



Look of opulence a success

THAT LOOK OF SUCCESS — People with old money recognize it, people with new money covet it, and people with no money aim for it.

It's a look that takes more than money, however. To look successful, you must feel successful and that takes self-confidence, which only comes after you have mastered self-discipline, good manners, false self-images, and poise. Sound impossible? Not when you set goals and stick with them.

SELF-DISCIPLINE includes maintaining a good grooming routine on a scheduled basis. So does formulating and sticking with a regular daily exercise routine.

Good grooming is best achieved by scheduling once-a-month visits to a professional hair stylist, manicurist and facialist with back-up weekly home treatments.

Allocate one evening each week to maintaining your own image and dedicate it to a complete wardrobe check, home facial, manicure and pedicure. Don't forget reweaving loose buttons, hemlines, seam rents and necessary hand washing and pressing.

A daily exercise routine should include walking or running, easy bending and stretching exercises when you first get up in the morning, or before you go to bed at night.

A PLANNED WARDROBE of clothing and accessories must begin with the investment theory of dressing. Investment dressing means buying one good suit that can take you through the business day and on to dinner. If you decide on black or a basic neutral (no browns or beiges this year), you can add one good pair of black pumps and a good black bag. Add brightening touches with blouses or scarves.

With business dressing, one focal point is enough, and that one focus should be you. Hence, select low key clothes and accessories that reek of impeccably good taste. You should be remembered for yourself and not for gauche clothing or grooming.

The focal point in dress means dressing to draw the eye of the beholder to one interesting area, which should be your best feature. Considering everything, your best feature is probably your face not your feet. Keep this in



She wisely invests in quality accent pieces, including three-quarter carat diamond earrings, a simple yet elegant Omega watch, and the classic touch of pearls at her throat. Diamonds at her wrist complete her look of success.



The man who wants to make a visual statement elects the quality watch, gold signet ring, and the Dunhill gold lighter. While it may be true that low cost, mass market accessories do the job, he wants something more than the barely adequate.

mind when you dress for business. Keep everything else basic and draw the eye to your face — make that your bright spot of the day.

poise. Poise is the grace of physical movement that allows you to enter a

room, not invade it, seat yourself quietly and gracefully without threatening to demolish the chair, or walk with graceful purpose and to leave and enter a room wafting charm.

Poise includes knowing what to do with your hands and feet while seated. It means knowing that gum chewing should be confined to your own privacy, and that tossing your mane of hair indeed reminds onlookers of a horse in the barn stall.

It includes knowing that quiet hands are graceful and may be used eloquently for expression and description, but never for grooming oneself in public.

Poise includes knowing that rounded shoulders and a dropped head tell others you are defeated. You might as well wear a sign that says "I am a loser." Poise means standing tall and sitting straight. It means directional walking rather than aimless ambling.

If you are a success, you won't have to tell others about it. They will know simply by looking at you that you have your act together. Once you master all the skills and can execute them without self-consciousness, you will have achieved that Look of Success.

— Rustle Shand

'GOOD MANNERS — are really little more than a conscientious consideration for others. The code of good manners developed when it became necessary for people to live and work together in harmony. The Golden Rule, "Do unto others as you would have them do unto you," has never been more appropriate than it is this season.

A woman in business should extend the same courtesies to guests in her office as in her home. It is proper for her to stand when greeting another business person who enters her office. Although it is not necessary for a woman to stand except in the presence of an older woman, as a business courtesy, it is expected.

POISE — "Where were you raised? In a barn?" If those questions sound familiar, then chances are you lack vis-



Suited for success, she elects navy gabardine by Bill Blass and a Helene Sidel cerise tissue faille blouse. And she carries an attache case in camel leather by Susan Gail. His look of success is assured by Walter Morton's gray flannel classic suit and the season's newest striped tie. At J.L. Hudson's.

fashion calendar

Monday, Sept. 17

Lord & Taylor — A Charles of the Ritz Body Awareness Clinic will be held today and tomorrow at the Fairlane store. Body toning exercises will be demonstrated. Your own leotard will be supplied, plus a healthful snack. A \$10 registration fee will be charged with \$7.50 applicable towards any Charles of the Ritz purchase. Call 358-3100 for your two-hour reservation.

Lord & Taylor — A six-part series for men and women interested in shaping up through exercise and proper diet will be held on six consecutive Mondays at the Twelve Oaks store. Aerobic fitness instructor Gail Greenfield will provide effective diet guidelines and exercise routines. Groups will meet in the cafe from 5-7 p.m.

Bonwit Teller — Fashions from Bonwit Teller will be modeled from 12:30-2:30 p.m. at Alfred's Restaurant in the Somerset Mall.

Tuesday, Sept. 18

Cooper's Arms — Designer fashions from Janet Varner's of Rochester are modeled informally from noon to 1:30 p.m. every Tuesday through May in the Cooper's Arms Restaurant, 506 Main St. in downtown Rochester.

Jacobson's — The Jayweir Fall Collection will be modeled in the Birmingham store during the hours from 10 a.m. to 5:30 p.m.

