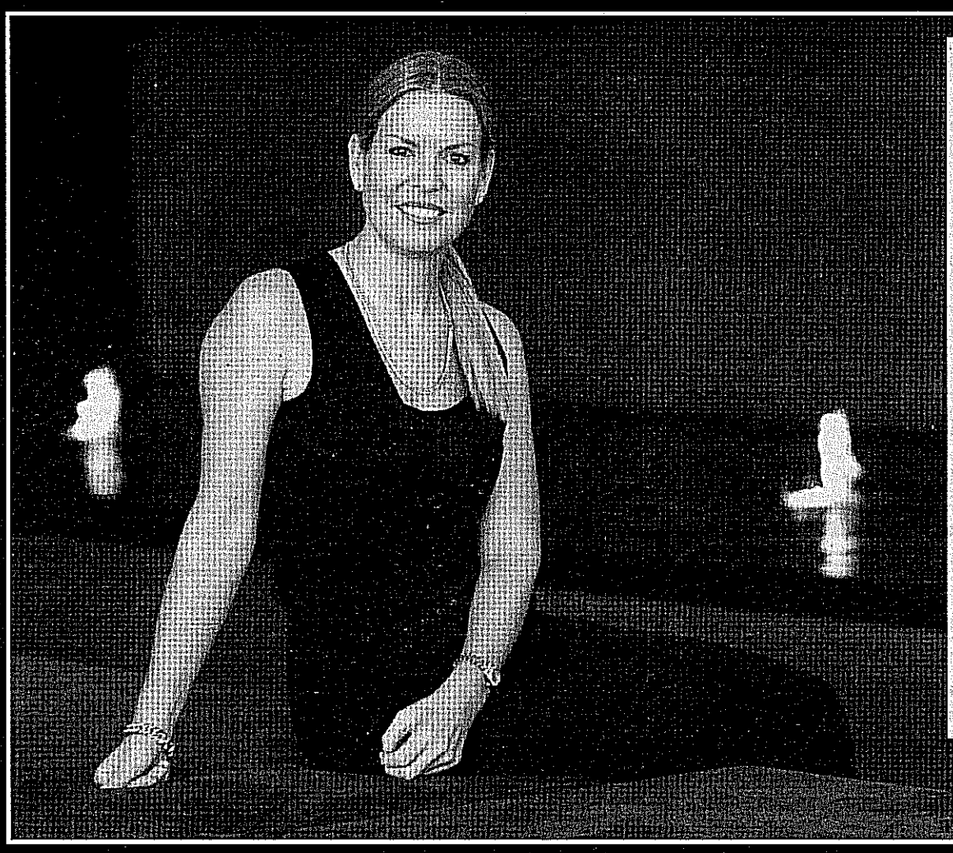

Tops: At least that was the feeling among all those who heard motivationalist Terry Hawkins speak at Cairns Private Hospital this week.

They're motivated at private hospital

THERE are two times in life – now and too late.

Terry Hawkins, an Australian motivational speaker, visited Cairns this week to talk to staff and guests of Cairns Private Hospital.

Ms Hawkins said the people at the two seminars offered by Ramsay Health walked away knowing how to "project a better you".

"They will have a greater understanding of who they are and who they associate with, and the effect they have on the world," Ms Hawkins said.

"People development is a never ending journey."

Hospital chief executive officer Richard Lizzio listened to Ms Hawkins at a conference last year and immediately set about bringing her to the Far North – even if it did cost a "bucket load of money".

Ms Hawkins said one of the keys to bringing out the best in people was humour.

She also developed a "Pitman and Stickman" concept to help people come back from the pits and recover from negative thinking.

The people performance expert has been a motivational speaker and business trainer for 25 years and tours Australia and New Zealand speaking with up to 100,000 people a year.

"She is not one of those people that you listen to and walk away and forget what they said," Mr Lizzio said.

Developers focus on retail

SOME property developers are focusing more on retail projects in a bid to capture the benefit of rising consumer spending, amid one of the biggest housing downturns in recent memory.

Housing Industry Association chief economist Harley Dale said a weak housing market, particularly in Sydney, has prompted developers to seek alternative investment opportunities, such as shopping centres.

