

## datebook

- **ACCOUNTANTS ASSOCIATION**  
Thursday, Oct. 17 — The Detroit Chapter of the National Association of Accountants meets. Information: Edward J. Stenger, 259-9600.
- **START A SMALL BUSINESS**  
Thursday, Oct. 17-Nov. 21 — "How to Start a Successful Small Business" 7-10 p.m. in Southfield. Fee: \$295. Information: Ed Harris, 577-4353. Sponsor: Wayne State University school of business administration.
- **WOMEN LEADERS**  
Friday, Oct. 18 — Seminar for women, "Leadership: Taking Charge of Change," all day in Detroit. Information: Karen Salome, 577-2418. Sponsor: Wayne State University.
- **BRAZING & SOLDERING**  
Friday, Oct. 18 — Former astronaut Jack Louma will address the meeting of the AWS Detroit Brazing & Soldering Division at 8 p.m. in Troy. Information: 569-1414.
- **ENTREPRENEURSHIP FORUM**  
Friday-Saturday, Oct. 18-19 — 1985 Entrepreneurship Forum held in Southfield. Fee: \$195. Information: 1-800-848-3952. Sponsor: Greater Detroit Chamber of Commerce.
- **WOMEN IN REAL ESTATE**  
Tuesday, Oct. 22 — Womens Commercial Real Estate Association meets at 11:30 a.m. in Bingham Farms. Information: Sue Harrison, 833-8307.
- **WILL AND PROBATE**  
Wednesday, Oct. 23 — "Wills, Probate and Property Rights in a Changing Society" in Birmingham. Fee: \$24. Information: 644-5932. Sponsor: The Community House.
- **SKILLS FOR WOMEN**  
Wednesday, Oct. 23 — "Professional Skills for the Woman Achiever" from 9 a.m. to 4 p.m. in Dearborn. Fee: \$155. Information: (800) 255-6139. Sponsor: Fred Pryor Seminars.
- **FINANCIAL PLANNING**  
Wednesday, Oct. 23 — Free personal financial planning seminar, "Image and Claims or Substance and Creative," begins at 5:30 p.m. in Troy. Information: 362-2100. Sponsor: Selzman & Selzman/BDO, CPAs.
- **PURCHASING MANAGEMENT**  
Thursday, Oct. 24 — The Purchasing Management Association of Detroit meets at 5:30 p.m. in Farmington Hills. Information: Jo Ann Mayer, 362-8881.
- **CPA CONFERENCE**  
Thursday, Oct. 24 — "Preparing Your Consulting Practice for the 1990s" offered from 9 a.m. to 5 p.m. in Southfield. Fee: \$85. Information: 855-2288. Sponsor: Michigan Association of Certified Public Accountants.
- **CONSTRUCTION BUSINESSWOMEN**  
Thursday, Oct. 24 — The Alliance of Female Owned Businesses Involved in Construction meets at 8 a.m. in Southfield. Information: Diane Bernard, 427-8731.
- **MICROCOMPUTERS AND ACCOUNTANTS**  
Friday, Oct. 25 — Two-hour, CPE-credit seminar begins at 2 p.m. in Southfield. No fee. Information: Howard Rabinovitch, 569-5570. Sponsor: Entree computer Center.

- **OWNING A SMALL BUSINESS**  
Saturday, Oct. 26 — "Building for Excellence: Starting and Managing Your Own Small Business" will be 8:15 a.m. to 4:15 p.m. in Royal Oak. Fee: \$20. Information: 858-0858. Sponsor: Michigan State University cooperative extension service.
- **PUBLIC RELATIONS STUDENTS**  
Saturday, Oct. 26 — "A Hard Look at the Real World of Public Relations" seminar for students 9 a.m. to 2 p.m. in Detroit. Fee: \$5. Deadline: Oct. 18. Information: Freda D. Finner, 567-2300. Sponsor: Detroit Chapter of the Public Relations Society of America.
- **AD AGENCY SEMINAR**  
Saturday, Oct. 26 — One-day seminar teaching students to prepare ads, commercials and campaigns offered in Troy. Information: 335-9821. Sponsor: Creative Advertising Seminars Inc.
- **START A SMALL BUSINESS**  
Saturday, Oct. 26 — "Deciding to Start or Buy a Small Business" workshop offered from 8:15 a.m. to 3:30 p.m. in Detroit. Fee: \$45. Information: Nancy J. Grose, 577-4665. Sponsor: WSU Division of Noncredit Programs, WSU College of Lifelong Learning, U.S. Small Business Administration.
- **ADVANCED IBM PC**  
Saturday, Oct. 26-Nov. 16 — "More Experience on the IBM PC" offered in Rochester. Fee: \$85. Information: 370-3120. Sponsor: Oakland University division of continuing education.
- **MICROCOMPUTERS AND ACCOUNTANTS**  
Monday, Oct. 28 — Two-hour, CPE-credit seminar begins at 10 a.m. in Southfield. No fee. Information: Howard Rabinovitch, 569-5570. Sponsor: Entree computer Center.
- **BUY A FRANCHISE**  
Monday, Oct. 28 — Free "How to Buy a Franchised Business" seminar begins at 6:45 p.m. in Rochester. Information: Barbara Poulos, 528-1800. Sponsor: Hollyfort Associates Inc.
- **WORKING WITH PEOPLE**  
Monday, Oct. 28 — "Working With People" seminar offered from 9:30 a.m. to 4:30 p.m. in Detroit. Fee: \$175. Information: Claudia, 577-4419. Sponsor: Wayne State University Management Center.
- **PURCHASING NEGOTIATION**  
Monday-Tuesday, Oct. 28-29 — "Win Win Purchasing Negotiations" offered in Dearborn. Fee: \$295. Information: 1-616-323-1531. Sponsor: Materials Management Institute Inc., Purchasing Management Association of Detroit, Grand Rapids Association of Purchasing Management Inc.
- **WOMEN'S AD CLUB FAIR**  
Tuesday, Oct. 29 — Annual Women's Advertising Club career fair offered 5-9:30 p.m. in Dearborn. Information: Mary Ann Gideon, 883-7440. Sponsor: Women's Advertising Club of Detroit.
- **DEVELOPERS**  
Wednesday, Oct. 30 — The Land Sales and Developers Division of the Detroit Board of Realtors meets. Information: 961-6168.
- **COMPUTERIZED ACCOUNTING**  
Wednesday, Oct. 30 — Free breakfast seminar, "Computerized Accounting Systems: Boon or Bother?" begins at 8 a.m. in Troy. Information: 528-0150. Sponsor: Arthur Young Inc.

