care of their people. When health care, education, security services, innovation, technology, research and development, promotion of the micro, small and medium enterprises sector are given the priority that they deserve, then it will be well with the people.

It is time for all people of goodwill to stand up for what is right and ensure that their freedoms are preserved. We in this region with few exceptions are blessed to live in democracies where the rights of the people are respected. Our region is considered a zone of peace, primarily because of the freedoms we enjoy. The regional integration movement is alive. CARICOM Single Market is advancing and the Organization of Eastern Caribbean States Economic Union is reinforcing the wider movement

The year 2011 is going to be a politically active year for the voters in St. Lucia and Guyana. While the winner is clear in the case of Guyana, the St. Lucia situation is different. The elections in St. Lucia are due within nine months and the battle will intensify in the weeks ahead. There are two different electoral systems in the region. Guyana is the only country in the region with Proportional Representation. St. Lucia and the rest of nations in the region have First Past the Post. There is another important fact about elections in Guyana, Coalition is not an option. Winner takes all, whether the party with the most seats gets 40% or more at the polls. As a result Guyana can be ruled by a minority government.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

As St. Lucians celebrate the 32nd Anniversary of Independence, it is important to remember the adult suffrage came first and as a result of an elected parliament, it was possible to seek independence from the colonial masters. We must endeavour to get a better turn out at the polls. Less than sixty percent is unacceptable. We must do better. This is one of our freedoms we must preserve – the right to demand a government of our choice. Thank God that to date there is no alarm about rigged elections in St. Lucia. Let's give thanks!

We must resolve to work together for a brighter future in spite of the anxieties and uncertainties of the 21st century.

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#70 DON'T SEND ME FLOWERS WHEN I AM DEAD!

March 17, 2011

Harris At Large!

DON'T SEND ME FLOWERS WHEN I AM DEAD!

I have been living a life of celebration in my heart since the evening of the 11th of March, 2011 when I received SLISBA Membership Award. I thought it would have never happened but it did. I received my bouquet of flowers in my lifetime and did not have to wait until I die. Little things do mean a lot and I thank God for the opportunity.

Service above self is what I practice all my life. When I joined Rotary, I was able to validate my experiences. After eighteen years of active membership in SLISBA, I thank my friends and well wishers for being by my side during a journey that is not yet ended. I continue to participate in programmes and attend meetings on behalf of SLISBA whenever called upon. I am never too busy. I respond promptly to requests from several persons who call upon me for business advice.

I am keeping a watchful eye on the Realtors Association (Saint Lucia) Inc. The Association will host its 1st Annual General Meeting on March 22, 2011. I received the first Honorary Member Award from the Association in May 2010. That was a surprise to me but I cherish the recognition. When I asked myself the question – Did I earn it? I answered in the affirmative. So I am at peace with myself.

As I reflect upon my involvement with Associations over the years, I have one regret, and that is the lack of involvement of members of associations and the indecision of others to get involved. The question keeps coming up – What is in it for me? The real question should be – What can I do to make the association execute its mandate effectively? It is in giving that we receive. With every passing year Associations find it difficult to maintain their membership level in the new year. What's in it for me syndrome is robbing many persons of achieving real success in their particular endeavour.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

There was always the issue when Corporate Social Responsibility was discussed, whether it should be Corporate Social Responsibility or just plain Social Responsibility. If we all accept our part in social responsibility, this world will be a better place. Giving Back versus Taking Away, what is your take?

About three years ago I wrote on two subjects, a) the economic environment and how it was impacting on business persons and b) the neglect of the youth which will in time increase crime. The latter is happening and the former is finally raising its head. Many Micro and Small business persons who once ran profitable businesses are giving up and aggressively seeking to join the job market. Those who heeded my advice to get involved in multiple streams of income are now smiling, especially those who invested in real estate. The smart Entrepreneurs who bought land instead of investing in personal non income producing assets are smiling all the way to the bank with a minimum of 100% return on investment in five years.

Those micro, small and medium business operators who are experiencing difficult times must get together with their Business Support Organizations and find solutions to their problems. There is definitely the need for some flexible terms of financing and new financial arrangements. It is time to look at Barter as a means of doing business and paying bills. Barter has some interesting advantages especially in settling outstanding debts. Will somebody wake up to this age old system that is working today in the developed world?

Everyone is complaining about the price of oil but it is necessary to look at the movement of prices on super market shelves and services. With instability in Arab countries and Africa followed by natural disasters, we are in for some serious times. There is no letting up in the many problems in our world today. Earthquake is striking everywhere. The recent situation in Japan is an eye opener.

In recent times I find myself responding to invitations to attend church services and I must confess I am refreshed by the experiences. I plan to continue fellowshipping with believers. I will like to suggest that leaders in our communities lead the charge in attending church services. Let us do everything to be role models for the young persons in our midst.

We need Faith to live in today's world so that we can rejoice in all things.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Be sure to recognize those persons in your community for their contributions. Let them know you appreciate them and support their efforts.

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

#71 ARE WE LIVING IN THE LAST DAYS???

March 24, 2011

Harris At Large!

ARE WE LIVING IN THE LAST DAYS?

The signs of the times are very revealing. Some folks will hasten to conclude that the end is near but the actual timing no one knows. If I have a choice, I will prefer to be caught up to meet my Saviour in the air. After all, who wants to die? Except for those who commit suicide, to be alive and in health is the greatest gift.

In recent months the death announcements include persons in certain age groups that were never dying in such numbers before. Many are called to higher service in their prime. Although I am at the age of retirement, I want to keep busy and continue to share my experiences. In so doing, I believe that my Heavenly Father will extend my life beyond the promise of three score and ten years, and well beyond four score. There is one way to get the blessing of long life – keep busy, doing good.

I am not only doing my best to keep busy. I am also trying to learn new things. I subscribe to the statement – you never stop learning. Last Saturday I attended a Writing Workshop at the Central Library. Messrs G. Rayman and K. Hippolyte were the presenters. Since I decided to pursue a writing career, I have attended a number of literary programmes and am dedicated to developing an appreciation for the arts in general. The time spent at the workshop provided me with an opportunity to learn about Poetry Writing and Presentation. During the workshop, the participants were given an assignment to write a poem. I am so proud of my achievement that I will share my poem with you:

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

I dream of my days of poverty

When men and women lacked creativity

Time was so hard everything was backward

Then came innovation and technology forward

Now everyone enjoys modern day reality.

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Miss Marie Benjamin and a group of published authors will launch a Publishing Company shortly to give persons interested in writing, the encouragement and support necessary for them to be successful. I am very supportive of this venture as I see a great future for persons interested in writing.

No matter what we believe, even if the world will end in May or October, 2011 or not, we must be consistent in forging ahead with all aspects of national development, especially in the area of the economy. It was interesting to note that members of a Trade Mission promoting products manufactured in Barbados visited St. Lucia on March 21 & 22, 2011. The mission was supported by Barbados Manufacturers' Association, Barbados Industrial Development Corporation and LIAT Cargo. Products included Spices and Seasonings, PVC Windows, Solar Heaters, Costume Jewelry, etc.

Persons seeking to move cargo in the region now have a dedicated air cargo service being offered by LIAT. You can check details of the service at www.liatcargo.com. Agricultural Products are accepted.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

The Realtors Association (Saint Lucia) Inc. held its first Annual General Meeting on March 22, 2011. Miss Heather Floissac was unanimously re-elected to the post of President and was given a new Executive to undertake the task of collaborating with the government to regulate the real estate industry. Mr. Titus Preville, Permanent Secretary in the Ministry of Tourism and Civil Aviation was the Guest Speaker. He lauded the initiatives of the members of the Association and assured the gathering of the Ministry's support. Members drew to Mr. Preville's attention, the need for their involvement in Tourism related activities as they are very much involved in promoting the destination. They also look forward to the materialization of a Real Estate Tourism programme which was discussed with the Minister – Senator, Honourable Allen Chastanet.

I was kept busy this past week. I look forward to attending the Fashion Show on Saturday, March 26, 2011 at the Royal St. Lucian Hotel. Cinnamon Productions promises its patrons a night to remember. Overseas Fashion Promoters will be in attendance.

Whenever the end comes, be ready. In the meantime, keep busy and enjoy yourself. Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#72 YOU CAN RUN BUT YOU CAN'T HIDE!

April 6, 2011

Harris At Large!

YOU CAN RUN BUT YOU CAN'T HIDE!

There is no choice but to face the music and dance. There is trouble and hardship everywhere. It is so difficult to stay positive these days, but if you look hard enough, you will find that there are many ways to maintain your sanity. Just think positive and keep busy. Don't be overwhelmed by all the sad stories around you. However, we can't ignore the fact that we are living in times of great uncertainty as the world becomes smaller and flatter, and no one can accurately predict what's next. There was a time when people were saying that they don't watch television because it is all bad news. I wonder what those persons are saying now. When it is not strife created by man, it is natural disaster.

The world has a leadership crisis. Can we truly look to the USA for leadership after the recent economic crisis? The more we learn about the sub-prime mortgage and how business was transacted, we can only conclude that Big Brother fell asleep on the job. Bogus companies were created to assign mortgages. Today banks cannot trace documents to the owners. While Executives were transferring papers, the banks were being emptied. I just can't understand the premise of the transactions. A company called DOCS was just churning out documents with just a signature that had no relation to the transaction. It is difficult to understand how such despicable financial crimes could have been planned and executed. Whatever became of the persons who perpetuated the sub-prime mortgage fraud?

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Those who are prophesying the end of the world in 2011 are having a field day. In the meantime, life goes on, and don't bother, we are living in a world without end. Changes will come about, time will not stand still and the world will get worse before it gets better. The order of things as we see them today must change. A change has got to come. There are many things that are wrong in our world. God is watching.

This shouldn't surprise my readers. I am one of the recipients of President Obama Campaign Launch Letter. It is not going to be easy for him but he has made certain he is out of the gates first. The expected Billion Dollar Campaign is off and running. At least the access to money has never been a problem for President Obama. He can definitely do a better job than Gaddafi in saying that - All the people love him. There will be many lessons to be learnt from the President Obama's first term. One thing is certain, no politician can know for sure what the conditions are in government and how governance is applied when he/she is out of office. Many times campaign promises cannot be realized in government because the prevailing conditions cannot accommodate the proposed actions.

Is our region ready for a new approach to Internet technology in election campaigning? It is time that our politicians follow the leader and put into action President Obama's approach to Internet campaigning. From parties head quarters, a few hundred people could be engaged at Meet the Candidate Meetings by using **www.gotomeetings.com** with video link. Put campaign workers to engage constituents in chat rooms. Set up groups where questions could be asked of the various candidates. Use Facebook and You Tube as well. The more the merrier. We now have internet Radio and TV. Lots of things can happen on line in an effort to drive the young people and disenchanted adults to the polls.

I feel compelled to treat my readers to something uplifting and decided after careful thought to reintroduce my selected Motivational piece of the week.

SELECT YOUR ENVIRONMENT WITH CARE

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Your own positive energy will compel things to turn out the way you desire when you're surrounded by positive people.

Your environment is your mental feeding ground from which the food that goes into your mind is extracted.

Choose your environment with care, one that is positive, one that lifts you up and gives you wings to soar.

Create favorable conditions through your association with others. Avoid people who belittle your ambition.

Small people always do that, but the really great make you feel that you, too, can become great.

We shape our buildings, thereafter they shape us.

It's your friends that make your world.

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Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#73 SEX AND SUCCESS!

May 18, 2011

Harris At Large!

SEX AND SUCCESS!

The flesh is weak and very influential persons have fallen prey to the sexual attraction of the opposite sex. The sex drive has a direct relation to the charisma and dynamism of the individual, and his/her achievements.

Napoleon Hill in his masterpiece "Think and Grow Rich" devoted a whole chapter to the Mystery of Sex Transmutation which he describes as the ability to transfer the sex drive into the professional environment where excellence is the only realization. Just for a moment reflect on the climax of a sexual encounter. It is all about energy and glorious satisfaction!

Over the past few days the world's attention was turned to the accusation made against one of the most powerful men on the planet. The Head of the International Monetary Fund (IMF) Mr. Strauss Kahn is currently behind bars as I write this article. What could have caused such a prominent individual to be placed in such a position where he was accused and subsequently charged for alleged sexual assault? The flesh is certainly weak.

Power must be controlled and one who is used to converting "No" into "Yes" may attempt to apply the technique one time too many. The Seducer's charm may fail as a cocked pistol fails to function in some instances. There is always that thin line that is present between sanity and insanity. The only action when confronted with a situation where you are out of line is to apply control. Bring back balance into your life.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Those persons who travel a lot and get turned on to the opposite sex which causes them to suffer from a rush of emotions to their heads that may cause inappropriate behavior are advised to put DO NOT DISTURB sign when they are in their rooms and only remove the sign when they exit. Never enter when the maid is attending to the room. One ounce prevention is better than ten pounds of cure. The sex urge is vital to mental and physical performance but could be disastrous if allowed to get out of control. Let Yes be Yes and No be No, render no other interpretation even if the blood rushes up to your head and can be seen all over your face. That is being really passionate. It is the intense desire to have someone. Sex and Success can be a winning or destructive combination.