Mr Dale said cities on the eastern coast were in a long-term housing market downturn.

"It has turned out to be not a normal housing cycle," Mr Dale said.

"There has never been a downturn on this scale."

Property giant Australand this week said it would invest in neighbourhood shopping centres and reduce assets in its residential development portfolio to give it some defence against weaker market conditions.

BIS Shrapnel analyst Jason Anderson said investing in shopping centres was practical because yields on retail property were strong.

"Property companies are making retail developments where the shops are an extra addition," he said.

Lend Lease Communities chief executive Rod Fehring said the strong economic conditions meant many Australians were earning more and had greater spending power.

But those in 30 to 35-year-old age bracket in particular had high levels of disposable income because they tended to pay down their debt.

"There is a rise in disposable income with the overall wealth in the economy," he said.

Rob Lynch, an executive at Clarendon Residential, the residential business of property investment company, Investa, said developers were shifting priorities in a changing market.

"Companies have shifted the money," he said.

COMMODITIES

FINAL prices for commodities at the close of trading yesterday:

GOLD: The price ex Perth Mint yesterday was $A622.64 an ounce equivalent to $A26.45 a gram.

SILVER: The base selling price ex Perth mint yesterday was $A16.42 an ounce.

SUGAR: The New York price yesterday was US9.56c a pound.

COPPER: The Comex price yesterday was US358.65 a pound.

OIL: The London price yesterday was $US61.81 a barrel.

All prices courtesy of ABN AMRO Morgans Ltd in Cairns phone 4052 9222

EXCHANGE RATES

$A1eq)	BUY	SELL
Bahrain Dinars	0.3160	0.3100
Canadian $	0.9510	0.9277
Cfp Francs	75.8200	70.1800
Cyprus Pounds	0.3623	0.3085
Danish Kroner	4.6248	4.4832
Euro	0.6191	0.6038
Fiji $	1.3741	1.3002
HK $	6.5833	6.4441
Indian Rupees	36.2230	33.4980
Japanese Yen	99.8600	97.8600
Kenyan Shilling	59.8100	52.0100
Kuwaiti Dinars	0.2452	0.2320
Maltese Lira	0.2762	0.2501
NZ $	1.1336	1.1082
Norwegian Krone	5.0375	4.8878
PNG Kina	2.7039	2.1276
Pakistani Rupees	52.2300	38.8050
Polish Zloty	2.4308	2.1989
S. Arabian Riyals	3.1615	3.0904
Singapore $	1.2763	1.2425
Solomon Is $	6.4800	5.1603
Sri Lanka Rupees	93.5100	85.5600
Sth African Rand	5.9610	5.7795
Swedish Krona	5.7114	5.5483
Swiss Francs	1.0167	0.9912
Thai Bahts	27.5470	24.5210
Uae Dirhams	3.0858	3.0177
Uk Pounds Sterling	0.4189	0.4120
US $	0.8382	0.8298
W. Samoa Tala	2.9284	2.0239

Published exchange rates vary from day to day and anyone wishing to convert foreign currency should check with their bank for the latest rate. The rates above are opening rates only and may vary across the counter during the day.

Miner trades again

IN a milestone day for Beaconsfield Gold NL, its shares made return to trading after a suspension lasting almost a year and it started feeding ore into its gold plant in Tasmania.

Beaconsfield's shares have been suspended since a rockfall at its Tasmanian gold mine on Anzac Day last year killed one miner and trapped two others.

Since the incident, Beaconsfield has restructured ownership of the mine, taking control of its joint-venture partner. Allstate Exploration NL, and bailing it out of administration, and funding the process through several share issues.

Beaconsfield chief executive Bill Colvin said the performance of the shares was positive, as was news that the miner was likely to start pouring gold next week.

Supplier offered a lifeline

FORD has offered one of its key parts suppliers more than $500,000 as part of a rescue package aimed at keeping the supplier operating for the next 60 days.

The offer to Coghlan and Russell Engineering will be considered this morning at a meeting between the business, its employees, administrators and unions, Ford spokeswoman Sinead McAlary said yesterday.

Ford is awaiting the meeting's outcome before it knows whether it will stand down 3500 of its own Geelong and Broadmeadows workers.

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