

**datebook**

**SECRETARIAL SEMINAR**  
 Thursday, Nov. 7 — "Stress Management" offered 1-4 p.m. in Southfield. Fee varies with number of seminars attended. Information: Susan Barenholtz, 358-2121. Sponsor: Office Management Consultants.

**DIRECT MARKETING**  
 Thursday, Nov. 7 — Direct Marketing Association of Detroit meets. Information: 981-9760.

**BUSINESS LIFECYCLE**  
 Thursday, Nov. 7 — "Lifecycles of Privately Held Businesses" presented 1-5 p.m. in Novi. Fee: \$25. Information: Gayle L. McGarrah, 832-2210. Sponsor: Michigan Association of Life Insurance Counselors.

**BUSINESS SUCCESS**  
 Thursday, Nov. 7-21 — "The New Entrepreneur II" offered 7:30-9 p.m. in Bloomfield Hills. Fee: \$25. Information: Ruthan Brodsky, 645-3835. Sponsors: Cranbrook P.M., EdlText Co.

**CUSTOMER RELATIONS**  
 Friday, Nov. 8 — "Client/Customer Relations" seminar held from 8:30 a.m. to 4:30 p.m. in Southfield. Fee: \$175. Information: Claudia, 577-4449. Sponsor: Wayne State University management center.

**CPA WEEKEND**  
 Friday-Sunday, Nov. 8-10 — Up to 20 hours of continuing professional education offered in 20 different courses for certified public accountants. Fee: \$15 or \$30 per course. Information: 370-3120. Registration deadline: Nov. 6. Sponsor: Oakland University division of continuing education.

**PERSONNEL**  
 Saturday, Nov. 9 — "Tools for Excellence," a three-hour seminar/workshop on personnel and personnel development, will be offered from 9 a.m. to

noon in Detroit. Fee: \$40. Information: Gary Reggio, 577-4472. Sponsor: Wayne State University.

**WOMEN AND BUSINESS**  
 Saturday, Nov. 9 — "Women Say Yes!... To Success in Business" workshop offered from 8:45 a.m. to 3:30 p.m. in Rochester. Fee: \$25. Information: 644-3577. Sponsor: Oakland County Chamber of Commerce Council on Small Enterprises.

**GRE WORKSHOPS**  
 Saturdays, Nov. 9-Dec. 7 — Graduate records examination preparation workshops offered from 9 a.m. to 12:30 p.m. in Rochester. Fee: \$95. Information: 370-3120. Sponsor: Oakland University division of continuing education.

**BUSINESS GET-TOGETHER**  
 Monday, Nov. 9 — Business W/Pleasure get-together 6-8 p.m. in Southfield. Evening offers a chance for business people to meet. Non-member fee: \$7.50. Information: Marie Becker, 557-8400. Sponsor: Southfield Chamber of Commerce.

**GETTING A JOB**  
 Tuesday, Nov. 12 — "Job Hunting Skills" five-session series offered 7-10 a.m. Tuesdays and Thursdays in Rochester. Series fee: \$60. Single session: \$20. Information: 370-3033. Sponsor: Oakland University Continuum Center.

**CONFLICT RESOLUTION**  
 Tuesday, Nov. 12 — "Conflict Resolution" skill-building workshop offered from 8:30 a.m. to 4:30 p.m. in Detroit. Fee: \$125. Information: Mary Kay Reed-Urick, 577-4665. Sponsor: Wayne State University Division of Non-Credit Programs.

**COMPUTING ASSOCIATION**  
 Tuesday, Nov. 12 — Association for Computing Machinery meets. Information:

Anne Platz, 255-1291.

**INTERNAL AUDITORS**  
 Tuesday, Nov. 12 — Institute of Internal Auditors seminar and meeting in Troy. Information: Leonard Metters, 424-7788.

**FRANCHISE INVESTING**  
 Tuesday, Nov. 12 — Session three of a free three-part series on buying a business or franchise begins at 6:45 p.m. in Troy. Information: Barbara Poulos, 529-1600. Sponsor: VR Business Brokers of Troy.

**MANAGEMENT EXCELLENCE**  
 Wednesday, Nov. 13 — "Excellence in Management" seminar offered from 9:30 a.m. to 4 p.m. in Rochester. Fee: \$45. Information: Judy Amir, 370-3033. Sponsor: Oakland University Continuum Center.