I cannot end without noting the Schwarzenegger affair. Is it being deceptive, indiscreet or what? That is definitely a movie in the making. The flesh is truly weak. There are lessons to be learnt. 1. Since you can't guarantee that you will be forgiven – Never rush to Confess. (You may well find that with time healing is possible). Take urgent action to correct the situation. 2. Do not get too close to any person of the opposite sex if you wish to preserve your existing relationship because there is no guarantee that a fire will not be ignited. 3. Every man or woman is attractive in his or her own way and can send out some compelling signals. Do not underestimate the sexual attraction of any individual. The same blood flows through the veins of the maid and the janitor.

It is very surprising that women are not mentioned openly as men are when it comes to sexual indiscretions. There must be incidents of inappropriate behaviour but are men happy to accept the advances and harassments from the opposite sex? Men are very accommodating when it comes to sexual advances by women and I feel that is not about to change any time soon. The women simply exploit the ego of men.

The odds are against men. I believe that the sex urge is as much alive in women as it is in men. This is manifested in the success of women in all areas of life, especially since they claimed the right to stand up and be counted. Many claim to be liberated and are now equal to men. Some married women demand that they be addressed as Ms. and not Mrs. so that they will not be perceived to be under some sought of direction from the husband but exercise their free choice. We are living in different times and no longer will the woman be silent and execute the will of the man without question.

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It is important that persons in position behave responsibly and respect each other regardless of sex. Let your sex drive work positively for you.

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

#74 IT IS TIME TO REVISIT THE MLM BUSINESS MODEL!

June 10, 2011

Harris At Large!

IT IS TIME TO REVISIT THE MLM BUSINESS MODEL!

Affiliate Marketing, Network Marketing, Relationship Marketing, Multi Level Marketing (MLM), etc., all these methods of marketing have one objective in common and that is to generate sales. The principal function is selling. So as to avoid any misunderstanding, this article is dedicated to the system of Multi Level Marketing (MLM). It is important to note that MLM removes the need for advertising and puts the promotion of the product or service squarely on the shoulders of the Marketer. Wherever possible, a combination of internet and direct word of mouth work best, with the latter being most effective in many instances.

Multi Level Marketing is a Home-Based Business. It pays at several levels and allows for productive business owners to received super financial and social rewards which allow them to enjoy the good life. It affords those who get involve and are successful – Financial and Time Freedom. There is no other industry that has leveled the playing field as the MLM Industry. I know of no other industry that an individual can enter without the usual requirements of a business except with for two qualifications that he or she is prepared to apply the system and do whatever it takes to achieve the goals set out by the company. All that is necessary is that you find a company that you can trust and offers products/services that you can be proud of and get passionate about sharing the experience with others.

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In every industry there are bad apples and it is necessary to apply due diligence to ascertain whether the company and its promoters are reputable. It is very important that you make the right decision about the company that you will be associated with. In the MLM business you do the job once and get paid for a lifetime so it is very important that you step cautiously in aligning yourself with any company.

I was able to view at first hand the life style of Networkers when I participated in two annual cruises with Multi Level Marketing high rollers (MLM Millionaires and Experts) on their annual MLM cruise www.mlmcruise.com This year they will be cruising for the 22nd time and the Caribbean cruise is scheduled for November 19-27, 2011. Last year the group passed through St. Lucia.

It was on my first cruise that I met Rod and Marcie Cook and I have been in contact with them ever since. Visit <http://www.mlmwatchdog.com> I will never forget a quotation from him and I share it here with you "Network Marketing is the only hope for the little guy". This quote is much more than words, it is reality to millions of little guys, who in the past and up to today have lived their dreams only because of MLM. MLM will continue to be the only escape route for the little guy.

The dominance of the MLM industry is not about to be lessened as the big guys are now actively participating in several business opportunities. In recent years, Warren Buffet and Donald Trump have entered the business. President Clinton and other influential persons have applauded the industry. Warren Buffet appears to be on a mission buying up MLM companies. He said "Best money I ever spent".

Now that you have been provided with some information about deciding on the right company and product/service, it is now time to look at a generous compensation plan. There is a lot to know about compensation plans and they can be very complicated but you will understand very quickly as you begin to earn and climb the success ladder. It is important to select a company that its owners have a track record in the industry. Here is an example of dealing with one such company. Hereunder is their compensation package:

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You get paid 5 different ways: 1. Retail Sales – Online/Offline, 2. Fast Start Bonus 25%, 3. Binary Commissions and Cycle Bonuses, 4. Matching Bonuses, 5. Leadership Coding Bonuses.

You be the judge, Linear Income – exchange time for money, only get paid if you work, and get paid only on your own efforts versus Leveraged Residual Income – allows you to be paid on the efforts of hundreds if not thousands of others, get paid for a lifetime for work you did once, and get paid 24/7 even when you are sleeping.

Here are two business opportunities that were introduced to me recently –
<http://www.greenfootglobal.com/xlpro> and
<http://www.enjoylivingagain.com/3ea73307> These two businesses will relieve pain financially and physically.

The time has truly arrived when with the help of the Internet, the MLM industry should be revisited. I am fully aware that many will claim to suffer from MLM fatigue but success comes sometimes by sticking with a business/project that makes sense. Don't give up on a dream that can transform your life. The playing field has been leveled with the introduction of the internet. You can now build a global organization. Your market is no longer your country, it is now the world. You can find leaders around the world with the effective use of social media and really do great things. MLM is good for you!

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#75 IT IS TIME TO LOOK INWARD!

June 22, 2011

Harris At Large!

IT IS TIME TO LOOK INWARD!

We can no longer think that things will get better anytime soon. It is time that we think about lessening our almost exclusive dependence on Foreign Direct Investors and assistance from friendly governments and international agencies. It is time we begin to look inward and stop looking outward for help that is no longer forthcoming at the levels we were accustomed in the past. We must now take action to help ourselves at home. What can we do at home to help ourselves? In short we must now garner our local human and financial resources to find alternatives that can generate investment activities that will assist us over the short to medium term.

The developed world with few exceptions have their own problems and for some time now have been reluctant participants in helping less developed States. Aid flows have lessened substantially from traditional sources over the years. We now rely heavily on the continued goodwill of the European Union with its Economic Partnership Agreement. Thanks to China and Taiwan which have filled the void somewhat. I wonder since the aid flows have shifted if we shouldn't become more aggressive in establishing relationships with more Asian countries.

There are some positive signs regarding corporate social responsibility (CSR) as companies get involved in a serious way in various communities across the island. Do Something Campaign and RISE St. Lucia Inc. are very visible in the communities.

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I wish that as visionaries in our society come up with the various necessary and successful programmes, that they seek to share their experiences with neighbouring island States. What has been done to facilitate regional interaction in the various groups? Apart from our people getting a better understanding of each other, regional tourism will benefit. This approach should now be given priority.

The USA tourist market is being eroded by lack of jobs, increased costs of living, high cost of education, medical care and the list goes on and on. Other markets are no different and very soon, given our dependency on tourism things will become more difficult. The future must be placed squarely in the hands of the people who must take action to secure their future. That is what independence is all about – taking responsibility.

I was on the beach in Vieux Fort last Saturday with a few friends when around 7.00pm we were the only ones trying to resist the wind to take down the tent and get out off the beach. Apart from us everyone had gone except for a police patrol vehicle which passed by. I guess the persons in Vieux Fort who prophesized about the earthquake and tsunami had begun to pray even more. It is time for church leaders to insist that their members desist from alarming the public unnecessarily as the date and time of the end; no human is entrusted with such knowledge. Christians must adhere to the instructions of the Holy Bible which is clear on end time happenings.

It is now evident that God will act in his own time, let us all do our bit to make this world a better place. Beginning today after reading this article what will you do to make your immediate community a better place and by extension St. Lucia? There are things that you will never be able to change or introduce on your own. I challenge you to do something to put together an ACTION GROUP. If you don't feel comfortable to be the leader, find some else who will accept the position and give you full support. Brainstorm to find out what can be done in the community to improve the general condition. Start with a clean up and beautification campaign. Then begin to look at possible businesses that can be introduced to your community. Organize a Co-operative Society with a broad base demand for the goods/services identified. Organize activities that will attract persons to participate. By engaging in simple social and economic ventures, you can transform your community.

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In the past few months, I was able to have as my guests a number of talented young Entrepreneurs on my show, Let's Talk Business! The show is aired on Channel 42 LIME, 78 Karibcable and on the internet at www.sluhwtv.com at 8.00pm on Wednesdays and 7.30pm on Sundays. From the inception of the show, it has been my desire to host all of my guests on one show and get them to share their experiences with the audience. It is time for us to inspire each other. Success must be contagious. The Success Virus must take over this region.

I will never stop trying to get our business people to come together and discuss experiences and new ideas. Maybe it is because I grew up in an era when we were taught that Unity is Strength. The one man stand up show is for Comedians. That is exclusive to that industry. Business is different and it is obvious when you take a count of the various private sector associations in St. Lucia.

I have a very special invitation for you. On Tuesday the 5th of July 2011, I will host a FREE – Be Your Own Boss Opportunity Meeting at the Bay Gardens Inn, Rodney Bay at 6.00 pm. If you ever thought of owning a business or simply earning passive income, this invitation is for you. Once you sign up to be an Associate, you will be provided with free training to ensure that you succeed. We will assist you to create your Dream Board and help you to realize your dreams. I have a Dream that drives me to extend this invitation to my readers – that dream is to establish a strong Business and Social Group that will transform lives and remove all stresses that make attaining Financial and Time Freedom impossible for the majority and only available to a few. Space is limited, register early to avoid disappointment.

Request registration form at Email: caribbiz@gmail.com

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#76 WHAT'S ON YOUR MIND?

July 13, 2011

Harris At Large!

WHAT'S ON YOUR MIND?

I may well follow some important people who boast that they no longer watch news on television, especially the news networks. It is all bad news these days and if you are among those persons who proudly state that with the introduction of cable television they have the world at their feet, you may be having difficulty to face the new day most times.

Life isn't easy these days and it is even more difficult for persons who have to meet a payroll. It is bad news and what makes it even worse is that there seems as though there is nowhere to turn. However, that is if you continue to look down the path that has been travelled over and over and leads to nowhere. We must now explore new pathways and find our pot of gold. The old gold fields have all been worked out, there is nothing left. New discoveries will bring new fortunes and new hope.

As I write this article, a number of things keep coming up in my mind. How can things be changed from doom and gloom to prosperity so we can start living again? I am thinking about the way it used to be, a time when we were full of hope, seldom a thought of despair. What can be done to bring back the good times which were not so long ago.

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So much has happened in the past decade, many persons have experienced the best and worst of times. It makes the person with no vision of a brighter tomorrow feel hopeless, even to the point that some people feel that the world has stopped moving on its axis. I refuse to accept that the world is at a standstill. I have never been as busy as I am at the moment in spite of the difficult times. I am working as hard as I can to put a team together or should I say building an army. I know that we can all enjoy a better life. What is keeping us back? It is all about our mind set. Selfishness is eating away at the opportunities that are around even now but the minds of many individuals have forced them to deny themselves. Open up to new ideas. Some people believe if it is not broken – don't fix it. You don't have to wait until it is broken to undertake a performance check. Try something new. What about looking at ways of improvement?

National Dialogue on matters of economic survival is absolutely necessary at this time. There should be Community Empowerment Meetings island wide including every nook and cranny. In the current global economic environment, people are losing hope fast. No government can afford a hopeless society. It is very important that some time is spent in providing opportunities for ideas to compete and as a result despair will give way to hope.

I will be first to admit that all is not lost, there is still hope in spite of the wars that are ongoing and rumours of wars yet to come. Scandals and financial fallouts and all other world crisis are everywhere, especially as we stand aside and watch the great United States of America grapple with its share of financial crisis which demands raising the debt ceiling and compounded by high unemployment of over nine percent. Sixty three percent of the persons polled in a recent survey felt that America is on the wrong path in dealing with the economy.

I am convinced that solutions will be found for all the problems that confront the world. This is a correction period; a time for leaders to stand up and take stock of how they manage the affairs of the people. Give the people a stake in what is happening when it is good and when it is bad. It is time that an OPINION BANK is established to tap into the ideas of the people who in the final analysis are the beneficiaries of whatever the outcome – prosperity or suffering.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

So what's on your mind? Do you see the cup half full or half empty? Think positively and you can make this world a better place. It depends on you.

Together, we can make things better.

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

#77 WHERE ARE THE FOREIGN DIRECT INVESTORS?

August 4, 2011

Harris At Large!

WHERE ARE THE FOREIGN DIRECT INVESTORS?

