

Clients are friends of friends

Continued from Page 1B

venience they are giving their customers.

"The company doesn't make trendy clothes. There are no fad styles here. All of them are classics, and all of them are versatile. The mix-and-match possibilities are endless," Conn said. Customers' orders are delivered to their own address, which saves running around time for the salespersons. Returns are handled through the distributors, "with no hassle to the customer," Spangenberg said.

Spangenberg and Conn are both involved with Doncaster because they enjoy being around beautiful clothes and enjoy giving a very unique service to busy women.

June Kenny is selling from her Farmington Hills home with a \$5,000 goal in mind. The mother of two wants that money in the bank by the time her preschooler enters first grade so more can start studies leading to a doctorate in psychology.

Lillian Zebley, retired from her job as a public-school secretary, is selling from her home, building up to a full-time job to supplement her retirement income.

Kenny and Zebley both said self-discipline and time management are extremely important when you are self-employed.

KENNY BECAME a distributor for Jafra, a subsidiary of Gillette, "because it fit so neatly into my lifestyle," she said.

The skin-care products had cleared up a frustration of blemishes she'd had for many years, and a trade-off baby-sitting arrangement could easily be worked out with a neighbor. Plus, it gave her the chance to raise money for schooling.

"It was a prime opportunity to attain my lifelong dream of becoming a doctor," she said.

A former high-school teacher, Kenny thinks of her current job as a teaching one. "I teach skin care. The products sell themselves," she said.

She is earning more money now than she did as a substitute teacher, and repeat orders started coming in after about five months on the job.

"None of the hostesses who invite friends in for a free facial have any pressure put on them," she said. "There is no obligation on anybody. The company has a no-advertising policy, and it works on high-pressure tactics."

"I like the philosophy. I like to be able to tell the women they can try the product without risk. We have an easy return policy. There's no hard sell, which suits me fine, because I wouldn't be comfortable with that."

NONE OF THE women give discounts. As if in one voice all stated that it simply would not be fair to the other distributors who were selling the same product, and that was mostly a matter of the honor system.

Lillian Zebley has set her own price, however, on the color coding she does from her Farmington Hills apartment. She was introduced to the book "Color Me Beautiful" at an Amway seminar she was only half-interested in, she said, but which grew to "almost an obsession."

The book was a hand-out that dovetailed into Amway's line of cosmetics. Artistry, that is now color-coded to correspond to the color codes spelled out by the author.

Through the book, or now through individual sessions in private homes, both men and women can discover if they are spring, summer, autumn or winter persons; that is, what season their "look" goes best with. The women's makeup is stripped, and both the men's and women's hair is covered as the colorist drapes fabrics about the client's face and neck to determine the proper season. Clients receive in turn a packet of fabric swatches of their season.

Zebley charges \$29 for her consulting fee, but \$10 of that price can be used on the first purchase of the color-coded Artistry cosmetics.

She filled in once for a program speaker who didn't show up at a church luncheon with a lecture-demonstration and has lectured and demonstrated since on color coding in several area high-school classes.

"ABOUT 50 percent of what you have in your closet is the right color for you," Zebley said. "There are the clothes you wear the most, the ones you instinctively go back to because you feel good when you wear them."

She said finding the right colors is like "Finding magic. It can lift you up and change your moods."

She doesn't expect that her clients are going to change their wardrobes overnight.

"But if you carry the swatches with you when shopping and are careful to buy only those colors, you will eventually have a wardrobe that not only suits you beautifully, but everything will be color coded to match everything else you have," she said.

Zebley takes appointments for color-coding only on Thursdays. She can be reached by calling 477-5725.

Conn will take calls from those who want to be placed on her invitation list at 553-4053. The next invitations will be sent out in August for the September showing of fall and winter clothes.

Kenny will take calls about Jafra by calling 553-2655.

SUSAN DAVIS invites new members to join the National Alliance of Home Based Business Women.

"This is for any woman who is selling any product or service from her home," she said.

"We are a network for one another."

We help one another and share ideas for getting bigger and better sales. If any woman has created what she thinks is a saleable product we can showcase it for her and teach her how to market it."

The Michigan chapter of the national alliance was created about five months ago. Davis can be reached by calling 647-7632.



RANDY BORST/staff photographer

One of the dressiest fashions from the Doncaster fall collection is the black and brown two-piece silk worn by Carolyn Spangenberg (seated). Penny Conn put together a mix and match pink and gray ensemble, much more typical of the classic fashions offered.

