

Fiscal fitness seminar will be offered Saturday

Keeping financially fit involves the same common-sense principles as keeping physically fit.

You develop a sound program that fits your needs and particular situation, stick to it, monitor it, diagnose and treat any difficulties, and measure the results on a regular basis.

For financial fitness, the measuring should be done at least once a year. Changes in your personal situation necessitate revisions in your financial plan.

The following questions should serve as a guide:

DO YOU have a will and has it been updated to correspond to changes in tax legislation?

Have you estimated your upcoming taxes?

Do you have most of your tax information organized by the end of January?

Can you trace all your income for the past years?

Do you know how much money you'll have available on your retirement?

Has your net worth been increasing?

Will the 1986 Tax Reform Act reduce your taxes?

IF YOU answer "yes" to all the questions, you are in top notch fiscal shape. If you answered "no" to a few or all of them, you're not alone.



finances and you

Sid Mittra

In cities across the United States this week, conferences are being held to honor Financial Independence Week.

The Detroit area conference scheduled for Saturday in Farmington Hills. The conference will feature speakers and topics of importance to consumers. The day begins with registration at 8:30 a.m. The

first seminar is at 9 a.m.

Joining together to sponsor this event are the Wayne State University College of Lifelong Learning, the Institute of Certified Financial Planners, the International Association for Financial Planning, the College for Financial Planning and the Observer & Eccentric Newspapers.

Topics covered in the sessions include investment, taxes, insurance, estate planning, small business and retirement. In addition, Frank Capello, an internationally famous financial analyst, will be the featured speaker.

The conference will be at Oakland Community College, Orchard Ridge Campus, 27055 Orchard Lake Road, Farmington Hills.

The price is \$15 per person or \$25

per couple. To register by telephone using MasterCard or VISA, call 577-4665.

A limited number of registrations will be taken the day of the conference and advance registration is recommended.

Sid Mittra is director of certificate program in personal finance at Oakland University and president of Coordinated Financial Planning Inc.

datebook

INVESTING BASICS

Thursday, Sept. 25 — "Getting Your Money's Worth" offered 7-9 p.m. in Rochester. Fee: \$20. Information: division of continuing education, 370-3120. Sponsor: Oakland University.

WANG WORD PROCESSING

Thursday, Sept. 25 — Four-session "Word Processing on the Wang" course begins at 7 p.m. in Rochester. Fee: \$30. Information: division of continuing education, 370-3120. Sponsor: Oakland University.

WOMEN AND MONEY

Thursday, Sept. 25-Oct. 16 — "Financial Survival for Today's Woman" offered 7-9:30 p.m. in Rochester. Fee: \$20. Information: division of continuing education, 370-3120. Sponsor: Oakland University.

RETIREMENT INVESTING

Thursday, Sept. 25-Oct. 9 — "Investing During Retirement" offered 4-6 p.m. in Rochester. Fee: \$10. Information: division of continuing education, 370-3120. Sponsor: Oakland University.

HOME & ENERGY SHOW

Thursday-Sunday, Sept. 25-28 — Home and energy show runs for four days in Detroit. Information: 569-8280.

JAPANESE MIRACLE

Friday, Sept. 26 — The father of the "Japanese Miracle" will speak at 2 p.m. in Detroit. Free. Information: 577-2150. Sponsor: Wayne State University.

FINANCIAL INDEPENDENCE

Saturday, Sept. 27 — Public awareness seminar offered from 8:30 a.m. to 2 p.m. at the Orchard Ridge campus of Oakland Community College. Fee: \$15. Information: 557-4655. Sponsors: International Association of Financial Planners, Institute for Certified Financial Planners, Wayne State University.

A BUSINESS PLAN

Saturday, Sept. 27-Oct. 18 — "Write Your Business Plan" offered from 9 a.m. to 2 p.m. Southfield. Fee: \$500. Information: 559-1246. Sponsor: Business Information Network.

BASIC IBM PC

Saturdays, Sept. 27-Oct. 18 —

"For Beginners: The IBM PC" offered from 9 a.m. to noon in Rochester. Fee: \$98. Information: division of continuing education, 370-3120. Sponsor: Oakland University.