Ease of Doing Business, a World Bank Group Report ranked Saint Lucia as #53 from among 183 countries in 2011. In the Latin America/Caribbean Region, St. Lucia is ranked #6 among 32 countries and #1 among CARICOM countries. It is important to note that Barbados was not listed in the ranking. What has happened to cause St. Lucia's decline in ranking over the years? A few things come to mind 1. Lack of urgency of dealing with the alien land holding process. 2. Timeliness in dealing with responses with respect to investors' requests for information in relation to investing in the country. 3. The length of time it takes to get the necessary approvals to establish a business and develop real estate. Check out the details at www.doingbusiness.org

I had the privilege of visiting a small island State that is less than half the size of St. Lucia and just over a quarter of the population. Ranked far below St. Lucia but In spite of the prevailing global economic problem, everyone seemed upbeat, expressing confidence in the future. I found "HOPE" to be very much alive. I checked the Ease of Doing Business ranking of the country and discovered that the country is at #78. I must conclude that rating has nothing to do with the level of investment in a country. I must hasten to mention however, that it has a lot to do with national pride and the comfort level of Investors.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Politicians are very savvy about political expediency; they have no problem in mending fences and getting on with the business of being elected. Looking back over the years there are several instances where politicians came together and executed their game plan. It is now time to take the same approach in dealing with matters of the economy. In the past two years, Foreign Direct investment Flow has been drying up to the point where it is currently almost at a standstill. It is time to bring all hands on deck – Politicians, Entrepreneurs, Professionals, anyone who has ideas about putting St. Lucia back on the map as a destination for business and pleasure. Let ideas on the economy contend. Sharpen the skills of the Trade Attaches at the Foreign Missions. Support Investment Missions for Entrepreneurs in all sectors, not only tourism. It is time to establish a Land Bank for lands that are currently on the market. When will something be done about Crown Lands in terms of making a portion available for low cost housing and other developments?

In spite of the global economic conditions, our leaders in industry and government must be trail blazers, doing everything possible to attract new investments to St. Lucia. I hasten to mention that it is necessary to look inward while we seek out opportunities external to St. Lucia. There are many things we need to begin to do right here, right now, to make the economy better. What about the National Economic Council? What has happened to this Think Tank? Let the dialogue begin at all levels now! There must be a consistent approach in dealing with economic matters. It is time to engage the nation. The economy is everybody's business. Everyone needs money to survive in today's world. This is not a time to depend on others; it is a struggle to make ends meet. This is a call to action.

Emancipation Day was observed on Monday, the 1st of August. When most persons speak about emancipation, they think of SLAVERY. Our fore parents were emancipated from forced labour and domination of the slave masters. That type of slavery has been replaced by economic slavery where most persons are in bondage of DEBT. The debt situation is getting worse, where everyone is now caught in the net of debt and is sailing in the same ship.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

The world is challenged to do things differently. St. Lucia is no exception. There is need to put meaning to many of the words we have been using passively, such as Good Governance, Prudent Management of our Resources, Paradigm Shift, Transition, Mind Set, etc, etc. Does Civil Society have a voice in matters of the economy? This is a time for everyone with an idea to speak up. This is a time to unite against poverty. It is time to stand up and confront poverty.

Many are wondering how there were so many revelers during Carnival and the price they willingly paid to participate. That is no mystery. Many were suppressing their frustrations. We must find a solution to the economic problems now staring many directly in the face. Together, we can make things better.

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#78 AFTER CARNIVAL 2K11 – ARE YOU ENERGISED, FATIGUED OR BROKE?

July 21, 2011

Harris At Large!

AFTER CARNIVAL 2K11 – ARE YOU ENERGISED, FATIGUED OR BROKE?

Carnival is over. I hope everybody got their money's worth. I make the point of money's worth as every year for the average person to participate in a band, it takes double the financial sacrifice. The band leaders were very happy as they recorded their numbers, and they should be. I congratulate the designers who thought it would have been a good idea to put some clothing on the ladies and gentlemen. Congratulations!

The judging of the bands had some problems as the bands were too far apart in getting to the judging area. I feel that the distance between Choc Round About and Vigie Playing Field is too much. Maybe Beausejour is the answer for the first day of Carnival and the second day the bands should hit the road, starting off from Millennium Highway into Castries and exit into Sir John Compton Highway.

Constant improvement with everything we undertake should be our goal. Innovation – make a good thing better. Generally from the comments I heard, Carnival in spite of the logistical problems was great. Our French neighbours made their presence felt and added additional excitement.

There were not many TV stations broadcasting the bands in the streets this year. At the commencement of the parade of the bands only HWTv carried live broadcast showcasing the beauty of St. Lucia's Carnival. The management of this station should be complimented for their effort.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

It is time to get back to work and prepare for the challenges ahead of us. This is the time when parents are preoccupied with the new school year and in many instances – where will they find the money to buy books and uniforms? With every passing year the situation gets worse than the last. School leavers looking for employment could have a daunting task. I have some advice, Youngsters have to get back to the practice of the old days when school leavers were willing to be apprentices and work for a stipend. Our young people should stop looking exclusively for jobs and find ways to put their skills to work. Many young people can earn their livelihood by the effective use of the Internet. Internet related businesses should be introduced in schools. Projects in the field of Internet Marketing should be encouraged.

I saw an advertisement in last weekend issue of this newspaper and I wondered how many young persons looking for jobs will apply? It offered a great opportunity for persons with access to a computer. Free Training will be provided. There has to be a process of sensitizing our young people about opportunities in the global village. Facebook and games should not be the dominant use of the computer. Alternatively, gainful employment could be created on the internet.

I keep referring to the need for drivers of development in our country. Who will drive the process for creating businesses in the new economy? The time has come for a period of preparation for school leavers seeking to enter the field of work. There is something missing. Students upon leaving school are equipped with education but there are other preparations necessary for the field of work. This linkage seems missing. The National Skills Development Centre is an effort in this direction but is just not sufficient. How can volunteerism help?

The Do Something Group should expand their mandate to include the empowerment of citizens, especially the young ones. Don't only give a fish, teach people to fish. A comprehensive programme needs to be put in place to reach out to the development needs of our communities. Empowerment begins with a mind set. There is urgent need for a process of awakening to be introduced in every corner of our island. In the past three years things have changed drastically. However, some persons are still stuck in time neglecting the realities of the day.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Whether you are energized, fatigued or broke after Carnival 2K11, it is now reality time. You have to face the challenges. Regardless of whatever state you find yourself, you can be assured that many persons are already planning for next year's carnival. Life goes on!

Together, we can make things better.

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

#79 IT SHOULD BE ALL ABOUT THE ECONOMY, INVESTMENT AND JOBS!

August 11, 2011

Harris At Large!

IT SHOULD BE ALL ABOUT THE ECONOMY, INVESTMENT AND JOBS!

I feel the pain of those who are unemployed, underemployed or even employed and can't meet their financial obligations. The greatest nation on earth is struggling with the same issues. It should be all about the economy at this time. The current unrest in the UK attests to the unstable environment in which our young people are asked to live in. The future as it relates to jobs is very unclear.

Hope is fast disappearing and the desire to level the playing field of poverty is stepping in. It is not a good time for the political leaders of the world who are expected to find economic solutions.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Something interesting has just happened, the OECS Governments have agreed to open their gates and all that a citizen of the sub region needs to do is to jump on a plane, armed with adequate resources and stake their claim to freedom of movement and right of establishment. I will sincerely hope that an urgent study will be undertaken to point Entrepreneurs to opportunities within the sub region. Entrepreneurs have been finally given the opportunity to find their ELDORADO in the OECS. This is a time for the Chamber of Commerce, SLISBA and other private sector associations to take collective action to inform their membership about opportunities in the OECS. We don't have to think anymore about the movement of our key staff. I hope it will be hassle free. Think about the possibilities – a small ICT company can now own a subsidiary in every OECS State and put its headquarter in any one of them.

Our OECS Governments indirectly have created new challenges. The principal one is to keep their existing businesses at home. Don't be fooled the decision to open up the countries to OECS citizens has been ongoing especially in the area of business. Grenada in the past two years has lured a few of our successful manufacturers to establish operations there. They are quietly providing the necessary incentives that are exciting our manufacturers. My recommendation is that the private sector associations with the support of the Government and agencies such as OPSR put together an adhoc committee to urgently identify investment opportunities that can be duplicated throughout the region. Given the present state of businesses, many grappling with keeping their heads above water – financially, there will be need for financial assistance to implement the project.

How can we energize the economy to produce jobs? Where are the incentives? There is need for new thinking as it relates to creating businesses. There should be a pool of money dedicated to making this happen. I am not suggesting grant funding; I am looking at serious Entrepreneurs seeking to participate in a fund that will be revolving. There is need to recharge the energies of those Entrepreneurs who have stopped short of the finishing line, just waiting for a glass of water to complete the race successfully. The race I refer to is not about being first but to successfully completing the distance.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

I am suggesting that administrators in every Government Ministry, Agency or Corporation that has to do with investments in this country go through their drawers and cabinets and seek out those Investors who showed an interest in investing in St. Lucia and get in touch with them, let them know you are interested in their business, and those who are knocking at the door, take them seriously. Acknowledge receipt of their proposal while you process their request. This is time for prompt action. Treat every Investor with respect. Make him/her an Ambassador. He/she may be the one to introduce St. Lucia to the rest of the world. While we are on the subject of investors, it might be a good idea to invite those Investors who currently operate businesses here to a Seminar and Cocktail Reception to share their experiences and at the same enlist their support to attract Foreign Direct Investors. The winners are going to be the ones who show a serious interest in the Investor. It is getting more competitive with every passing day.

St. Lucia has the benefit of size. In today's world size could be an advantage. Singapore comes to mind. I have heard so much about the progress of that country over the years that I feel I visited it. Let us get together; I am ready to make a contribution to the debate. I am firmly convinced that we can do a better job at creating employment and promoting St. Lucia as a unique destination for business, pleasure and retirement in the Caribbean.

St. Lucia has a lot to offer to investors and vacationers. We surely have more restaurants, bars and entertainment options than any other OECS State. We should be advertising in every OECS newspaper inviting Entrepreneurs to invest and headquarter their operations in St. Lucia – An ideal location for Business and Pleasure. I love St. Lucia! Can I help?

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#80 THINGS CAN BE BETTER!

August 30, 2011

Harris At Large!

THINGS CAN BE BETTER!

There are so many things that can be done differently and should be done differently if progress is to be made that sometimes I feel like screaming at the world. That is how frustrating it can get sometimes. The social media is one place you can find some consolation where you share your frustrations with your group. I resort to that sometimes.

Elections are upon us and I hear the politicians telling the people what they plan to do for them but what I am not hearing is what the people want for themselves. The communication seems to be one sided. When I was a much younger man I used to attend evening classes and there was a certain lecturer who was an Economic Planner and he recommended that planning should be done from the bottom up rather than from top down. This is the time to engage the politicians and discuss the issues that affect you and wherever possible identify solutions.

At budget time the private sector is invited to submit proposals, at election time Civil Society should be invited to do the same. It is not what your country can do for you, it is what you can do for your country - JFK. There is too much reliance on the politicians to do things right, without any assistance from the citizens. Then when things go wrong the politicians are blamed. There are times that politicians refuse to take the advice of citizens but in many cases it is because many persons are not willing to stand up for what they believe. There is need everywhere for participatory governance.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

This is the time for voters to present their wish lists to the politicians. Some of the things that come to mind include: - 1. To provide education that is relevant to the needs of the society, and will not only educate young people but equip them with skills for work and life. 2. To establish a trade school that will teach essential skills. The process should begin from Primary School. 3. To create a Ministry or Secretariat for Innovation and Technology. 4. To create an enabling environment to facilitate expeditious processing of business approvals, using the ONE STOP principle. 5. To implement a global Tourism and Investment Ambassadorial Programme that will supplement the activities of the National Development Corporation and the Tourist Board. 6. To get the Trade Representatives in all Embassies and High Commissions to visit trade shows and arrange investment missions to and from St. Lucia. 7. To erect a 500 room Hotel in Vieux Fort with a Casino and all amenities that will provide a high level of customer satisfaction. 8. To give special incentives to successful companies that will open up their share holding to the public so that citizens can get a better return on their investment than banks currently offer on savings and fixed deposits. 9. To forge a strategic partnership between Government and the Private Sector. To support Micro, Small and Medium Enterprises by strengthening the institutions that assist them, including the St. Lucia Industrial and Small Business Association (SLISBA) and the Saint Lucia Coalition of Services Industries Inc.

I am hopeful that my readers will come forward with other ideas to help the Government to help its citizens. We are living in times some may consider to be the last days but things can be better if everyone makes an effort to ensure that elected officials exercise the mandate given them at the polls in the best interest of the people not only of the people who elected them but the nation as a whole.

I will be back in the studio to record a new series of Let's Talk Business scheduled to be aired on Wednesday 7th September, 2011 on McDowall Broadcasting Service (MBC) – Television for Everyone, formerly Health and Wellness Television (HWTV) on channels 42 LIME and 52 Karib Cable. You are invited to contribute to the station with your ideas and even to host a show. Please feel free to contact the station and suggest events that you will like to be covered. MBC – Television for everyone!

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#81 O.E.C.S. BUSINESS COUNCIL – A DIFFERENT APPROACH!

September 8, 2011

Harris At Large!

O.E.C.S. BUSINESS COUNCIL – A DIFFERENT APPROACH!

Every successful undertaking must have a dedicated driver. The OECS Business Council idea was introduced in 2009 and after much persistence by an Official of the ECCB, leaders in the private sector took note and today the organization is poised for a successful implementation across the OECS. While Chambers of Commerce are in the forefront in most countries, it is the expressed intention that the OECS Business Council be the representative private sector umbrella organization throughout the sub region. In St. Lucia a few private sector associations, namely St. Lucia Manufacturers' Association, St. Lucia Chamber of Commerce, Industry and Agriculture and St. Lucia Industrial and Small Business Association embraced the idea from the inception.