## business people

John J. Grant of Bloomfield Hills has joined Touche Ross.

Roe Haratch has joined Nordhaus Research Inc. in Farmington Hills as controller.

Gregory Fabrbanks has been named staff horticulturist at English Gardens West Bloomfield store.

James G. Martin has been named vice president, finance and management of Detroit Country Day School in Beverly Hills.

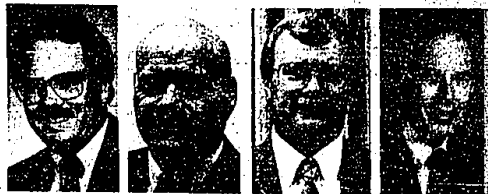
Eugene V. Reilly of Farmington Hills has been named broadcast media supervisor for Stone, August & Co. in Birmingham.

Diana Brehm of West Bloomfield has been named broadcast media supervisor for Stone, August & Co. in Birmingham.

John O'Hara of Birmingham has been named president of R. L. Polk & Co., and Stephen R. Polk of Birmingham has been named executive vice president operations.

The following area persons have been named officers of the Business Education Alliance 1985-86 Board of Trustees. They are: Richard M. Gabrys of Bloomfield Hills as president; Richard E. Marburger of Southfield as assistant secretary; and Michael J. Brenner of Bloomfield Hills as treasurer.

Robert W. Scott of Bloomfield Hills will retire Nov. 1 after 39 years with Ford Motor Co. Scott joined Ford in 1946 and became a staff attorney in the office of the general counsel in 1947. His subsequent positions included senior attorney counsel — litigation. He has been a member of the dealer policy



Grant Reilly Martin O'Hara

board since 1977, and its chairman since 1979. Scott was appointed vice chairman of the dealer policy board in 1978 and chairman in March 1979.

James L. Pfeiffer of Bloomfield Hills has been appointed chairman of Ford Motor Co.'s dealer policy board. Pfeiffer joined Ford in 1952. He had been Ford Division's market representation manager since September 1984.

Peter C. Katt of Bloomfield Hills has joined the nation accounting firm of Selzman & Selzman, creating a new service extension of the firm's tax department.

Maureen Macauley of Troy has been named vice president for furniture with Macauley's office products company.

Alan Sefton of Birmingham has joined Southfield Rehabilitation Center as vice president of marketing. Ted Rozwadowski has been named director of finance for the Southfield-based center. Cheryl D. Palmer has been promoted to associate administrator.

Thomas R. Eppich of Troy and Matthew A. Mendrygal of Rochester have been named partners of Arthur Young & Co.

David Devereaux of Birmingham has been named manager of video promotion at WTVS-Channel 58.

Marilyn R. Keene of Southfield has been named general manager of Greatways Corp.

William D. Pinter of West Bloomfield has been named president of IEP Pharmacy Inc., a subsidiary of Independence Health Plan Inc.

William J. Krause has been named a general agent of the Asset Management Professional Group Inc., the new Detroit office of Berkshire Life Insurance Co. in Southfield.

J. Lee Juett has been named vice-president of the J. Lee Hackett Co. in Farmington.

Debbie Adams of Birmingham has been named assistant controller of Domino's Pizza Distribution Corp.

**Sweetest Day**  
**Roses**  
**\$14.95\***

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W. BLOOMFIELD  
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The Institute for the Study of Children and Families  
**EASTERN MICHIGAN UNIVERSITY**  
presents its Sixth Annual Conference  
**VULNERABLE FAMILIES/DANGEROUS TIMES:**  
**Strategies for Effective Assistance**

Thursday, October 24th  
9:00 A.M. - 4:30 P.M.

