datebook

● START A SMALL BUSINESS Thurnday, Ang. 4 — "How to Start a Successful Small Business," an 18-bour, six-meeting course, will begin at 7 p.m. at the Michigan Inn in Southfield. Class is sponsored by Wayne State Universi-ty. For more information, call 577-4333.

Saturday, Aug. 6 — Oakland University Division of Continuing Education begins an evening review for CPA liceasure. Twice-weekly classes are 6-9 pm. Mondays and Thurwdays. Tutton is \$120. to \$240 per class. There is no charge for the Saturday, Aug. 6, orientation. For more information, call the continuing education office at \$77-\$120 during normal business hours.

PEOPLE AND AUTOMATION
Monday-Thursday, Ang. 8-11 — The
strat World Congress on the Human Aspects of Automation will be at the
Michigan League in Ann Arbor. The
conference is sponsored by the Society
of Manufacturing Engineers. For more
information, call Patricla Van Doren
at 271-1500, Ext. 359.

is \$10 for non-members of the Oskland County Chamber of Commerce, \$5 for members. For reservations or further information, write the chamber at 10 W. Huron, Suite 315, Pontiac 48058.

INCREASE COMMITMENT
TSesday-Thursday, Aug. 18-18 — Increase productivity and profils by helping associates become more committed to their jobs. A TEAM conference will be in Blirningham, sponsored by Executive Consulting Services Inc. of Farmington Hills. For more information, call 851-4300.

• NEIGHBORHOOD IMPROVE-MENT

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Wedneaday, Aug. 17 — Manufacturers Bank and the Neighborhood Resource Center Project will
seem to bein pelghborhood organizato help neighborhood organizations and individuals including their
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thors and individuals including the
telghborhoods. The seminar will begin
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troit and conclude at 8:45 p.m. For
more information, call Manufacturers
Bank at 222-5831.

NEIGHBORHOOD IMPROVE-MENT

PERSONAL POWER

Tuesday, Aug. 16 — Creating a climate to motivate yourself and others will be discussed at a braskat seminar offered by the Council on Small Enterprises. The seminar will be 8-10 a.m. at Roma's of Bloomfield. Registration at 6:30 p.m. at the Man Library in De-

troit and conclude at 8:45 p.m. For more information, call Manufacturers Bank at 222-5831.

BOTE INFORMATION, CHE MARMARIANEE BRAIK at 22.5831.

EFFECTIVE SECRETARY
Thurday, Sept. 15 — A seminar to teach more effective communication and work skills for secretaries, Ponchartain Hotel, Detroil. Sponsored by Batten Seminars, For Information, call 800-255-6132.

INCOME ENHANCEMENT
Testady, Sept. 20 — Investment opportunities will be examined by three speakers at a breakfast seminar of fered by the Council on Small Enterprises. The seminar will be 8-10 am. at Roma's of Bloomfield. Registration is 1810 for non-members of the Oakland Storman of the County Chamber of Commerce, \$5 for more continuous for reservations of further members. For reservations of further members, For reservations of further members. For reservations of further members, For reservations of further members, For reservations of further members, For reservations of further statements, and the statement of the country of

ment, caucauon, traning and vocational schools.

• MARKETING DAY
Thursday, Oct. 6 — Joseph Campana, vice presiden for marketing of Chrysler Corp. will be the featured luncheon speaker at a day-long series of seminars and workshops sponsored

by the Direct Marketing Association of Detroit. The program will be held at the Southfield Sheraton Hotel. For in-formation, call Bob Breese or Dave Marold at 292-3200.

formation, call Bob Breese or Dave Marold at 292-3200.

Tax CHANGES
Tuesday, Oct. 18 — An update on current tax laws and how they affect you and yoG ur business will be presented at a breakfast seminar offered by the Council on Small Enterprises. The seminar will be 8:10 a.m. at Roma's of Bloomileid. Registration is \$10 for non-members of the Oakland County Chamber of Commerce, \$5 for members. For reservations or further information, with the chamber at 10 km of the Council on the Council of the

IKO ARMOUR

\$815 \$24.45 per sq

today's investor

Thomas E. O'Hara of the National Association of Investment Clubs

I have been using stop loss orders, especially in stocks which have bigh price earnings ratios. I bought Hospital Corporation, and as the price advanced, I raised the stop loss figure from time to time. I did this for about two years, and then one day the stock was sold. I had a nice profit, but the stock has continued to go up, and I would have made a lot more money if I had heid it. The stock has continued to go up, and I would have made a lot more money if I had heid it.

Ob you think it is a good idea to use stop loss orders, or should I change my plan of operation?

You don't explain your reason for setting the price for your stop loss order, and it sounds to me like you are proceeding mechanically without a great deal of understanding. Any routine procedure in the stock market will have times when it works and when it does not.

People place stop loss orders usually because they recognize that the stock is selling in an area where speculation may be excessive, and any type of had

People Business You for

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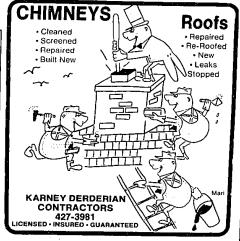
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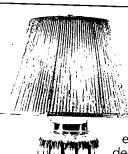
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