Several video conferences were held during the planning stages of the organization where a number of issues were discussed and decisions taken. A meeting was held in St. Kitts a few months ago where an interim board was appointed and the St. Kitts & Nevis Chamber volunteered to serve as the Secretariat to facilitate an early implementation of the Council. The Council will seek to bring to the attention of the OECS Heads of Government matters that affect the private sector along with recommendations. It was also noted that international funding agencies will rather deal with a block of countries than deal with them individually.

HARRIS AT LARGE

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An important alliance was also formed with the Birmingham Chamber of Commerce and Industry in the United Kingdom as Lead Partner in partnership with three Chambers of Commerce and Industry in the OECS and Promofirenze – Special Agency of the Chamber of Florence. The alliance resulted in a nineteen month Pro-Invest project – “Developing East Caribbean Business Organizations” (DECBO). A conference was hosted at the Bay Gardens Hotel Conference Room in St. Lucia – September 5&6, 2011 to update the partners and representatives of Chambers throughout the OECS. Representatives from Antigua & Barbuda, Anguilla, Dominica, Grenada, Montserrat, St. Kitts & Nevis, St. Lucia and St. Vincent & the Grenadines participated fully in the discussions. Every opportunity was taken to make it abundantly clear that the OECS Business Council is not a Chamber organization but it is open to all private sector associations. The initial organizational work in most part is being undertaken by the Chambers.

The two-day agenda covered topics such as Building Regional Partnerships, Organizing the OECS Business Council to function effectively, Programme for advancing the continued operation of the Business Council, The DECBO project – its structure and components, The DECBO experience, Lessons for Eastern Caribbean Business Support Organizations, Replicating and sharing ideas and experiences, Current issues affecting OECS Private Sector, Future projects and capacity building development. The presenters were Doug Mahoney, OBE, International Trade Director – UK Trade & Investment, Jonathan Webber – Birmingham Chamber of Commerce & Industry, Kim Knowles, KRK Associates – DECBO Evaluator, Alessandra Princi, Business Development Officer – Promofirenze, Michael Morton, Chairman – OECS Interim Business Council, Calvin Cable, Executive Director – St. Kitts & Nevis Chamber of Industry and Commerce, Arnold Thomas, Executive Director – St. Vincent and the Grenadines Chamber of Industry and Commerce, and Brian Louisy, Executive Director – St. Lucia Chamber of Commerce, Industry and Agriculture.

The DECBO project has set the stage for an informed approach regarding the operation of the Council and established relationships that have committed to provide continued assistance to the Council beyond the lifetime of the project. In St. Lucia an attempt was made to form a Private Sector Council but it was unsuccessful. Local Chapters of the OECS Business Council will definitely be a step in that direction. The Saint Lucia Coalition of Services Industries should also benefit from the establishment of the Council.

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Moving forward, the Council is expected to be fully implemented by September 30, 2011 and a programme of sensitization is expected to follow shortly thereafter. This will take the form of visits to all Member States by a team to outline the benefits of the Council and to emphasize the need for all private sector associations in each island to be on board. This is an opportunity for all private sector associations to take full advantage of and prove one more time that Unity is Strength.

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#82 DIFFICULT TIMES ARE AHEAD OF US!

September 16. 2011

Harris At Large!

DIFFICULT TIMES ARE AHEAD OF US!

What am I hearing – is it JOBS, JOBS, JOBS or POLITICS, POLITICS, POLITICS? I think I am hearing both. We are already in election mode even though no one knows whether it will be two or five months from now. However, whenever elections loom, nothing much happens in the economy. Entrepreneurs adopt a wait and see attitude but in this part of the world I am yet to see an Entrepreneur with a good project packs up and leave because he doesn't favour the new administration. My advice to Entrepreneurs is to get on with the job of creating wealth in the economy.

I continue to be concerned with the political stalemate in the United States of America. The two parties are divided on the issue of raising taxes. President Obama is sticking to his position in relation to raising taxes and it seems to me that he is getting support from some influential private sector and university decision makers. My concern is primarily about America's contribution to our principal export – Tourism. If there continues to be uncertainty in the market and lack of JOBS for the poor people and middle class in the country, our tourist arrivals will definitely be affected. At the moment while there is hope in the numbers that have been shared with the public, hoteliers have got to make deep discounts to attract guests. Something has to happen very soon to prevent a serious fall out in the industry. Everything must be done to return the industry to 2006/2007 level of activity.

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It is customary that during election time jobs become available due to the heightened construction activities and at this particular time, the roads and bridges damaged by hurricane Tomas must be dealt with. Beyond the next six months, government will be hard pressed to maintain those jobs and it is for that reason some incentives must be given to the private sector to open up new projects and as a result provide jobs to the unemployed. It is interesting to note that Caribbean Export is in the process of launching two support schemes, amounting to several millions of dollars. While there are some restrictions as would be expected, Consultants in the region should be busy and it is my hope that St. Lucian Consultants do not sit back and wait for a call but aggressively pursue opportunities across the region.

In many instances as assistance projects are about to end, there is a rush to find projects to support. It is time that when projects are received that all potential beneficiaries be invited to a meeting to be informed about the development and encouraged to participate. It seems as though most projects are determined by external agencies but wherever possible I feel that projects should be developed locally to respond to the special needs of the country.

The road ahead is not easy but I feel that there are opportunities that are currently available in spite of the state of the global economy in general and that of the United States of America in particular. I am hopeful that the Congress men and women in the U.S.A. get down to serious business and restore the status of that once powerful nation which was the financial capital of the world. This brings another point to mind which frightens me – the Republicans are calling for less regulations, I hope they are not calling for a free for all like what brought the banks down with the sub-prime mortgages. Governments tend to be heavy handed with regulations especially when they are responding to serious problems but maybe what is needed is streamlining of those burdensome regulations. The oil spills in recent times and the issues associated with nuclear power plants have caused governments to be very cautious about the future of these two industries, and as a result have made regulations that would put a hold on any future expansion. The new salvation call of the Republicans is to open up oil and gas reserves. Drill Baby Drill!

There are definitely difficult times ahead and it will be necessary for governments everywhere to involve the people in matters of national importance.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

#83 NEVER BE SURPRISED AT WHAT YOU HAVE ACHIEVED

October 5, 2011

Harris At Large!

NEVER BE SURPRISED AT WHAT YOU HAVE ACHIEVED!

existence in this troubled world is becoming more difficult with every passing day. What is most surprising is that for no reason whatever some people are determined to make life difficult for others. But we are all controlled by a higher power. Things happen in persons' lives – good and bad to which in many cases they have made absolutely no contribution. That's the way it is. You can call the good experiences Miracles, Coincidences, whatever, and the bad ones the work of the devil but everything in your life will happen in its season.

Against all odds when your time comes to receive your abundance, no one can stand in your way. When you understand that your success is beyond whatever you can imagine on your own, then you will never be surprised at what you achieve because it is the will of the Creator concerning you.

I am reminded by my friends who share my concerns about the state of the world economy and its impact upon Saint Lucia – that this too shall pass. My friends refer to my own statement at the end of my articles and every time I am strengthened. I resolve to keep the Faith. Without Faith it would be difficult to exist in today's world of grave uncertainties and anxieties.

Most people are praying that in the end, a New World Order will emerge and the playing field will be leveled. The old order is buckling under the pressure of DEBT. If too many countries become bankrupt, it will drag the rest into the same position. The time has come for serious consideration to be given to debt forgiveness. Those countries that find themselves in a state where they can no longer manage their debts must be provided with a solution.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

The debt epidemic has spread from governments to citizens. The Jobless situation that has overtaken many persons around the world has caused their personal debt to overwhelm them. There is not only Joblessness, but as a result – Hopelessness has intervened. It is nothing short of a Miracle how many persons cope with the demands of life from day to day. In the midst of all the confusion and strife, there are many people who have a lot to be thankful for.

There is a secret which our people must grasp – that it is necessary for them to cultivate their Minds to think POSITIVELY! Regardless of the state of affairs, positive thinkers can live above the immediate reality. That is the reason why many people wonder how others in the same predicament can be so much at peace with themselves and are in control of their environment. It is the application of that secret that brings about abundance and sometimes persons even pinch themselves when they experience their new state. Armed with the knowledge that with Positive Thinking, Miracles are possible, life can be very different for many persons. I call it a new awakening of citizens. A train the trainer's programme in delivering Motivational Lectures across the nation will energize citizens and give them greater confidence to achieve a better state of well being.

Any party planning to manage the affairs of the nation for the next five year term will have to engender HOPE in the citizens by preparing them to be a part of the solution to the problems that currently plague the society. A change of Mind Set will be necessary for citizens to contribute meaningfully to the financial and social upliftment of the nation. Everything possible should be done to ensure that citizens are equipped with the knowledge to take their rightful place in the global village. The role of the Micro, Small and Medium Enterprises (MSMEs) must be clearly defined and supported. No government should ignore the importance of Innovation and Technology, and the involvement of the people in promoting their country to the wider world. Generally, the involvement of the people in all aspects of the affairs of the nation is of paramount importance.

When there is an acknowledgement on all sides that a change of Mind Set is necessary, there will be no surprise at what the people of Saint Lucia can achieve for themselves and the nation as a whole.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

#84 HOW DO WE CREATE THE BUZZ?

October 19, 2011

Harris At Large!

HOW DO WE CREATE THE BUZZ?

Well it is not only about politics these days; the private sector is getting ahead with their programmes. The OECS Business Council had a video conference this week with first world professionals sharing their expertise in Marketing and Human Resource. Then it was the presentation of twenty thousand dollars by the RG Group of Companies to the St. Lucia Youth Business Trust, and the Global Entrepreneurial Week kicked off with a Mixer which brought young persons with an interest in entrepreneurship and business persons together. Visit www.unleashingideas.org The Chamber of Commerce is very active in promoting programmes that will bring youth entrepreneurship to the fore. The Chamber has done a great job for fifteen years with the Junior Achievement Programme and with the introduction of SLYBT, it is further expanding its reach in serving young people.

It is also interesting to note that members of the Chamber are interacting with the political leadership of the country and as a result getting first hand information on programmes that will fast forward the economy whichever party forms the next government. This is very important that the private sector engages the major political parties at this time so that both sides could be clear on expectations as the country moves forward after elections.

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REVISITING ST. LUCIA'S PAST

There is a political buzz in the country at this time. It is hoped that the next buzz will be an economic buzz. Foreign Direct Investment is needed urgently to stop the financial hemorrhage that is taking place. There needs to be a massive promotional programme to promote St. Lucia as a destination for business and pleasure. Every St. Lucian and their friends should be provided with a script that is geared to promoting Saint Lucia. The promotion should be used to get people to come to St. Lucia. Get the people who will benefit involved and it's FREE! When the people get here, it will be nice to have a weekly networking get together – Meet the Decision Makers. This should be a collaborative effort among the 1. Ministries of Tourism, Commerce and International Trade; 2. The Private Sector Associations and 3. Major Investors in the country. Things have to be done differently. The fact is we need more Investors and more tourists. That is the bottom line.

I got some figures which are very revealing – Tourism is 67% of GDP, 64% Employment and 85% Foreign Exchange Earnings. If this is the true picture, all St. Lucians should get on board and begin a crusade to get the rest of the world to visit St. Lucia. Here is my slogan “Get away from the ordinary and experience the extraordinary – Saint Lucia is Magnificent!”. It is time for the government to excite the people; get them involved.

I made several visits to the South of the island in the past fortnight and I see a part of beautiful Saint Lucia just waiting to exhale. What can be done to energize this part of the island? The trip to Vieux Fort is energy draining and when you get there, there is not much to do except at weekend when people visit the Pointe Sable Beach. It will be great to see a 350-500 room hotel somewhere along the stretch of road leading to the town. In recent times, the number of medical schools has increased and I believe that Vieux Fort should be home for all future medical schools seeking to establish on the island. Everyone is aware of the impact on the economy being experienced by those islands that have off shore medical schools.

I have great faith that Vieux Fort will be the next big thing in terms of development in the south of the island. Already some business persons are developing upscale properties in the area to attract investors and persons seeking a second home in the Caribbean. However, it must be noted that the Entrepreneurs in the area will have to make the first move. How about starting with an Investment Club that will bring local investors together and create an impetus for them to seek out ideas for viable investments? This not a time for solo players, it is time for big time orchestras.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

The buzz is “Vieux Fort – the New Frontier is more than a gold Rush!” Investors will be in for more than a rush, their investment will be sustainable.

Welcome to Brazil, the 4th largest economy in the world. Take a look at a current buzz in a certain part of the country. Visit www.greenplanetinvestment.com

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#85 GLOBAL ENTREPRENEURSHIP WEEK!

November 17, 2011

Harris At Large!

GLOBAL ENTREPRENEURSHIP WEEK!

The challenge confronting governments around the world attempting to grapple with today's difficult economic times is the task of reigniting the flame of entrepreneurship. Real meaning should be attached to statements such as the Private Sector is the engine of growth and Micro, Small and Medium Enterprises are the engine of employment. While large companies are more likely to be downsizing and merging, which activities cause loss of jobs, the real opportunity for employment is more likely to be in MSME sector.

Economic activity fuels growth and make it possible for governments to undertake social programmes. The Entrepreneur should be encouraged to do what he does best with a helping hand from the government. Politicians and Public servants should be enthusiastic about all Entrepreneurs seeking to establish businesses whether they be local or foreign.

