

Smooth firm pours oil on trouble



STRESS BUSTERS: Peter Gleeson and Eddy Kloprogee, of Mind Gliding

A PSYCHOTHERAPIST and biochemist have combined their talents to help improve personal and professional relationships.

Peter Gleeson and Eddy Kloprogee established Mind Gliding 18 months ago and have offered advice to companies on the art of negotiation, psychology of sales, and how to build enduring professional relationships.

Their motto is "stop living in the problem, start living in the solution".

Peter said: "I had been in professional social work and then I qualified as a psychotherapist, before working as a sole trader."

"I was a bit disorganised and then I met my

By **KATY GOODSHIP**

katy.goodship@kosmedia.co.uk

business partner Eddy, who is a biochemist and he said what I was doing was 'good stuff', and the company was born.

"We brought our two worlds together. Any business is like a piece of machinery and for it to work the cogs need to go round and fit together and sometimes it needs lubrication. We provide the oil to keep it running smoothly."

Mind Gliding is a training and development company that focuses on people. It has helped manufacturers and accounting firms to alleviate stress and improve motivation.

Companies in Jersey and Africa have benefited from the firm's advice. "I ended up in East Africa to teach conflict resolution to tribal groups and communities and

have been meeting lots of people," Peter said. "I met a particular group of children in Homa Bay and we link with them and Brewood school, in Deal, to create a better understanding of both communities and life."

"Brewood school is for children with emotional needs and we have linked both up so the English students can learn about African culture and we can build a base of support for the Homa Bay pupils."

He added: "We have been successful and learnt some enormous lessons along the way. There are certain things that we have done we would not do again."

"We naively thought we could set it up and it would be running OK, but we needed to develop our relationship with the public and work on the marketing of it all. Setting up your own company is hard work."

Peter says anyone setting up their own business needs to consider the hidden costs first.

"Financing a business is hard because when you first start you are trying to get people in but you still have bills to pay. You have to know how to manage that."

Visit www.mind-gliding.co.uk for more information on the company and how it can help you or your business.

Kent on Sunday
28 August, 2005