**GETTING A JOB**  
 Thursday, Nov. 14 — "Networking" job hunting seminar offered 7-10 p.m. in Rochester. Fee: \$20. Information: 370-3033. Sponsor: Oakland University Continuum Center.

**TRAINING SOCIETY**  
 Thursday, Nov. 14 — American Society for Training and Development meets. Information: 581-8177.

**FINANCIAL SEMINAR**  
 Thursday, Nov. 14 — "Investing in the 1980s" financial planning seminar begins at 7:30 p.m. in Farmington Hills. Information: 626-1600. Sponsor: IDS Financial Services Inc.

**MEDICAL ADVERTISING**  
 Friday, Nov. 15 — Day-long "Medical Advertising/Marketing '85" seminar for health care professionals offered in Farmington Hills. Information: Creative Advertising Seminars Inc., 552-1413. Sponsor: Integrated Clinical Consulting Services.

**COMMUNICATIONS SEMINAR**  
 Saturday, Nov. 16 — "Technique & Style '85" seminar offers 90-minute sessions on writing and editing all day in Bloomfield Township. Non-member fee: \$85. Information: Marilyn Kacir, 548-2138. Sponsor: Detroit Producers Association.

**TAX INSTITUTE**  
 Saturday, Nov. 16 — Annual tax institute for accountants and lawyers offered from 8:30 a.m. to 12:30 p.m. in Dearborn. Information: Robert D. Karpow, 557-8800 Ext. 131. Sponsor: Robenstein, Isaacs, Lax and Borman.

**RETIREMENT PLANNING**  
 Saturday, Nov. 16 — "How Comfortable a Retirement Can You Really Expect?" financial planning seminar begins at 10 a.m. and 1:30 p.m. in Farmington Hills. Information: 626-1600. Sponsor: IDS Financial Services Inc.

**SOUTHERN REAL ESTATE**  
 Saturday-Sunday, Nov. 16-17 — Builders and developers exhibit sunbelt properties 10 a.m. to 8 p.m. Saturday, 11 a.m. to 6 p.m. Sunday in Southfield Hilton Hotel. Sponsor: United Show Management Inc.

**TRAINING EMPLOYABILITY SKILLS**  
 Monday, Nov. 18 — Training for professionals and paraprofessionals who specialize in teaching employability skills offered from 9 a.m. to 4 p.m. in Rochester. Fee: \$10. Information: 370-3033. Sponsor: Oakland University Continuum Center.

**COMPUTER TELECOMMUNICATIONS**  
 Monday, Nov. 18, 25 — "Telecommunications Using Lotus Symphony" offered 7:30-9:30 p.m. in Bloomfield Hills. Fee: \$40. Information: 645-3635. Sponsor: Cranbrook P.M.

**GETTING A JOB**  
 Tuesday, Nov. 19 — "Planning Your Job Campaign" job hunting seminar offered 7-10 p.m. in Rochester. Fee: \$20. Information: 370-3033. Sponsor: Oakland University Continuum Center.

**PR SOCIETY**  
 Tuesday, Nov. 19 — Detroit Chapter of Public Relations Society of America meets. Information: 778-0105.

**FINANCIAL SEMINAR**  
 Tuesday, Nov. 19 — "Financial Planning for the Two-Income Household" begins at 7 p.m. in Southfield. Fee: \$5 to Children's Hospital. Information: 354-5110. Sponsors: Merrill Lynch, Children's Hospital of Michigan.

**WORD PROCESSING**  
 Tuesday, Nov. 19 — "The Truth About Word Processing" seminar offered 6-8 p.m. in Bloomfield Township. Non-member fee: \$10. Information: 644-3577. Sponsor: Oakland County Chamber of Commerce.

**PRODUCTIVITY SEMINAR**  
 Wednesday, Nov. 20 — "Productivity Under Pressure" seminar offered from 8:30 a.m. to 4:30 p.m. in Detroit. Fee: \$185. Information: Claudia, 577-4449. Sponsor: Wayne State University management center.

**SECRETARIAL STRESS**  
 Wednesday, Nov. 20 — "Stress Management for Secretaries" offered from 9 a.m. to 4 p.m. in Rochester. Fee: \$45. Information: 370-3033. Sponsor: Oakland University Continuum Center.