Solid-colored pieces of fabric fill Lillian Zebley's living room as she drapes one after another about her client. Swatches of fabrics will lead to a well-coordinated wardrobe, the colorist said.

RANDY BORST
staff photographer

Yiddish concert set

The fourth annual Yiddish Concert in the Park begins at 2:30 p.m. Sunday, Aug. 1, in David H. Shepherd Park on Church Road and Oak Park Boulevard in Oak Park.

The yearly sponsors of the concert are the Sholem Aleichem Institute, based in Farmington Hills, The Workmen's Circle, J. T. Zukerman Culture Fund and Jewish Community Council in co-operation with the city of Oak Park.

Admission is free for the open-air concert. Concert-goers are reminded to bring lawn chairs or blankets.

Sam Barnett and his orchestra furnish the music for the voices of Cantor Chaim Najman and Margalee Green-Ruby. The playbill is made up of Yiddish folk songs and Yiddish theater songs.

Najman is cantor for Congregation Shaarey Zedek, who received his training in Yeshiva and Columbia universities. He subsequently was a member of

the faculty of Cantorial School of Yeshiva University. He is holder of the coveted Solomon Schechter Awards for musical programming.

Greene-Ruby received her musical education at Northwestern School of Music, Roosevelt University Opera Workshop and Chicago Musical College. She has appeared with Lyric Opera Company in Chicago and Chicago Symphony Orchestra. She has given solo performances with Halevi and Remeala Choral Societies.

Sam Barnett was head of the fine art department of Chadsey High School for 15 years. With a master's degree in music, his expertise lies in dance, symphonic and band music. He has an outstanding collection of Yiddish, Israeli and Hasidic folk music, amassed over the past 20 years.

The grant for this performance was obtained with the cooperation of Local 5, Detroit Federation of Musicians.

Bring your dancing shoes

The Farmington Community Jazz and Dance Band invites festival goers to bring their dancing shoes for stepping to the sounds from the Big Band era.

The band will play from the showmobile in Downtown Shopping Center beginning at 7:30 p.m. Thursday, July 29 for the outdoor dance.

At 7:30 p.m. Friday, July 30, the Farmington Community Concert Band takes the showmobile stage in Downtown Shopping Center.

FYA offers wide range of services

Farmington Youth Assistance offers the community a wide range of services related to the prevention of delinquency and the promotion of family well-being.

The agency is sponsored by the cities of Farmington and Farmington Hills, Oakland County Juvenile Court and Farmington School District.

For information about our "Children: The Challenge" parent study groups, counseling for young people, planned speakers and workshops, call Farmington Youth Assistance, 476-3840.

Researchers welcome to archives

The Plymouth Historical Museum is a resource center for genealogy and community history.

Nineteenth- and 20th-century newspapers and census records, a surname genealogy file and old photographs are available to the public.

Librarians are on staff to assist the archive researchers during regular museum hours, 1-4 p.m. Thursday, Saturday and Sunday. The museum is at 155 S. Main Street, Plymouth. Admission is \$1.

Pies, ice cream sold here

Pies, brownies, ice cream and ice-cream sundae are on the menu for First United Methodist Church of Farmington's ice-cream social, an annual event the church sponsors during Farmington Founders Festival.

Social hours this year are 7:30-9 p.m.

tonight; from noon to 9 p.m. Friday and from noon to 5 p.m. Saturday.

The social is always held in conjunction with a pie-baking contest, headed this year by Margaret Trombley. Spectators are welcomed to watch the judging between 6:30 and 7:30 p.m. tonight.

club circuit

FARMINGTON COUPON EXCHANGE meets from 10 a.m. to noon Tuesday, Aug. 3, in Farmington Hills Community Library on 12 Mile Road, east of Farmington Road.

The meeting is open to all persons interested in exchanging food coupons or refund forms.

Inquiries are taken by Lola Anchor, 474-7018. BETHANY meets at 8 p.m. Friday, Aug. 13, in Mercy Center, 11 Mile and

Middlebelt roads. The group is composed of separated and divorced Christians.

Discussion for the meeting is called "Help for Single Parents" and will be led by Bob Goodwin.

All meetings sponsored by the group are open to guests. Those who attend the meeting are asked to enter the center from Gate 4, on 11 Mile Road, east of Middlebelt Road.

Inquiries are taken by Joan Gray, 478-7343.

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