This past week saw the hosting of Global Entrepreneurship Week (GEW) 2011 in 123 countries engaging more than 10 million current and aspiring entrepreneurs worldwide with 25,000 partner organizations playing host to 40,000 events, activities and competitions. The event was launched in 2008 and is promoted by the Kauffman Foundation. The St. Lucia Chamber of Commerce, Industry and Agriculture took the initiative to introduce this outstanding programme to St. Lucia and has collaborated with other institutions and companies to ensure its success. The activities brought together young persons with a zest for entrepreneurship to share ideas and compete for awards that will take their ideas to the next level.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I like this quote by Ewing Kauffman “Every individual that we can guide, that we can help to start a new company, is vital to the future of our economic welfare”. Every leader of a nation needs to grasp the message contained in this quote. It is important also to note that every business starts with a conversation; we need to continue the conversation long after the activities of GEW 2011 are ended. You can catch up on the achievements of the GEW activities at: www.unleashingideas.org, www.unleashingactivities.org/country/lc St. Lucia Page, and www.gew.org.uk. Global Entrepreneurship Week was hosted during the period November 14-20, 2011.

The St. Lucia Youth Business Trust (SLYBT), another initiative of the Chamber was launched on the evening of Tuesday, 15th November, 2011 at the Governor General’s residence. It was a very impressive ceremony with the main speakers being Dr. Stephen King of RISE – St. Lucia and Mrs. Marcia Brandon of Barbados Youth Business Trust. A few persons were recognized for their contribution to the successful implementation of the Trust. The following persons received awards:- Dame Pearlette Louisy, Governor General of Saint Lucia, Mrs. Marcia Brandon of BYBT, Dr. Stephen King of RISE – St. Lucia, among other persons and organizations, and Construction and Industrial Equipment (CIE) and First Caribbean International Bank for their substantial financial contributions. Ms. Arlena Louis-Antoine is the Project Coordinator of the programme.

It is interesting to note that preparations for the Annual St. Lucia Business Awards, and other events sponsored by the Chamber such as the Global Entrepreneurship Week (GEW) and the Saint Lucia Youth Business Trust (SLYBT) took place during the 2011 heightened elections campaign. There is a definite relationship between what happens at the political level and the degree of progress than can be achieved in the private sector. I eagerly look forward to the policy positions regarding the activities of the private sector, especially as it relates to Investments in the manifestos of the political parties. In the meantime, I have noted some new approaches introduced so far in the 2011 political campaign.

I have already been invited to two election watch parties and look forward to following the results of the elections in Saint Lucia and Guyana. The evening of the 28th of November, 2011 will be very exciting for Guylucians. The election results will come in first for Saint Lucia and Guyana will follow much later. So it will be a long watch.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

While we await the day, remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

#86 UWP VERSUS SLP!

November 23, 2011

Harris At Large!

UWP VERSUS SLP!

In less than 48 hours after the newspaper in which this article appears hits the newsstands, it will be voting time as St. Lucians go to the polls on 28th November, 2011. While there will be 5 parties and a few Independents, the battle narrows down to two parties entering the ring – the UWP and the SLP. It will be a super heavy weight bout. The supporters on both sides are ready and plan to turn out as never before. Many persons in their 30s who have never voted plan to do so this time around, claiming that there has never been a time when there was so much at stake and that the current situation necessitates decisive action that will impact on the future of themselves, their children and grand children.

We are definitely living in serious times. It is so crucial that headlines of articles such as “Vote Right or Die” are viral on the internet. Over the past several months, politicians have been contending for the hearts and minds of the people and have at least exposed every possible aspect of each other character and actions during their political life. The electorate is well informed and is definitely in a position to decide which set of politicians should form the next government. Unfortunately, it is not about the individuals who present themselves, it is all about the contesting parties. Not one independent candidate is likely to win their seat based on the trend in recent elections; the victorious candidates will only be drawn from the two long standing, established parties. That is the reality. It is UWP Versus SLP!

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

The electorate is being presented with manifestos of all the major parties and will be in a position to review the development plans therein. Whichever party forms the next government will be expected to implement their manifesto. I will like to assume that there will be 5 manifestos, there was enough time between the launch of the various manifestos for the later ones to do some adjustment to the content to come up to scratch with the earlier ones that were launched. The manifestos included old and fresh ideas based on the individual party's thinking on the immediate and future needs of the people. Any party seeking to form the next government will do well to establish a think tank to put all the development programmes put forward in the various manifestos together and prioritize them to meet the urgent needs of the nation. This simple step will establish the fact that the party is ready and willing to take all available recommendations on board in the interest of the nation. This could be the first step towards uniting the people.

Employment is high on the agenda of all the parties and as a result, education geared at producing the type of programmes in schools to meet the labour market is of paramount importance. There must be an emphasis on foreign languages especially Spanish and Mandarin (Chinese). Then there is need for trade schools, entrepreneurial institutes, nursing schools, hospitality training schools, ICT training, etc. No new administration should ignore the need to establish a Ministry or Secretariat to drive Technology and Innovation. These two pillars can bring about rapid improvement in employment. Let us look at a scenario where an inventor creates an indigenous product for tourists. Can you imagine how many persons throughout the island could be employed? There was a time when women in the region got contracts to produce crochet items for an extra regional market. Our women were able to turn idle time into productive endeavour.

Several years ago a former Executive Director of the Tourist Board proposed initiating a visit by art and craft vendors to other tourist destinations to identify items that can be produced locally but nothing was done as far as I am aware. I suggest this proposal should be implemented and that the mission should also include Entrepreneurs.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Looking at the dominance of the tourism sector in the economy as the main export earner and the need for involvement of St. Lucians in the industry, the time has come to seriously find a way to use the skills of our young people in particular in the promotion of St. Lucia as a preferred destination for pleasure and business. Our young people are very much in tune with Social Media and can do much to improve our visibility globally. Let us go beyond the Call Centre and develop a programme that will share the promotion dollar with our citizens. I previously alluded to a Multi Level Marketing (MLM) programme that will promote St. Lucia, while rewarding St. Lucians and other persons around the world in promoting St. Lucia. Travel offers to destinations around the world are promoted by YBT and other MLM companies.

Many years ago I was involved with the Executive of SLISBA to provide an Investment and Tourism Representative Programme for Professionals and Entrepreneurs around the world, at no cost to the Government. The major political parties know about this proposal and I would imagine that given the state of the economy it would be an option worthy of attention.

The need for Foreign Direct Investment and increased tourists arrivals cannot be overemphasized. There was also discussion on the possibility of the introduction of Real Estate Tourism which will assist Realtors in promoting their business while attracting direct foreign investment. There is no shortage of ideas; it is my hope that government will engage all persons with ideas to move the country forward. It was refreshing listening to former Prime Minister of Grenada, Honourable, Dr. Keith Mitchell on the midday news on 23/11/11 talking about uniting the people of Grenada, regardless of their political preference, to work together without discrimination for the benefit of the country. Grenada's election is due in 2013 but Hon. Dr. Keith Mitchell is already beating the drum of unity. Shouldn't St. Lucian politicians take note?

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

The state of the world's economy is not likely to get better any time soon. The battle regarding the economy rages on between the Democrats and the Republicans in the USA. Here is a recent story that clearly gives the path that the USA is taking – Martin D. Weiss, Ph.D. in his Daily Money & Markets Report dated 21/11/11 noted – “Never before in modern history has the U.S. government faced a greater fiscal disaster! And never before has it failed so miserably to confront it! This past weekend, instead of putting new proposals on the table, Congress’ Super Committee – our nation’s last hope for a solution – has shot down the last of its trial balloons. Instead of burning the midnight oil to come up with an 11th hour deal, they’ve gone home”. The House and Senate are in a deadlock and only elections in November of 2012 can change this.

Well my readers, whether we live in Saint Lucia or Guyana, we don't have long to wait. It is certain we are living in exciting times and the results in both cases will be full of surprises. I urge you to join all the first time voters whether they are 18 or 37 and vote on November 28, 2011. Be early. Everyone knows which party I am voting for, I have been consistent, and this marks my fourth election. We will all awake on the morning of the 29th November, 2011 to a new Government whether it is the incumbent or the current opposition.

While we await the results of the general elections, remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#87 THE PEOPLE HAVE SPOKEN!

November 30, 2011

Harris At Large!

THE PEOPLE HAVE SPOKEN!

Congratulations are in order for all the victorious candidates in the recently held general elections in Saint Lucia! However, the real victory belongs to the Saint Lucia Labour Party (SLP). Hon. Dr. Kenny D. Anthony and his team fought a good fight and the task to lead the country for the next five years is theirs.

The quote that is very apt at this juncture is by the late President John F. Kennedy – “Ask not what your country can do for you. Ask what you can do for your country”. The quality of life is always a result of the people doing their best for their country. The time has come when it is necessary to put all hands-on deck, challenging our best minds to be creative, and adopt a spirit of community.

In moving forward I get the impression that we are about to witness a new approach to governance which will be an inclusive one, where everyone regardless of their political persuasion will be given a fair opportunity to make a contribution to the national good. That is preaching from the outset, a doctrine of unity.

I also hear from the victorious party leadership, the urgent need for Jobs. It is JOBS, JOBS, JOBS! In my last article I spent some time exploring entrepreneurial opportunities and will attempt in this one to deal with fresh issues. I join with all citizens who are interested in the development of our nation to contribute to a process that will be a game changer in the social, political and economic future of our country. I have always alluded to the fact that St. Lucians are not short of ideas, what many need is the opportunity to put their ideas to work. The government will need to challenge the citizens to rise to the occasion to make a difference, to think outside of the box, to look outside of St. Lucia to augment our small market size, and to employ relevant technology in all aspects of life.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

It is time to implement measures that will allow the government and the rest of the nation to do more with less. Cut wastes. This is a period of austerity and everyone must get on board. Don't give the International Monetary Fund or the World Bank reasons to tell us that we must tighten our belts. We are witnessing with every passing day that the developed world is at the brink of another economic crisis. We must take note of the state of the world economy. We cannot afford to ignore the fact that all is far from well. Oil is knocking at the door and it is very likely that we will begin to see increases before the New Year. Cost of living is rising. It is not only about food security, it is also about import substitution. We must produce more and expand production to include many of the things which we can produce but are not producing. It is time for action!

I am so happy that I am hearing that ENTREPRENEURSHIP will be the main driver as the government seeks to find jobs for the unemployed, especially the youth. It is time to make an assessment of the performance of the many entrepreneurship programmes introduced in recent years. Entrepreneurship training has to be a process and I am convinced it must begin in schools. In the meantime, those persons in our midst desirous of becoming Entrepreneurs must be assisted to do so with urgency. The Small Enterprise Development Unit (SEDU) within the Ministry of Commerce, Industry and Consumer Affairs must be expanded to include practical application to Entrepreneurship. Apart from the existence of the St. Lucia Industrial and Small Business Association (SLISBA), National Research and Development Fund (NRDF) and SEDU, there is need for additional agencies and companies to facilitate Entrepreneurship Training nationwide.

While we welcome the new Government and place upon the shoulders of the Cabinet of Ministers, the responsibility for BETTER DAYS, let us pray for them and remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#88 MAKE 2012 YOUR YEAR OF INVOLVEMENT!

December 27, 2011

Harris At Large!

MAKE 2012 YOUR YEAR OF INVOLVEMENT!

Happy New Year to my readers everywhere! I wish above all things that you will Prosper and be in Health. It is my hope that you took the time off to review your failures and successes over the past 12 months, and really gave thought to your future, beginning with the year that lies ahead – 2012. It is Resolution Time, the time of year when you close the books on the past year and resolve to execute your best moves to ensure abundance in the New Year. Allow me to share with you a feeling that surrounds me – that the year 2012 will be a year of new beginnings. I feel the energy. I am high on the opportunities that I have identified over the years but are yet to be explored. Let me warn you that the days of the one man show are over, only comedians have an exclusive on that. It is truly a time for involvement and sharing. This is not a time to stand by and leave it to others to make St. Lucia a better place.

The big winners in the year 2012 will be those persons who will come together to share their knowledge and to invest. I look forward to see more public companies, the introduction of Investment Clubs which can be the platform for bringing business persons together and ultimately be the driver of future investments among local Entrepreneurs. Entrepreneurs in our midst must take collective responsibility for the economic and social progress of the nation. Established businesses must demonstrate that they are serious about their social responsibility. Business is not only about the bottom line. In spite of the world economic problems, investments are still being made and entrepreneurs around the globe are recording great successes. The same to a limited extent is happening here in St. Lucia.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

During the Christmas Holidays I received many telephone calls from my friends and business associates and it was not only about greetings for the Holidays, I was amazed at their optimism about doing business in 2012 and beyond, as they discussed possible areas of investments. The investment gurus are pointing to some investments in new technologies, including Voice Recognition Software which is certain to be a game changer. They are very excited about Micro Booms and oil and gas exploration in the United States of America. The outlook for businesses in the USA seems to be getting better and I am hopeful that House and Senate will find a way to put the people first.

I look forward to a new year of service. My involvement with young people seeking to advance a career in Entrepreneurship will be expanded and my TV Show – Let's Talk Business on MBC Television, Channels 42 LIME and 52 Karibcable will be continued. My weekly column Harris at Large is gaining popularity and I am heartened by the responses I continue to receive. I will be updating my websites in the New Year and look forward to your participation. I am very happy to contribute my two cents to the process. I sincerely wish that many others will join me in sharing their experiences.