**ACCOUNTS & COMPUTERS**  
 Thursday, Nov. 21 — "Focusing on Microcomputers" offered from 9 a.m. to 5 p.m. in Troy. Fee: \$80. Information: 855-2288. Sponsor: Michigan Association of Certified Public Accountants.

**JOB-HUNTING SEMINAR**  
 Thursday, Nov. 21 — Job-hunting seminar begins at 7:30 a.m. in Birmingham. Fee: \$20. Information: 232-1481. Sponsor: Shannon Employment Counseling Inc.

**GETTING A JOB**  
 Thursday, Nov. 21 — "Writing Effective Resumes" job-hunting seminar offered 7-10 p.m. in Rochester. Fee: \$20. Information: 370-3033. Sponsor: Oakland University Continuum Center.

**FINANCIAL SEMINAR**  
 Thursday, Nov. 21 — "Investing in the 1980s" financial planning seminar begins at 7:30 p.m. in Farmington Hills. Information: 626-1600. Sponsor: IDS Financial Services Inc.

**PURCHASING MANAGEMENT**  
 Thursday, Nov. 21 — Purchasing Management Association of Detroit meets. Information: Jo Ann Mayer, 552-8881.

**ORGANIZATIONS AND CHANGE**  
 Thursday-Friday, Nov. 21-22 — Annual conference on responses to change in organizations offered from 9 a.m. to 5 p.m. Thursday and 9 a.m. to 5:30 p.m. Friday in Southfield. Fee: \$100. Deadline: Nov. 15. Information: 362-1611. Sponsor: Michigan Quality of Work Life Council.

**GETTING A JOB**  
 Tuesday, Nov. 23 — "Job Interviewing Techniques" job-hunting seminar offered 7-10 p.m. in Rochester. Fee: \$20. Information: 370-3033. Sponsor: Oakland University Continuum Center.

**WRITING FOR BUSINESS**  
 Monday, Dec. 2 — "Effective Business Writing" seminar offered from 8:30 a.m. to 4:30 p.m. in Detroit. Fee: \$385. Information: Claudia, 577-4449. Sponsor: Wayne State University Management Center.

**marketplace**

Kuhlman Corp. of Troy has announced plans to build a 25,000-square-foot technical development center next to its corporate headquarters. The center is expected to be completed in the spring of 1986.

Somanetics Corp. of Troy has appointed Anthony M. Franco Inc. as its public relations counsel. Somanetics Corp. develops and manufactures high-technology products for health care applications.

Nemes, Allen & Lefko, an accounting firm in Birmingham, has appointed J.L. Communications Ltd. to create advertising and public relations programs.

opened a subsidiary, Garage Service Technologies Inc., in the downriver area. McKenna Industries produces design and tooling aids for automotive engineering and manufacturing.

Kane and Kane Inc. of Birmingham has been named advertising and public relations agency for Huron Valley Hospital.

Hermansoff & Associates Inc. of Farmington Hills has been selected to be the Detroit area public relations agency for Disneyland, in California.

**HIMELHOCH PLAZA**

Experience  
 the restoration of the  
**HIMELHOCH Building**

**NOW OPEN**

10 a.m.-6 p.m. Monday through Saturday

**ASHLEY'S**  
 FASHIONS AND ANTIQUES

**CHRISTIANA**  
 ELEGANT FASHIONS

**MILLIE & ROSA'S**  
 FASHIONS APPAREL

**D'MONGO'S**  
 HAIR SALON

**PHYSICAL THERAPY ASSOCIATES**

1545 WOODWARD • DOWNTOWN DETROIT 48226

**Confused as to which  
 MASCO to own?**

**Prescott likes MASCO Corp.**

For your copy of Prescott's new research report  
 on MASCO Corp., mail coupon or phone:

**643-8820 or  
 800-482-6166**

**Prescott**  
 Ball & Turben, Inc.  
MEMBERS IN NEW YORK STOCK EXCHANGE, INC.

3331 W. Big Beaver Rd.  
 Suite 114  
 Troy, MI 48064

Please send your new report on MASCO Corp.