Lord & Taylor — The fall fashion show will be held in the Dress Salon of the Fairlane store at 7 p.m.

Courreges — The fall and winter sports collection will be presented from 11:30 a.m. to 4:30 p.m. today and tomorrow. Courreges is located on the L-2 Level, Tower 100, Renaissance Center.

Jaeger — Fashions from Jaeger's will be modeled from 12:30-2:30 p.m. in Alfred's Restaurant in the Somerset Mall.

Wednesday, Sept. 19

Halston — Halston will unveil its new fall and winter fashions in its boutique from 11:30 a.m. to 4:30 p.m. today and tomorrow. The boutique is located on the L-2 Level, Tower in the Renaissance Center.

Don Thomas — Fashions from Don Thomas will be modeled from 12:30 to 2:30 p.m. in Alfred's Restaurant in the Somerset Mall.

Thursday, Sept. 20

Lord & Taylor — Part two of a series called Make Sense of Your Dollars will be conducted by Audrey Pearl. Investments, stocks, bonds, mutual funds, and insurance will be discussed in the Cafe from 7-9 p.m.

Bonwit Teller — Fashions from Bonwit Teller will be modeled from 12:30-2:30 p.m. in Alfred's Restaurant.

Friday, Sept. 21

Lakeside Mall — A Fashion Show, "Fall Forecast - Lifestyle" will be presented at 2 and 7 p.m. in the Performing Arts Court.

Lord & Taylor — Fashions for the woman five feet four inches and under will be on view in the Pastelie Pettie collection in the Dress Salon at 2 p.m. in the Lakeside store.

Rodier — Fashions from Rodier's will be presented from 12:30-2:30 p.m. in Alfred's Restaurant.

Saturday, Sept. 22

Tennis Lady — Fashions from the Tennis Lady will be modeled from 12:30-2:30 p.m. in Alfred's Restaurant in the Somerset Mall.



Where It's At

By JUDY SOLOMON

Pot luck

If you need anything in the line of crystal, cookware, stone-ware or glassware, chances are excellent that you'll find it at Wells Freight and Cargo, and at a fantastic price. Because the store is a factory outlet, you can save up to 50 percent or more on selected irregulars, discontinued patterns and factory overruns. For example, last January I wrote up a stunning ceramic "everything pot." Encircled with built-in ceramic handles that held six individual serving crocks, the pot was priced at \$65. It is now in stock at Wells Freight and Cargo for \$22.97. Wells Freight and Cargo, 820 S. Woodward, 642-4642 and 6411 Orchard Lake Road, West Bloomfield, 626-4162.

Hang ups

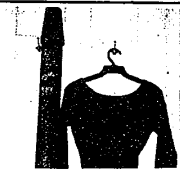
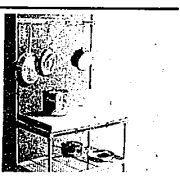
What with airlines losing bags left and right and baggage service often painfully slow, more and more people have started to carry hanging garment bags right onto the plane. The best hanging bag I've found is made by Travel Bag. What makes it so special is a lock that keeps your hangers from slipping down into the bag. Available in your choice of navy, cocoa or black nylon, the ladies' long length is priced at \$35 while the men's shorter suit length is priced at \$31.50. Air And Sea Travel Boutique, 28671 Northwestern, Southfield, 355-2277.

Technically

They're the latest rage in home furnishings and accessories and for good reason, too. "Industrial look" items are durable, well-priced, space-saving and provide a contemporary, uncluttered feeling. For example, a group of chrome-plated Stackmaster Systems sold exclusively at Orthogonality. Gourmet Rack with its removable butcher block top provides both extra preparation and storage space and is priced at \$325. Then there's a three panel room divider (\$175), which also can be used for hanging your accessories. Orthogonality, 135 S. Woodward, Birmingham, 642-1460.

Colorful

Here's a fun item from Barbara's Paper Bag that's bound to be a conversation piece. It's a four-foot-high sculpture of a crayon and it looks just like the real thing only bigger. Available in red, green, white, orange, brown, yellow or blue, the plastic crayon (\$30) has a realistic paper wrapper which can be personalized with your own name. The shop also sells 100-percent nylon leotards in both children's (\$18) and women's (\$20) sizes which come complete with your name or monogram in script lettering. Barbara's Paper Bag, 135 Pierce, Birmingham, 642-3860.



For an evening of cool jazz at the piano at Tweney's Cafe, she chooses a quietly sensational Calvin Klein silk wrap in bronze tones that reverses to garnet silk that peeks through at the neck. She also wears garnet and pearls at her throat and gold and garnets in her earrings. She completes the elegant look with wine leather pumps. The Woodward Shops, J.L. Hudson's.

A weekend away, after your last meeting Friday.

In a haberdashery season, a special blazer: lambswool flannel from Sasson.

Distinctly double-breasted, this blazer works for you like a charm. With polish for day, a casual air on weekends. Attention to detail continues with narrower lapels, patch pockets and a full lining. A modern classic in navy or grey, for 6 to 14 sizes. 120.00.

Miss Bonwit Coats and Suits, Second Floor



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