Here is my motivational piece for the week:-

MAKING A CHOICE IS YOUR GREATEST POWER

At any time you can decide to alter the course of your life. No one can ever take that away from you.

You can do what you want to do and be who you want to be.

Nature is constantly at work around you. Character and destiny are her handiwork. She gives you love and hate, jealousy and reverence.

You have the power to choose which impulse you follow.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

While your character is formed by your circumstances, your desires can shape those circumstances.

The one thing over which you have absolute control is your own thoughts.

It is this that puts you in a position to control your own destiny.

Your greatest power is the power to choose.

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I feel even more compelled this year to draw to your attention the need for you to own a Bible and a Computer or have access to the latter to ensure that abundance will be yours in the New Year. These two items will be your pathway to success. Readers are Leaders and Knowledge is Power!

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

Happy New Year!

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

#89 THE PARTY IS OVER; IT'S TIME TO GET BACK TO WORK!

January 4, 2012

Harris At Large!

THE PARTY IS OVER; IT'S TIME TO GET BACK TO WORK!

It has been a wonderful holiday season and I wish my readers had as much fun as I did. It is now time to get back to work and kick off 2012 with a commitment for making Saint Lucia a better place. There will be challenging times ahead and it will be necessary to embrace the only constant – change, if we are to be successful in our quest for solutions to the social and economic crises.

I woke up to this email on New Year's Day which I now share with my readers. "Hi Edward! Here is your Daily Horoscope for Sunday, January 1, 2012. You start the day and the year with tremendous energy – so much so that you feel unstoppable! It may very well be that you pull off some amazing feats, so get ready to make a real difference!" This is exactly what I plan to do. It is a good feeling to know that I am in harmony with the stars.

The year 2012 has finally dawned. It's hard to say it but it's true. And to be perfectly honest, I'm pretty excited about it. Yes, finally 2011 is behind us. 2011 was a horrible year for far too many; 2011 was a great year for far too few. I hope you were part of the few. I hope I'm not the only one that can't believe it's over. What a year? But 2012 is going to be an amazing year, fasten your seat belts and get ready for the ride of your life. Opportunity is everywhere. It's certainly overwhelming. You only have so much time, so what do you focus on to break free? Obviously the answer will be different for everyone.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I am optimistic about the future because I am fully convinced that opportunities do exist but these will have to be driven by powerful ideas that can be translated into successful businesses. These ideas must be based on the creativity of potential and existing business persons. I challenge you to look around and not just look at what other persons are doing and copy blindly but rather look around and see what you can improve upon or do differently. There are lots of businesses that with a little tweaking can double their performance. The Office of Private Sector Relations (OPSR) introduced a programme some time ago that provided Diagnostic Studies for Companies. I feel that the time has come to reintroduce this programme as too many persons will give up on their businesses, all because they cannot see the possibilities that are before them.

When frustration steps in, it is time to revisit the systems employed in your business; you will be amazed at the simple changes that can put you back on track. It is time for business persons to seek to secure the services of Business Coaches who will sit with them and discuss the status of their businesses. A fresh outside view rather than sticking to the same old routine could really make a difference. I am pleasantly surprised by the amount of new project ideas that have been brought to my attention in recent weeks. I am also working on a few of my own. I like the energy I am witnessing as I discuss the economic future with persons with whom I come into contact.

One of my friends invited me to watch night service and I couldn't refuse the opportunity since I was brought up attending services in that denomination. I was blessed with a wonderful sermon. The preacher in lamenting the state of crime in general in the country cited that the problem has to be dealt with from the top down, not the bottom up. My take away is that unless those at the top show example, the bottom will make choices that will not be in keeping with law and order. Our friends can truly bring out the good in us, encourage your friends to visit your church and enjoy the fellowship that emanates from a congregation of disciples.

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#90 HEALTH, HAPPINESS & PROSPERITY!

January 10, 2012

Harris At Large!

HEALTH, HAPPINESS & PROSPERITY!

We are living in serious times when the developed nations are grappling with one of the worst economic times and politicians are only adding fuel to the already bad situation with their partisan approach. There must be cooperation among politicians if the people are going to achieve their rights to true freedom, health, happiness and prosperity. Everyone including politicians and citizens must put country first and make the right decisions. Leadership must take on a new direction. It must no longer be a privileged status without taking the responsibility for delivering on the promises made to the people. A change has got to come.

Although the first month of the year is already well advanced, many persons are still extending best wishes for this New Year. If there is a time that we need to wish those we come into contact with best wishes, it is now. Everyone is hoping for better days which are evident in the level of expectancy and energy being demonstrated by the people.

Everyone needs to be healthy, happy and prosperous. This is not difficult to achieve if the country in which we live is led by leaders who are economically prudent and socially conscious.

It is early days yet as the new administration is currently settling down to governing the business of state. It will be necessary to apply some degree of patience and tempering of expectations. There are many issues that need urgent attention but there is a process in dealing with such matters and patience will be necessary.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

I pray for prosperity to return to our shores and that the spirit of cooperation will pervade in our midst. It is time to put all hands on deck, reject divisiveness and move forward in unity, as united we stand, divided we fall. Let us put country first and all other things will fall into place.

There is need for everyone to undertake an assessment of their individual needs and the needs of their community. Those who until now were prepared to sit on the fence and do nothing, must now be prepared to get involved in the development of their community. I look forward to the introduction of Local Government reform as I have always contended that it is not only a platform for nurturing potential politicians, but it is one way of giving the people a voice in their affairs.

The new government has a humongous task ahead as it grapples with urgent administrative structures that need to be in place and the all important task of providing an enabling environment that will encourage the creation of jobs. It appears that the various Ministries will have to rely on technical committees to assist in expediting the much needed structures and projects that are necessary. There is a lot to be done. The majority of Ministers have entered government for the first time and patience will be necessary. It is said however that new broom sweeps clean. With dedication on their part, a lot can be achieved.

My motivational piece for the week is very instructive and I am hopeful that my readers will take heed of the message.

MAKE CHANGE A POSITIVE PART OF YOUR LIFE

You must avoid breaking when things don't go your way. You'll always be secure to the degree that you accept change.

True security comes from being able to bend your insecurities.

Recognize and accept that change will inevitably take place. You'll become secure, not by standing still, but by growing, moving, and staying energized.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Be secure in the knowledge that you can deal with anything that happens to you.

Have the courage to bet on your ideas. Take some calculated risks and act on your dreams.

There is no permanent security on this earth, there is only opportunity.

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Lots of interesting things are on the horizon and it is up to us to assist in charting the course that will move St. Lucia forward. Let us put our country first so that we can all enjoy a healthy, happy and prosperous life in beautiful Saint Lucia!

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#91 STOP LOCKING OUT THE REST OF THE COUNTRY!

January 25, 2012

Harris At Large!

STOP LOCKING OUT THE REST OF THE COUNTRY!

The first month of the year 2012 is drawing fast to a close. How has it been for you? I hope your resolutions have begun to bear fruits and even if things are slow and have not been up to expectation, patience will see you through. Don't forget my advice to you last week, that you do something different in 2012. Resolve to make 2012 your big year. I am so excited about 2012. Anyhow, I am sure it is not that my twilight years are upon me, I do feel a genuine optimism about the future. If the world ends on December 21, it must be well with my soul.

Everything is happening in the Castries and Gros Islet; I am appealing to the leaders in our society to stop locking out the rest of the country. It has become necessary to take some of the programmes to outlying towns and villages. There are some programmes which can be done in the North and the South. It is time we look at conference meetings via the internet, so that the information can reach across the country and get the contribution of a wider cross section. Most persons have at least one computer so it is shouldn't be difficult to arrange webinars.

I have been attending meetings of the private sector and social groupings and I am always unhappy with the level of attendance of persons from Soufriere and Vieux Fort areas. In many instances, the two regions were not represented. Something should be done to ensure that the people are fully engaged. It is time to introduce technology to assist in making it possible to engage persons who have contributions to make.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

When I lived in the South of the island I travelled to Castries for 99% of the meetings to which I was invited. Very few important meetings were held in the outside of Castries/Gros Islet. I hope that the leaders consider taking their messages to the people and schedule meetings differently in 2012. I recently moved back to the South and I hope that my trips to Castries will be much less than used to be. I am looking forward to attending many meetings in the South.

The Guyana Saint Lucia Association will be hosting its Southern Chapter meeting in Vieux Fort on Sunday, 29th January at 4.00pm. This will be the first meeting I will be attending in the South since my return and I look forward to attending many others. This meeting was planned by the executive long before my decision to move back to the South – the New Frontier. In the past, every opportunity I got to schedule a meeting for the South, I did everything to make it happen.

I am available to share my experiences with groups in the South. I plan to visit the Rotary Club as I am very pleased with the charitable work the club has done over the years. St. Jude's Hospital will need a lot of help and I am confident that Rotary will be involved. I encourage my readers to invoke the Do Something Spirit in 2012.

I have been giving away gifts of essential reading on my TV show on MBC TV and will continue to do so. I fully recognize the need for everyone to read. I appreciate the fact that our choice of reading materials will vary but it is important that we apply balance. Too many people readily accept that St. Lucians don't read. It is time to do something about it. I look at the soaps and enjoy them but I don't look at that type of show all day. I look at all the news channels because the events of the moment are moving at a fast pace and I need to know.

This is worth repeating – Do something different in 2012! You don't have to get it right, you just have to get it going. Everything I do I take a step in faith believing I can do it. I wish that you will follow in my footsteps. Then our lives will not be in vain. At the end of 2012, it is my wish that you will look back at the year that was and celebrate your actions that brought happiness to the people in your community, all because you cared and shared.

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#92 IT IS TIME FOR A CONTRARIAN SOCIETY IN SAINT LUCIA!

February 2, 2012

Harris At Large!

IT IS TIME FOR A CONTRARIAN SOCIETY IN SAINT LUCIA!

There are a few things in life that are so fundamental that ignoring them could be brutal to one's self. Life is about paying attention to the simple things that will equip you to take on the bigger challenges. Little things mean a lot. I had the joy of speaking with a lady a few days ago about a subject that gives me great pleasure whenever someone shows interest. Not many people show interest in that particular topic because it is so simple. Maybe it is not sexy.

I practiced AFFIRMATION from the tender age of thirteen and I never stopped. Every year I get greater urge to continue on. I have lived my dreams many times and I am still experiencing those miracles that are the fruits of Affirmation. There are simple principles that can transform lives. I believe that you can talk yourself into gaining confidence. You may not achieve many things in life, all because you are successful at convincing yourself that given your present status there is no way that you can propel yourself to the level you desire. If you lack confidence, it will be almost impossible for you to achieve your desired results. Set your goals and then turn them into positive statements – Affirmation. Write them down.

Your attractive force is expressed by the confidence you exuberate. Many times there are persons that you will really want to get close to for one reason or another but it is never possible. An amazing result from the practice of Affirmation is that rather than you seeking to make friends, persons will be falling over on others to be your friend. When your attractive force has been turned on, you begin to receive amazing results, nothing short of miracles.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Many persons have received their blessings to be successful from birth. They never have to worry about anything. Everything just falls into place. However, for the vast majority nothing comes easy and they will have to work their way up. Persons in the latter category can get the results they seek faster if they will apply the proven technique of Affirmation.

Too many people are cynical about the simple things of life that have life changing effect. It is vital that in this ever changing world that you have an open mind and that you prove all things and hold fast to that which is true. In today's fast paced world, everybody is busy, many of them going nowhere, just appearing to be busy. The proof is in the eating and in the end the results will separate activity from action. These days patience is no longer a virtue. Impatience is the order of the day. Everybody wants it now at any cost. People get upset at the least obstacle. Generally, frustration steps in too easy and reverses their positive energies.

I read about the Contrarian Investor who advised that investors should do the opposite to what investment gurus recommend. I agree with that statement and I will like to suggest that you go in the opposite direction of popular beliefs. In business you hear a lot about thinking out of the box. What is really the case is that you are invited to take a different approach. Think and do things differently.

Many things that we do today need to be revisited and I am of the belief that there is need for a Contrarian Society, where persons will be committed to investigate alternatives to many of the things they simply accept and do.

Here is my selected motivational piece of the week.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

TO REACH YOUR GOAL REQUIRES PERSISTENCE

Keep trying is the rule that must be followed to be successful at anything.

Your success will always be connected with your actions.

Just keep moving towards your goal.

You'll make mistakes, but don't ever quit. You may even have to hang on after others have let go.

Persistence means taking pains to overcome every obstacle. To do all that's necessary to reach your goal.

In the end, the only people who fail are those that do not try.

All great achievement takes time and persistence.

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Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#93 THE TIME FOR ACTION IS NOW!

February 16, 2012

Harris At Large!

THE TIME FOR ACTION IS NOW!

I hope my readers had a wonderful Valentine and that the spirit of LOVE will linger in your hearts always. There are many who will cast aspersions on those who take time off to savour the joy of Valentine. Love is all we need. To those who had a lonely evening, I pray that the next Valentine will bring you great joy and that you will find the love of your life to share the special moments.