Name \_\_\_\_\_ Phone \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Prescott Account Executive

**YAMAHA PORTASOUND/  
 PORTATONE AUTHORIZED DEALER**

**PRE-HOLIDAY SPECIAL**

**15% OFF  
 ALL KEYBOARDS\***

\*Accessories Not Included  
 Good Thru November 30 Only

**THOMAS MUSIC SUPPLY CO.**

• MUSIC GIFTS  
 • ACCESSORIES  
 • MAIL ORDER SERVICE

3715 N. Woodward Ave.  
 Royal Oak, MI 48072  
 (313) 549-4422

**PARKING LOT SPA SALE** SAVE UP TO **70%**

**A SALE SO HUGE, FORCED OUTSIDE TO PARKING LOT**

ALL 5 VISCOUNT SPA STORES HAVE UNLOADED ALL 1 OF A KIND — FLOOR SAMPLES — FREIGHT DAMAGED — CANCELLED — NEW & ABUSED SPAS TO OUR LIVONIA STORE. THE QUALITY & SELECTION IS OUTRAGEOUS — OVER 80 SPAS TO CHOOSE FROM

\*\*\*\*\*3 DAYS ONLY NOV. 8, 9, 10 FRI., SAT., SUN.\*\*\*\*\*

**THE CALIFORNIAN**  
 Hugo 7' Octagon Tub  
 Complete with premium Turbo Power Pak, underwater vacuum, 6 Jacuzzi jets.  
 Compare at 4245  
 3 Only

**THE RELAXER**  
 5'x7' SIZE Cabinet Power Pak, Factory blum  
 Compare at \$297

**FREE WITH ALCOVE AND TIDEWATER SPAS**  
 A \$200<sup>00</sup> VALUE OF SPA ACCESSORIES WITH FIRST 12 SPAS SOLD

- UNDERWATER LIGHT
- BASKET
- HEAT COVER
- THERMOMETER
- FRAGRANCE KIT

Prior Sale Excluded

**THE EMERALD**  
 Luxurious brown marble acrylic spa tub with 4 Jacuzzi jets. Plug-in ready. 110 deluxe power pak  
 Compare at \$1097

**MORE HOT SPA DEALS** Now \$1888

Description	List	Lot Sale Price	Reason for Discount
Lions Paw 6 Man tub	\$3495	\$2888	Factory Blum
Triton 3 Man Blum	\$2595	\$1888	New In Crate
Kohler Essence	\$2595	\$2188	New In Crate
Key Largo 8 Man	\$3895	\$2488	Demo
Beach Port New Port	\$2995	\$2188	3 In Crate
Condo Spa	\$2995	\$2388	One Demo

Above 3 Spas complete with skirt - Power Pak. Ready to go!

OUT OF BOX  
 INSULATING  
 SPA COVERS  
 \$100<sup>00</sup>

WE ALLOW  
 BUY 1  
 GET 1  
**FREE**

**FREE GIFT  
 FOR  
 FIRST 25  
 CUSTOMERS**

**VISCOUNT POOLS**

**Business Card Directory**

**GET YOUR TREES TRIMMED FOR CHRISTMAS**  
 Serving greater Oakland County Area  
**DAWSON TREE CARE**  
 Trimmed-Topwood-Removed  
 Free Estimates  
 Licensed and Insured  
 Deep Root Fertilizing  
 Annual Insect Treatments Available  
**SNOW PLOWING - CALL NOW**  
**CLIFFORD DAWSON** 373-5264  
 We do outdoor decorating!

**bob stern**

BUILDING COMPANY

RESIDENTIAL & COMMERCIAL REMODELING

ADDITIONS • KITCHENS BATHS

6190 Dunmore Dr.  
 West Bloomfield, MI 48093  
**855-3880**

**WILLIAMS ART GLASS STUDIOS, INC.**

50% OFF

STAINED GLASS LAMP SALE

Mon-Fri 10-4 p.m. Sat 10-3 p.m.  
 22 N. Washington (MI-24), Oxford, MI 48051-1111

**MIS**  
 I n c.

CUSTOM DESIGN PROGRAMMING  
 ORDER ENTRY INVOICE  
 INVENTORY PAYROLL INSTALL  
 SUPPORT MAINTENANCE  
 IBM-PC SYSTEMS

P.O. Box 303  
 Troy, Michigan 48060  
 (313) 373-1817