

GLASGOW MEANS BUSINESS

With Holly Lennon



Who are you?
I am Lorraine Robb and I am the Director of The Glasgow Property Centre, a property and estate agency based in Glasgow.

What does your business do?
We are property experts providing sales, lettings and investment/development services.

Where are you based?
We are based in East Kilbride Village with a second office in Cambuslang which allows us to cover a wide area of the Glasgow region in Scotland. We moved to East Kilbride three years ago and it has proven to be a fantastic decision by making our services more accessible.

How did you get started?
I started from my then business partners dining room in 2000. She had a computer and I had a laptop. We started with a focus on residential business with no clients, just faith in our own ability and knowledge. We moved fairly quickly to premises in Strathaven, where we built our business up over the first 15 years. We survived on little or no income for the first few years but knew we could make a great success of it.

What do you do for your business?
I had worked for a local authority for 10 years in housing services, with particular interest in homelessness. I also studied as a mature student at Glasgow University whilst obtaining my qualification while continuing to work and manage my business with my husband.

What is your top tip?
Seek advice and support as early as possible. There is a lot of help out there, you just need to time for yourself as without you the business won't survive.

Did anyone help you get started and how?
Initially we did everything ourselves. It has only been more recently that I have asked for help which has allowed us to grow and develop to the point we are now. We have been supported by the Scottish Chamber of Commerce Business Mentoring Programme. This has helped me focus on areas outside my comfort zone which I would have previously avoided and also look at the business more strategically rather than being bogged down with the day to day.

What would you like to see happen?
A neighbour approached me to ask if I could give him some advice on letting a property. It ended up being our first manager property.

What was your biggest mistake?
What would have taken to our current base in East



Who is your mentor or inspiration?
My mum who returned to studies as a mature student showing me it was possible to succeed later in life.

Where do you plan your business to be in the next five years?
I want to continue to grow and develop the business and to be recognised for their achievements and efforts by winning industry awards.

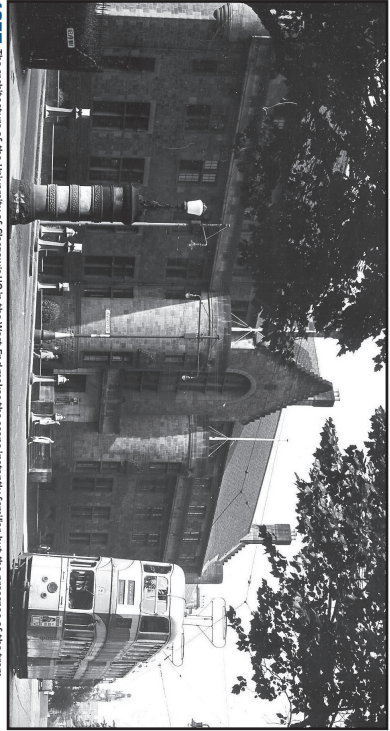
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In the picture

