hursday, April 28, 1983 G&E

#### business people

PAMELA R. HEDGE of Troy recently was ap-pointed advertising representative of south Gai-and County for The Christian Science Monitor She currently is self-employed as a fashion con-sultant, bandling an exclusive line of custom clothes for women.

FOLLMER, RUDZEWICZ & CO., P.C., certified public accounting firm, has admitted David M. Gesthey and David M. Samsels as partners of the firm. Both are graduates of Wayne State University's School of Business Administration and members of the Michigan Association of CPAs and the American Institute of CPAs, Gustkey is from Farmington Hills, and Samuels is from Southfield.

JOHN P. RICHARDSON JR. was promoted to vice president and investment officer at Manufacturers National Bank of Detroit. A resident of Birmingham, Richardson joined the bank in engineering and standards in 1972 and moved to the trust Investment division in 1975. He was named an officer in 1979 and second vice president in 1981. He is responsible for the management of employee benefit account portfolios.

NORMAN S. MILLER of Southfield now is vice president and trust officer at Manufacturers National Bank of Detroit. He joined the bank's personal trust advision in 1970, was appointed trust officer in 1972 and second vice president in 1978. He is responsible for personal trust account and ministration at the Dearborn Area Trust Office.

GLENN M. SHUDER was elected to the board of directors of the Concrete Improvement Board of Straub Associates/Architects. His experience involves the recent award-winning structure on the Southleid Campus of Oakland Community College and the OCC/Royal Oak Campus parking deck.

ANITA MERGENER was appointed marketing manager — word processing/records management at Kelly Services, Inc, Troy, She previously was district manager of word processing at the Dictapone Corp., after bolding various marketing positions at IBM and Exron Office Systems.

TMP ASSOCIATES, INC. of Bloomfield Hills recently appointed John J. Castellana, AIA, as vicently appointed and Armen Garbooshian, AIA, as an associate.



For Straight Talk about Business, Financial

Insurance Planning forthe CORPORATE

PROFESSIONAL BUSINESS MARKET

P. Terry Knight, CLU & Associates

2075 W. Big Beave Suite 310 Troy 649-3250

first day of somebody else's, too.



so it can be the



511 STEMAN 894-4404

## Suggestions offered for handling will

AST WEEK, we emphasized the need for having a valid will. This week, we will discuss some recommendations on making and handling your will.

The following are some specific suggestions:

e Have a lawyer, trained in entate planing, draw up your will. Each spouse should have a will. Otherwise, one might die and the other could inherit. The best these cools quickly die without a will. In that case, the second spouse's own assets and those inherited would be distributed according to the laws of intestacy.

cy.

• Do not attempt to draw your own will. It could be declared invalid, it might not fit your circumstances, and you might lose valuable

tax savings.

• Before seeing the lawyer, make a list of

of any previous marriages and divorces and the names and algos of children, the characteristics of those who will be beteficiaries, such as their shill to manage mothes; the location of safe-deposit boxes and keys property in joint names; pension and profit-charing plans, and whether you have the possibility of an inheritance.

befitzion.

© Chouse a competent executor whom you triest, it also is a good idea to chouse an alternate. Fos can name your spouse, but in a large exists you might be wise to make him/her co-executor with a bank.

executor with a bash.

When you die, your executor must obtain the
will, gather financial records, make an inventorry of property, decide whether to hire an inventorriey, establish legal fees, collect money, pay
debts, arrange for family living expenses, pay

rinances and you Sid Mittra

beneficiaries and often make important decisions affecting the taxation of the estate.

8 Leave your will with either the executor or the lawyer who down it up. Keep a copy for yourself. Do not leave your will where it could be destroyed. Do not leave it in your safe-deposit box, even if the box is in a joint anne, leacaise the box temporarily could be sealed by regulation. \*\*e Consult a financial planner and seek his/

(T-9A.8-12A.F-13A)(0)7C

EDUCATIONAL SEMINAR: The Observer & Eccentric Newspapers and I will conduct our next financial planning seminar from \$1.0 nm. Wednesday, May 4, at the Michigan State University Management Centule of You Dilling the attendess. The seminar is free, but registration is required. For more details, call \$43-3884.

Sid Mittra is president of Coordinated Financial Planning in Troy and a profes-sor of managment at Oakland University in Rochester.

# Introducing a revolutionary concept in personal wealth the Comerica Equity Loan Service.

### Write yourself a preferred-rate loan for up to \$100,000. It's on the house.

If you have considerable equity in your home and a substantial income, you qualify for the exclusive Comerica Equity Loan Service. You'll have a line of credit from \$10,000 to as much as \$100,000 for wanted and needed things such as a dream vacation, your children's education, a major home improvément, or a summer home. You can even take advantage of an important business opportunity, or make wise investments.

Here's how it works. Your line of credit will be approximately 70% of the appraised value of your home, minus your current mortgage balance. You'll have instant access to cash by simply writing a check for any amount up to your credit limit.

## Only 2% Above Prime.

The rate on your Equity Loan Account is just 12.5% annual percentage ratejust 2% above the Comerica prime rate. These rates were often reserved only for corporate customers. Now they can be your rates, too. The rate is subject to change on a quarterly basis. Except for the onetime initial fee, there is no charge when your funds are not in use. Visit any Comerica Bank office for complete information on the new Comerica Equity Loan Service. Or call us at 1800 292-1300. This might be the last loan you'll ever need. And it's available only at Comerica Bank. For the financial flexibility that a major line of credit offers, come to the innovator. Come to Comerica.