McKenny Union  
EMU Campus, Ypsilanti, MI

**KEYNOTE SPEAKER:** Representative David C. Hollister "Organizing, Advocating and Winning: How to Survive in Periods of Outlets and Crisis"

**LUNCHEON SPEAKER:** Dr. Gladys Kosopka Professor Emerita, Social Work University of Minnesota "The Adolescent and the Family"

**WORKSHOPS ON:** "Latch Key" Child Care • Day Care for Special Needs Children • Day Care Alternatives in Schools as Supports for Vulnerable Children and Families • Parents and Public School Education Partners or Problems? • Preventing Teenage Pregnancy • A Community Development Approach to Provide Services to Two Parents • Coping with Children in Low Income Families • Training and Using Volunteers • Respite Care

**TO REGISTER:** Call 487-0372 **FEES:** \$25.00 (including lunch, if registered by October 21st)

**EF Hutton's**  
BIRMINGHAM OFFICE PRESENTS ITS

**Fall Seminar Series**

DON'T MISS EITHER OF THESE EXCITING SEMINARS!

Wednesday, Oct. 23 • 7:30 P.M.  
"Financial Survival in the '80s"

Monday, Nov. 4 • 7:30 P.M.  
"The Economy: Stock Market, Interest Rates, Tax Reform... and YOU"

An informative seminar designed for those who seek financial guidance. You'll learn how to set financial goals, sources of financing, assets, budgeting, insurance, and other important answers to your financial questions.

Guest Speaker:  
**Mr. William C. Halbert**  
Vice President  
E.F. Hutton Co., Inc.

Mr. Halbert, an alumnus from Wayne State University, is an accomplished speaker on investments. He has been engineering seminars throughout the country with the "Financial Survival" series.

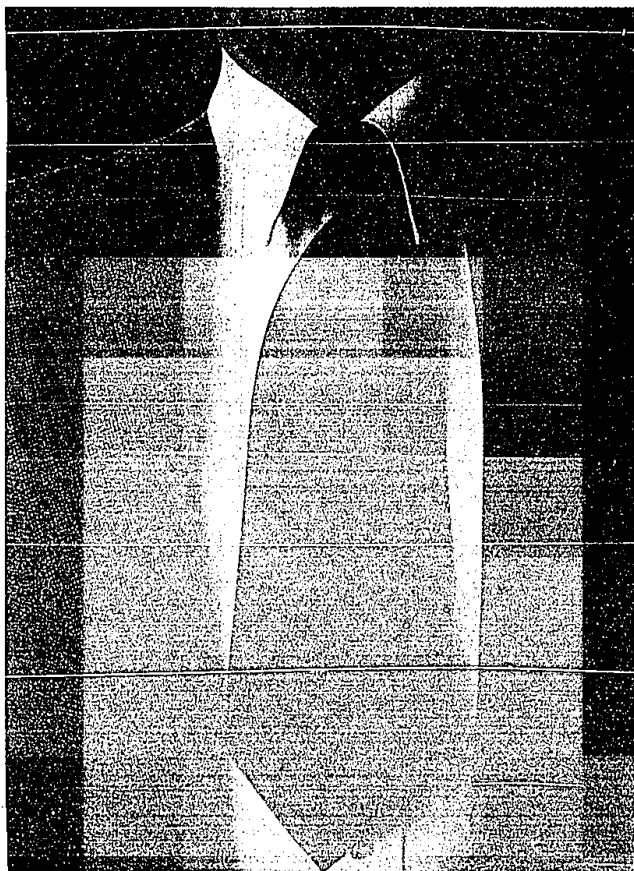
A stimulating and progressive discussion on the business outlook. All last year's hot seminar series, Dr. Doolittle predicted rising interest rates and higher stock prices for 1986, both of which have come true. WHAT DOES HE SEE FOR 1987?

Guest Speaker:  
**Dr. Robert Goodman**  
Vice President & Economist  
J & W Seligman & Co.

Dr. Goodman, an alumnus from Wayne State University, holds a Ph.D. Degree from Michigan State University and is a former economist for the Federal Reserve Bank of New York.

Both seminars will be held at the BIRMINGHAM COMMUNITY HOUSE, Bessemer & Townsend Sts.  
Wine and cheese will be served beginning at 7 P.M.  
Please call Linda Holledge at 540-3200 for reservations.

# Remember When A 9.75%<sup>(APR)</sup> Auto Loan Was Still In Fashion?



Ten years ago, two things were all the rage. Extra-wide ties. And extra-low auto loan rates. Today, First of America reintroduces 9.75% variable interest rate auto loans. Auto loans that are good for any new make or model car or light truck. With whatever options or special features you want.

Loans that are available of First of America offices all over Metro Detroit. And at our new Pontiac locations (formerly Community National Bank of Pontiac). Call your nearest First of America bank to find out how to get a 9.75% variable interest rate auto loan. Because it may be another ten years before auto loans are this fashionable again.



\*Rates may vary outside the Metropolitan Detroit area. Offer not available at all First of America banks. Annual Percentage Rate subject to change after loan closing.

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