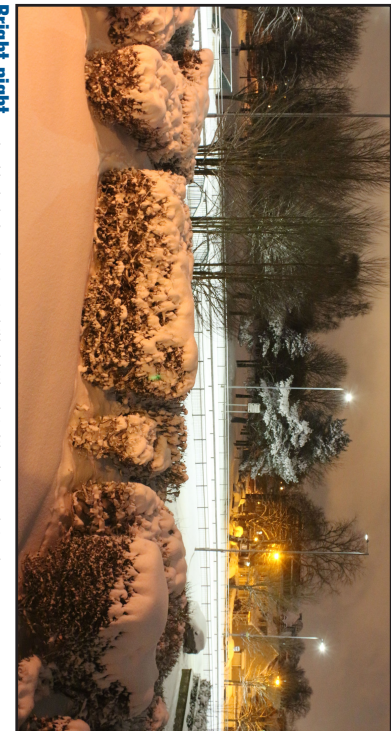
YOUR MEMORIES



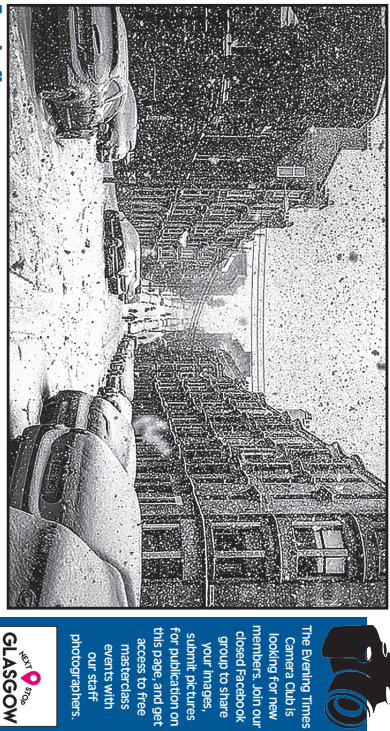
1937 A small crowd gathered at the riverbank in 1937 to see the cargo steamship Clan Fraser towed into dock after launch at Greenock. The ship was badly not destined for a long life, and was bombed and sunk off the coast of Greece in 1941 during the Second World War



1957 The architecture of the University of Glasgow's HQ in the West End makes the scene instantly familiar, but the presence of the tram along with its overhead cables provides the clue that this picture was taken back in 1957



Bright night Reader Michael Saxe from Scotland took the night-time shot of the virgin snow last week



Frosty flurry Photography student Rebecca Storrie sent us the image of snowfall in Gardner Street in Glasgow

YOUR PHOTOS

Do you have a picture you would like to share with other Evening Times readers? Email your photos to photos@eveningtimes.co.uk. And don't forget to follow us on Twitter @EveningTimesPic

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ON THIS DAY

NEWS
1969, Geraldine Niere Ronald and Beagrid Kray were found guilty of murder and given life sentences.
1980, Robert Mugabe Minister of Zimbabwe.
1989, Six people were killed in a rail crash in Surrey.

SPORT
1955, Manchester Ipswich Town 9-0, still the highest margin in the Premier League.
2009, Three-times FIFA World Cup winner Ronaldo scored his competitive debut for Brazilian side Corinthians.



BIRTHDAYS
Shakin' Stevens, 69.
Elliott, Ronald, 70.
Kenny Dalglish, 70.
former football manager, 67.
Chris Rea, 67.
rock musician, 67.
Tim Lincecum, 31.
Evan Dando, rock singer, 51.
Patsy Kensit, actress, 50



QUICK QUIZ
1. In Greek mythology, who was the god of dreams?
2. What is social organisation in which women head the family called?
3. Who succeeded Saul as King of Israel?
4. What does the Beaufort Scale measure?

ANSWERS
1. Janus
2. Matriarchy
3. David
4. Wind speed

IN YOUR VIEW

Reckless on roads

WE are living in an age where some folk just cannot accept that they are responsible for their own actions. We had plenty of warnings up to a week before the recent extreme adverse weather conditions, and again we had drivers and others complaining that the government, council and everyone else was to blame for their stupidity of becoming stranded in horrendous conditions and taking some responsibility for your own silly actions!

Where was PM?

ROADS, rails and runways blocked, people in terminals and to mention the thousands without power trapped at home. And where is Theresa May? Is she out thanking the citizens that dug their way through tons of snow to Donald Tusk? No, she is too busy snuggling up to Donald Tusk to care about the thousands who have been left to have a one-track mind on.

Heed warnings

I AM amazed at how many who do not need to be out in their vehicles still persist in getting into their cars, only to get stuck, which in turn can put them in a very dangerous position. When are people going to heed warnings? A.J. via email

Act on homeless

GIVEN the atrocious weather conditions we have been experiencing, I would have been so pleased to see announcements for temporary shelter in the city centre to provide emergency accommodation and hot food for all those unfortunate enough to be out on the streets. All we hear about are targets to eradicate rough sleeping and setting up committees. It is direct action that is required.

Savers suffer

I WAS shocked and annoyed to be told of the drastic reduction in the interest rate on my savings account when I called into my building society branch to renew it. If the renewed rate was 0.5 per cent, then why was it now 0.25 per cent? The rate would be 5 per cent. Like many elderly persons I have a misfist of internet banking and doubt my ability to operate an online account. In my opinion, the building society is penalising loyal savers who do not have a computer or do not, for security reasons, wish to use internet banking.

R. D. Gilrcock