Be patient and things will work out for you. Sometimes we get impatient and it is only human but experience has taught us that patience is a virtue worth exercising sometimes. However, patience is sometimes stretched unnecessarily. If it can be done, just do it. Procrastination robs many of living life to the full. Put some excitement in your actions and everything will work out just fine whether in love or business.

We can all find a reason for saying someone else is procrastinating and in many cases your observation can be justified all because there is a lack of passion. When you have excitement and passion, you will act in the now. Everyone has had the experience of putting off something that could have been done with all the time in the world but leaving the action to be taken subsequently. How many times has this happened to you? My answer is too often. Never leave for tomorrow what can be accomplished today. Have you ever admired someone of the opposite sex and thought it was time to make a move and you put it off for the next opportunity. The next opportunity came but the other person accepted someone else's proposal later in the day that you were supposed to propose.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

“You don’t have to get it right; you just have to get it going”. Don’t be afraid to make mistakes, you will not only learn from them, you will become keener and smarter. Sometimes there will be that feeling that you are going around in circles while walking on a straight road. That is just the way things are sometimes. The important thing is for you to know the difference between the two. Which way are you headed, in circles or heading straight ahead? You must be confident. Confidence will make the difference.

You must be able to identify an opportunity and go for it. You must be physically and mentally prepared for the opportunity when it strikes. We have been exploring the possibilities of opening up the mind to take advantage of opportunities, even more important to develop the attractive force that will cause people to seek you out rather than you trying to seek them out. This is a reversal of the way we are thought. Your challenge in moving forward is to always look for contrary ways to arrive at the same destination. Look at the real possibilities that come with just a little more effort. Go deeper, investigate new approaches and go for the one that gives you a competitive edge. Are you ready to be a part of the Contrarian society where the members will have a commitment to do things differently? The time for action is now.

Here is my motivational piece of the week.

THE TIME FOR ACTION IS TODAY

You must be ready when an opportunity comes before you. Luck is the time when your preparation and opportunity meet.

There is a tide in your affairs, which, when taken at the flood, will lead you on to fortune and success.

By the law of periodical repetition, everything which has happened once must happen again and again and again, not capriciously, but at regular periods, and each thing in its own period, and each obeying its own law.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

As events tend to repeat themselves, the tide of opportunity will come to you.

Be prepared and your chance for success is sure to come. Seize an opportunity to change your life. You can change chance into good fortune if you are ready.

Look around you. The only sure thing about your luck is that it will change.

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HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

#94 THE JOY OF EASTER!

March 28, 2012

Harris At Large!

THE JOY OF EASTER!

Happy Easter Holidays to my readers everywhere! This is a special time of year when Christians around the world celebrate their risen Saviour. St. Lucians are fully involved in the activities spiritually, culturally and socially during the season. This is a holy season when Christians and non Christians abstain from habits which they consider inconsistent with the holy season. In at the end there is great rejoicing and many try to make up for lost time. But the joy is as a result of great sacrifice – no pain, no gain.

Apart from the great rejoicing that comes in the end, I am mostly reminded of the lessons of sacrifice and love that we take away from the Easter story. Everyone can relate to the periods of sacrifice in their life and in the end the joy that comes along. Life is a continuous path of sacrifice seasoned with love. Love lightens the burden, makes pain bearable and gives us reasons to carry on. It is the several acts of love that sees us through the difficult periods of our lives. However, I feel that too many people fail to look back and try to understand how it all happened and in spite of the difficulties, they were able to rise again.

The promises contained in the Easter story are life changing and uplifting, and gives great hope to all who will accept the gift of eternal life. Some of the promises are so reassuring. I don't want to preach a sermon even though I am tempted. I feel deep inside a joy that is so fulfilling that I want to sing and dance. What a feeling? It is Joy! Joy! Joy!

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Looking at happenings in the nation, there is an atmosphere of expectancy; everyone is looking forward to better days and generally the future looks good. It looks good because St. Lucians are people of faith and the biblical meaning of faith is – the substance of things hoped for, the evidence of things not seen. What a position to hold fast to, leaving everything in the capable hands of the Creator. There are so many thoughts jumping out of my mind. I mentioned earlier that I felt like singing and dancing. It is all because I am happy, and most of all I am free. What a feeling. I urge you to take some time off during the holidays to reflect upon the past and make a commitment to be a better citizen based on the examples set out in the Easter story.

I pray that as you read this article you will share my joy and be happy! Greater love hath no man than that the Creator's Son laid down his life for the sinners of this world past and present. If it had not been for the Creator's Son who gave freely, even of his life, we would not have been celebrating Easter. What joy it is to be standing on the promises of the Creator. The promises are so great that people around the world of all races at great sacrifice are standing on the promises and refuse to turn back but moving forward whether it is in life or in death.

There is no better time for a revival in our hearts. This special time of year gives an opportunity to take a new look at the way we live our lives and making a commitment to being our brother's keeper. Most people live for themselves but the real joy of living comes from caring for others. It is in giving that we receive. Be involved in the service of others.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Here is my motivational piece of the week:

LEADERSHIP IS ACTION NOT POSITION

All successful people became successful, because they gave some talent or ability in the service of others.

You can contribute in some way to others, no matter how small your talent. You too, can become successful.

No one achieves success without being of service.

Successful people don't use others, other people use the successful, for above all success is of service.

Everyone has to be someone to someone to be anyone. Service is the essence of success.

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Enjoy your Easter and be blessed.

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#95 LOOK AT THINGS AS THEY CAN BE!

April 18, 2012

Harris At Large

LOOK AT THINGS AS THEY CAN BE!

There is a time and a season for everything under the sun. It is also a spiritual fact that the presence of certain persons in certain places causes things to happen, even miracles. That is the reality. Man is not only flesh and blood, he is also spirit. We are all aware that some people come into your path and everything goes wrong while others bring you peace, success and joy. You have heard before someone remarked that the other person's spirit is light and another person may think the opposite of someone else.

It is interesting that I am in Vieux Fort and there are all types of exciting things happening. Up to the time I moved back to Vieux Fort, I was always concerned that the place was too quiet and there are not enough bars and restaurants around, of course using the Gros Islet and Rodney standards. But now that I am here, I feel my friends were holding back the real happenings from me, keeping all the fun for themselves. There is not only the front streets and sea front recreation spots, there are many in the back streets. When next you are visiting the South explore the many new places to hang out. I am not afraid to tell my friends to visit Vieux Fort and environs. I don't have to worry where they will eat, drink or sleep.

Vieux Fort is really the Frontier of happiness and prosperity. It is taking shape before our very eyes. It is my hope that overseas visitors and residents visiting the South during the season of Jazz will take time off the mix pleasure with business so that they can make informed decisions about investing in the area.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

If we look at things as they can be Vieux Fort is the place to be. All the infrastructure needed to make it attractive to investors have been in place for several years now but not enough was done to direct investors to the opportunities that are available. My eyes are fixed on the new boards to see what the newly elected members will do differently. This writer has spelt out over time in no uncertain terms what needs to be done. Principal among my dissatisfaction is the tardy approach in dealing with investors and their representatives. I will like to see some excitement in the way investors are welcomed to our shores. Another concern of mine is the response time it takes for the initial acknowledgement of proposals. St. Lucia is not the only country inviting investors and investors like to be treated special. Let welcome them in a manner beyond their expectation. What about a weekly get together at one of the major hotels where a Minister or Government Official will meet with potential investors to discuss opportunities in St. Lucia?

The date for the introduction in Parliament of the 2012/2013 Budget was finally announced and I believe that this is one time the parliament will be filled inside and outside because of the interest that has been awakened due to the introduction of VAT and other important measures that are supposed to be announced. A lot of statements have been made about VAT – for and against but it will happen this time around. It has been a long time coming. It cannot be deferred any longer. I feel strongly that there should be a cut off point for micro and small businesses. Every business regardless of size should not be expected to file VAT. I am fully aware of the difficulty small business people have with maintaining records. However, it is an opportunity for all businesses regardless of size to upgrade their financial recording systems that will make their businesses more efficient. There is also need for training the trainers' workshops in relation to dealing with VAT so that the business community will be better served as they grapple with the problem associated in getting their businesses VAT ready. Maybe the OPSR is well positioned to help with the training of consultants to assist business persons.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Here is my motivational piece of the week:

LOOK AT THINGS AS THEY CAN BE

Your range of available choices right now has no limits. The only limits you have are in your mind.

You've got it in you to succeed. Just make up your mind and stick with it.

You weren't born with any limits on your powers or any set limits to your capacity.

At any moment, you have more possibilities than you can act upon. Imagine your possibilities and your vision expands.

Capture your dreams in your mind and your life becomes full. Reach out and touch the limits of your being in your mind.

If you think you can, you can.

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HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#96 A CALL FOR SELF RELIANCE!

April 25, 2012

Harris At Large!

A CALL FOR SELF RELIANCE!

April 24, 2012 has passed, the Governor General has spoken, the people await the Budget Debate on May 8, 2012 that will begin the public process of discussion on the estimates of income and expenditure for 2012/2013. I believe that the anticipated debate will generate the highest level of interest in a Budget ever experienced since independence.

There will be many interesting developments aimed at revitalizing the economy and can only further energize the private sector to become partners with the government in pursuit of achieving the objectives that will be set out in the Budget.

Business is driven by profit and business persons regardless of party in power will always seek to generate reasonable levels of profit. Therefore, any budget that helps the bottom line will be met with favourable response. The budget will soon be finalized with the necessary votes in the House and in the Senate regardless of what anyone believes or thinks should be contained therein. That is the nature of things as they relate to government actions in the house. Majority rules.

Our distinguished Governor General, Her Excellency, Dame Pearlette Louisy presented a throne speech that calls all citizens to battle in a unified army. There was no rosy picture painted. The reality of the world economic situation at this time was highlighted and a call for self reliance is noted. We can no longer rely on others to do things for us; we must now do things for ourselves.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

There are things which were left undone in the past, which must now be given priority. What are the steps needed to take us forward. New ideas! New industries! Everybody knows there is money in music/entertainment business. Most of the people who have the talent are poor people. It is time to put an end to the lip service that was offered for years and years. It is time for a Creative Industries Fund that will support and invest in creative people. Talk is cheap, it takes real money not token money to make things happen in any industry that has potential for global demand. We have the talent, not only are some of our manufacturers world class, our creative people are also. Let us rally behind them.

Value Added Tax (VAT) will be very much a part of the Budget and it is very likely that we are stuck with it. There are many among us who wish it would never happen but there are certain things in life that must come to pass, it is just a matter of time. The time for VAT in St. Lucia seems to have arrived. What is important is going forward. I feel the Budget will have something for everyone. Select your area and go for it. The test in the end will be how many new ideas were translated into productive, high profit yielding ventures. I must emphasize the point that it will take government's invention in most cases to ensure successful outcomes.

Let us pray that the Creator will give us a new spirit so that we can respond to the pressing needs of the nation. Let us begin with a commitment to work together for the benefit of all.

Here is my motivational piece of the week:

YOU HAVE THE POWER IF YOU HAVE THE DESIRE

Your dreams will come true if you have the desire to pursue them. You must believe in yourself.

Know in your heart that you can do the job that you set out to do. You are never given a wish without also given the power to make it come true.

The achievement of your goal is assured the moment you commit yourself to it.

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

Everything is possible if you believe it's possible. It's your mind that sets your limits. What you envision you can do, you can do.

Start thinking of yourself as a success and success will follow. You can because you think you can.

Success is a state of mind, you have the power if you have the desire.

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HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#97 IT IS POSSIBLE TO MIX BUSINESS WITH PLEASURE!

May 9, 2012

Harris At Large!

IT IS POSSIBLE TO MIX BUSINESS WITH PLEASURE!

Welcome to all the visitors to our beautiful island for St. Lucia Jazz 2012. It is one hell of a party. St. Lucia nice! St. Lucia Beautiful! St. Lucia is the party headquarters of the Eastern Caribbean! Let your imagination reveal what St. Lucia really is. There is never a dull moment in St. Lucia. This year the organizers of St. Lucia Jazz have something to shout about. St. Lucia is celebrating twenty one years of continued success as a Jazz destination. The lineup is great. Mother's Day will be a special party this year as Pigeon Island is set ablaze musically. Let us pray that the weather holds.

I have heard statements like St. Lucia is Paradise, St. Lucia is Simply Beautiful, etc., and after living on this beautiful island for more than half of my adult life I tend to agree with those persons with discerning eyes have found St. Lucia to be truly Paradise. When I see people really enjoying themselves, unlike many among us, I feel that this is heaven which is the opposite thinking of many so called Christians. Many see the revelry as sin. Some people claim if this is hell, heaven could wait. St. Lucia is Paradise where there is always a reason for people to celebrate. We are truly giving thanks in song and dance. Be happy!

The Southerners have had their fair share of Jazz even though the weather has not been very kind. Things are happening in the South, the entertainment aspect of life is getting better. There is variety in the entertainment offerings and more people are living it up. In spite of the state of things, though getting better, the people in the South are still waiting for a big project to commence so that things could really get going. I hope it wouldn't be long.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

It would be amiss of me if I fail to mention something about the 2012/2013 Budget. There is something for everyone, take your piece of the pie and run with it. I get the feeling that the government is wiping the slate clean and starting a fresh as it relates to fiscal incentives for the manufacturing and tourism sectors. Then there is amnesty on income and corporation taxes.

