



Is this the best office in the world? Gihan Perera says it is.

Another busy day at the 'office'

Few people would argue with Gihan Perera, who says he has the best office in the world.

Apart from the occasional seagull bomb landing on his laptop, that is.

Gihan is a website designer who works alfresco – seated at a heavy jarrah table under a spreading flame tree on the shore of Matilda Bay, next to the cafe.

He said: "I pay my rent in coffee by keeping my coffee cup full – and lunch."

He said the glorious 360-degree views were not distracting, but inspiring.

He is a consultant, speaker and author who helps his clients to "leverage their products, services and business practices".

He says his web design company, First Step Communications, based in Leederville, serves clients throughout Australia, New Zealand, South Africa, the UK, Singapore and Canada.

He says on his website: "If you're reading this page, you might already be a client of ours (and if you're not, what's taking you so long?)."

"Yes, we're all busy, and I'm not going to feed you some time management guru BS about mak-

ing the time ... or living in Quadrant 2 ... or imagining yourself on your deathbed looking back on your life. You haven't got the time – I'll accept that.

"But here's a powerful secret ... The words that come out of your mouth when you present, consult, train or coach are gold.

"They have to be, or else your clients wouldn't hire you. Am I right?"

"These are the very words that can go into your products.

"So make sure that you record every presentation, every coaching session, every client phone call and every consulting meeting.

"Of course, you have to get permission, but that's simply a matter of telling people that you are recording."

He has written several books, including one with Candy Tymson, former lady mayoress of Sydney – *How to Promote Your Business For Little Or No Cost*.

He said: "I have a science honours degree (computer science and mathematics) from the University of WA."