There has been noticeable improvement in the way the people's business is being undertaken by the SLP government and I see many more in the immediate future. Transparency, accountability, justice are virtues that will hopefully evolve.

I am hoping that the actors who have to implement the various aspects of the Budget that relates to the growth of the economy will pursue their mandate with the greatest level of efficiency. Time is not on our side. Procrastination must be erased from our vocabulary. In business the management accounts for their achievements during the year under review. I look forward to see this happening at the next budget when the Honourable Prime Minister will look back and report on the achievements. That will be great and yet another indication of accountability.

I noted a bit of interesting news in Caribbean 360 In The Press, 8/5/12 "State Department launches \$100,000 business competition to spur jobs in the Caribbean through partnerships with members of the Caribbean diaspora living the U.S., Canada and the U.K." This programme will encourage joint venture relationship. In past articles I drew my readers' attention to such programmes. I am firmly convinced that this is one sure way of injecting new business ideas, especially in the services sector. Let us open the door to making St. Lucia an outstanding destination for business and pleasure.

Here is my motivational piece of the week:

OPEN YOUR OWN DOOR TO SUCCESS

Success on any major scale requires that you accept responsibility.

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The one quality that all successful people have is their ability to take on responsibility.

You must choose the thoughts and actions that will lead you on to success. Nothing will happen by itself.

It can all come your way, once you understand that you have to make it come your way, by your own exertions.

Find your pathway to success and begin your journey. Your life will become what you make of it.

The golden opportunity you are seeking lies within you. It's not in your environment. It's not in luck or chance, or the help of others. It's in you alone.

Opportunity is all around you. And if the door of opportunity is closed, you must keep on knocking on it, and keep on knocking on it until it opens.

You'll develop your opportunity by applying persistence to your possibilities. Success won't come to you, you must go to it. Become an opener of doors.

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So my dear readers, whatever follows St. Lucia Jazz 2012 or Carnival 2012, whether it is the Labour Code in August or Value Added Tax (VAT) in September, in the meantime – let us enjoy this side of heaven. While visiting do take some to look at investment opportunities on our beautiful island where we mix business and pleasure in a unique way.

Happy Mother's Day to my all my readers.

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

HARRIS AT LARGE REVISITING ST. LUCIA'S PAST

#98 IT IS TIME TO EMBRACE THE ENTREPRENEURIAL CLASS!

May 9, 2012

Harris At Large!

IT IS TIME TO EMBRACE THE ENTREPRENEURIAL CLASS!

The party is over. St. Lucia Jazz 2012 was great and there is every indication that the festival has come of age. The final week end activities at Pigeon Island had the blessing of good weather. It is now time to get back to work even if the sound of sweet calypso music is beginning to demand the attention of party loving souls.

It is about Jobs, Jobs, Jobs not only in the USA but also here in St. Lucia. We need to get the unemployment numbers down. Let us return to our desks with all seriousness and with a determination to make St. Lucia the destination where we mix business with pleasure successfully. Let us show the world that we work hard and play hard.

I noted with shared enthusiasm what the Honourable Prime Minister and Minister of Finance along with other Ministers of Government have set out in his budget deliberations. I pray that a true spirit of cooperation will be manifested in all areas of endeavour, and most importantly those who are entrusted to carry out the business of the people will proceed with alacrity.

There is a lot to be done. A lot has been said. Many of us are old enough to remember many times before how our enthusiasm was severely dampened and dreams shattered. If we truly believe that the Private Sector is the Engine of Growth, the Entrepreneurial class needs to be embraced. What can be done to make life easier for local business persons who have persevered through the years, regardless if things are good or bad?

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

Ministers of Government have a responsibility to meet with business persons and discuss with them their needs and aspirations. Too often the top down approach to solving the problems is taken, rather than the bottom up. It is about the people. Even if it is necessary to legislate in some instances based on necessity, in the final analysis it will have to redound to the people to buy in on the programme.

There are a few yard sticks to measure how serious the Government is with regard to moving the country forward. The private sector operators will have to be taken into the confidence of the Ministers who are directly responsible for the economic well being of the nation. The Ministers and Agencies that bring meaning to the following words are the drivers - Economy, Physical Planning, Commerce, Tourism, Civil Aviation, International Trade, Investments, Tourism, Business Development, Investments, etc... I am happy to note that the new Ministry of Commerce, Business Development, Investment and Consumer Affairs does not only have a Minister, there is also a Parliamentary Secretary within the Ministry. Finally, the Ministry is being given the treatment it deserves. I would expect that regular on location visits will be made to businesses so that the drivers will be clear as to what they are managing. There are some interesting old and new businesses which can be greatly expanded if they get the right level of encouragement and support. Let the words Enabling Environment and Facilitators be put into action.

I am a recent subscriber to Dan Kennedy Internet Marketing Programme and in one of his early communication with me he shared some interesting information with me which I feel compelled to share with you - "According to a University of Tennessee research study, by year number ten a full 71% of all the businesses started... FAILED. Per that same study, the most common reasons for that painful "crash & burn" statistic are:

- * Lack of a Clear Focus
- * Lack of Market Awareness
- * Pride / Going into business for the wrong reasons
- * Burn-out from too much work

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* Bad advice from family and friends

There are a few others besides, but these are ones I've seen repeated over and again. And the last item - "Bad Advice" - that can be a KILLER".

I shared the foregoing information to make the point that those persons who survive in business should be embraced. Persons getting into business today must be assisted as much as possible and must be given the opportunity to share their concerns with those persons who are considered to be DRIVERS.

Here is my motivational piece of the week:

KNOWLEDGE GIVES YOU POWER

The most successful people in life are the ones with the best information. People with power are people who know how to get things done. Knowing how to do something is sometimes virtually the same as having done it.

Knowledge will come to you when your eyes and mind are always open. There is no knowledge that is not power. Power is the product of understanding.

You'll build the power to accomplish your goals by educating yourself. This power comes from knowing how to do something.

In the land of the blind, the one eyed man is king.

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Going forward, there can be exciting times. Just live your dreams.

Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

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#99 IT IS THE RIGHT THING TO DO!

June 19, 2012

Harris At Large!

IT IS THE RIGHT THING TO DO!

It is the right thing to do. This is a statement which challenges many persons on a daily basis. Unfortunately, many have had to take a contrary route for expediency. Will my decision fit into what is popular? I am really happy for the six years I was privileged to be a member of Rotary. The four way test really reinforced my belief. This is a test that has proven difficult for many to adhere to. Over the years during and after my Rotary involvement, I hold fast to those principles. It was not difficult for me as it only reinforced the belief that was instilled in me from my childhood.

President Obama in his last election campaign used the phrase – Yes We Can, this election he is striking at the consciences of the electorate – It is the right thing to do. Whether dealing with the issue of Gay rights or Illegal Immigrants. It is very important for your conscience to be alert and responsive to the witness of the Holy Spirit. Some people act so heartless that it is sometimes remarked that cock roach ate out their conscience.

In the next quarter, the conscience of St. Lucians will speak loud and clear as the Government and people grapple with the challenge of putting the economy on the right footing. The Labour Code comes first in August and Value Added Tax in September. These actions are right for the benefit of all; better employer and employee relationship and effective tax for all to contribute fairly.

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The two pieces of legislation will necessitate the working together of members of the private sector, government, labour and civil society as a whole. The various sub sectors within the private sector need to share information – especially on stock levels, so as to ensure that current stocks are sold off and a minimum level of goods be available at the time of implementation of VAT. The timeliness of actions will be of essence as VAT is implemented. It is very likely that the storage at Port Castries will be challenged as never before during this period. We have all heard about Just In Time shipments but it never worked in this part of the world. If it can happen, it will, and in most cases it happens in this part of the world. But the big winners this time will be those who manage the Just In Time process well. That is definitely the right thing to do.

There are so many things that seem just right to do. Unfortunately, because of selfish reasons, everyone is preoccupied with their own survival, failing to recognize that it will be better for all if the thought process could be changed to thinking about others. Use your ability to make life easy for others and you will be amazed how easy life will be for you and those who rely upon you. If you clear a path, it is not only you will walk through but others who need access to their destination as well. Savour in the feeling of achievement. If you can help others, then your life will not be in vain. Just touch lives. It is the right thing to do.

Always endeavour to be a blessing to others. Leaders should always strive to be servants of the people, doing everything possible to make their lives more fulfilling.

With every step you take, try to do what is right because it is the right thing to do.

Here is my motivational piece of the week:

ALWAYS THINK IN TERMS OF WHAT THE OTHER PERSON WANTS

Personal relationships are the fertile soil from which all advancement, all success, all achievement in real life grows.

Your success depends on the support of other people. You can get anything you want in life if you're willing to help enough other people get what they want.

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The only hurdle between you and what you want to be is the support of others.

You cannot hold a torch to light another's path without brightening your own.

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Remember always to Keep the Faith, God is in Charge, Dream Big and expect Daily Miracles!

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#100 THE ALTERNATIVE INCOME SOURCE – MULTI LEVEL MARKETING!

March 25, 2013

THE ALTERNATIVE INCOME SOURCE – MULTI LEVEL MARKETING!

Ed Harris is back! Yes I am back! My first order of business is to share with my readers the benefits of an Industry which time has come, specifically for those persons in the region who until now, this business has eluded. Some may claim that MLM is the industry of the future. I say MLM is the industry of and for NOW! MLM can now be seen as a global industry fueled by technology in the true sense, where there are limitless opportunities.

In preparing for this series of articles, I am conscious of the fact that I will have to do a lot of research and take an in-depth look into the writings of many authorities in and outside of the industry.

Multi Level Marketing in its current form with the Downline approach was first started in the 1940s by California Vitamins, later changed to Nutrilite. Amway (American Way) came along in 1959 founded by Richard DeVos and Jay Van Andel who were involved in MLM from the early days. There are 50 million people worldwide in the MLM business.

My principal objective is to share my experiences and inform my readers about the Multi Level Marketing (MLM) Industry. Too many people are casting aspersions at the Industry without any knowledge of its workings. There is a resurgence of the industry in St. Lucia. There are about five companies that are active in the market at this time. In the past six to eight weeks two companies have been expanding their businesses rapidly among St. Lucians. It is time that proper attention is given to the virtues of the industry. The leaders among us must inform themselves about the industry and endorse it as President Clinton, industry leaders in the USA and around the world, including Warren Buffet, Donald Trump and others have done.

HARRIS AT LARGE

REVISITING ST. LUCIA'S PAST

It is time to stand up and take notice of the impact of the MLM industry on employment and the economy in the developed countries. The MLM industry has produced more millionaires than any other industry in the world.

I started my career in Direct Selling with Fuller and later Stanley Home. In my latter involvement, I promoted home parties to sell the products in the village of Beterverwagting on the East Coast of Demerara in Guyana where I was born. That was a long time ago. In recent years, I joined companies offering pain relief, fuel saving, nutraceuticals, technology platforms, etc. At one time I asked myself what is going on? Am I a junkie? I went on two MLM cruises just trying to find out who are really the winners in the MLM business? I met with persons from all walks of life who made it to the top of their companies. On those two cruises, I met a gentleman who flies his helicopter to work to avoid the traffic. I spoke with respected leaders in the industry who have built organizations of thousands of persons in their Downline. I also met trainers who traveled the world sharing their knowledge with persons interested in the MLM industry and organizations. I discovered on the first cruise that many companies' products or services cannot be effectively introduced in our region. I also noted that every company gets persons to join them regardless. Some products that are sold through the MLM business system would leave one to wonder who buys those products. However, everything sells.

So after many unsuccessful experiences with the MLM businesses, two cruises with successful MLMers, why, even when I was not actually involved in the business, am I still hooked on MLM? As I look back on my many experiences of the past, I place my failings strictly on my emotional approach and failure to do my home work. Let's call it a lack of Due Diligence. Today, I am older and wiser. I subscribe to a number of blogs and newsletters from the Gurus in the industry in an attempt to inform myself. My mentor is Rod Cook whom I had the privilege of meeting on both cruises. He will always be remembered for this quote. "MLM is Good! It is the only hope for the little guy/gal!" I have held fast to those words since I met Rod and had the pleasure of subscribing to his writings at www.mlmwatchdog.com He has on his site - Steps in identifying a Good MLM company. A must read for those persons interested in getting involved in the MLM Industry.

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The MLM industry can reduce the unemployment situation in St. Lucia and the rest of the region. There are several organizations in St. Lucia targeting the poor and vulnerable. As a first step it will be interesting to see an organization like National Initiative to Create Employment (NICE) investing in a pilot project of 100 recruits as Distributors in the MLM industry and as a further stimulus request Government to allow duty free import of MLM products at least for two years.

I see MLM as a boost to struggling organizations, many relying on government for subvention when they can generate their own funds through MLM. I feel there is an urgent need for a National Convention on MLM. This initiative is likely to sensitize leaders at all levels whose decision can impact upon the employment situation and the economy as a whole.

Next week, we will look at the selection of a MLM company. What do you look for in a company that you will like to be associated with.

I will like to invite persons who have been involved in Multi Level Marketing and those who are currently building their businesses to share their experiences in no more than 300 words with me. I will be pleased to give credit to individuals for their contribution.

Happy Easter to my readers everywhere!

HARRIS AT LARGE

Keep the Faith, God is in Charge, Expect Daily Miracles.



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