RUN A BUSINESS

Wednesday, Sept. 29-Nov. 10 — "How to Run a Successful Small Business" workshop offered 7-10 p.m. in Southfield. Fee: \$295. Information: 577-4354. Sponsor: Wayne State University.

ATTORNEY SEMINAR

Tuesday, Sept. 30 — Free seminar, "Finding Your Way Through the Tax Reform Maze — Fast" offered 2:30-5 p.m. in Southfield. Information: Sharon Palonka, 522-2500. Sponsor: Plante & Moran.

FLEXIBLE BENEFITS

Tuesday, Sept. 30 — Flexible compensation benefit programs will be examined at 9 a.m. in Troy. Information: 649-8880. Sponsor: FlexBen Corp.

EXPERT SYSTEMS

Tuesday, Sept. 30 — Expert systems will be discussed from 9 a.m. to 5 p.m. in Southfield. Non-member fee: \$295. Information: 747-3046. Sponsor: Michigan Technology Council.

PERFORMANCE APPRAISALS

Tuesday, Sept. 30 — "Performance Appraisals — a Manager's Opportunity" will be offered 7:30-9:30 p.m. in Birmingham. Fee: \$12. Information: 644-5832. Sponsor: Community House.

COMPUTERS FOR BEGINNERS

Tuesday, Sept. 30-Oct. 21 — "Computers for beginners: An Introduction to Personal Computers" offered 7-9 p.m. in Bloomfield Hills. Fee: \$50. Information: June Fasang, 645-3635. Sponsor: Cranbrook Schools.

START A BUSINESS

Tuesdays, Sept. 30-Nov. 4 — "How

to Start a Successful Small Business" workshop offered 7-10 p.m. in Southfield. Fee: \$295. Information: 577-4354. Sponsor: Wayne State University. Sponsor: Cranbrook Schools.

HANDLING NEW MONEY

Tuesdays, Sept. 30-Oct. 21 — "Managing Your Newly Acquired Money" offered 7-9 p.m. in Rochester. Fee: \$20. Information: division of continuing education, 370-3120. Sponsor: Oakland University.

BASIC SUPERVISION

Wednesday, Oct. 1 — "Basic Supervision" offered from 9 a.m. to 4:30 p.m. in Troy. Fee: \$225. Information: Clark E. DeHaven, 1-800-428-4284. Sponsor: Michigan State University.

NON-PROFIT ORGANIZATIONS

Wednesday, Oct. 1 — "The Non-Profit Challenge" offered from 8:30

Specialized itineraries

Continued from Page 1

Langwald recalled how promoting a \$152 round-trip fare to Los Angeles reaped hefty benefits two years ago. "It was a three-day promotion that was well publicized. On the final day, we agreed to stay open until midnight but didn't take care of the last customer until 3 a.m. Other agents thought we were crazy, saying there was no profit in the promotion. But we did \$300,000 worth of business, earning about \$30,000 in profits."

Among the best things to come out of deregulation, Langwald said, was lower airfares. But they may end, she warned, if mergers like Republic and Northwest and acquisitions such as Frontier by People Express continue.

"The problem is, if we end up with only five or six major airlines, that could stymie competition and eliminate the low airfares."

And some of the largest agencies in the country could make special deals with the airlines, squeezing

a.m. to 4 p.m. in Southfield. Fee: \$25. Information: 855-2288. Sponsor: Michigan Association of Certified Public Accountants.

BEGINNING SPREADSHEET

Wednesday, Oct. 1-22 — "Beginning Spreadsheet" using Lotus Symphony and IBM PC offered 7-9 p.m. in Bloomfield Hills. Fee: \$75. Information: June Fasang, 645-3635.

ENTHUSIASM AND WORK

Thursday, Oct. 2 — "The Game of Work" seminar offered from 9 a.m. to 4:30 p.m. in Troy. Fee: \$145. Information: 524-9430. Sponsor: Results Systems Corp.

ESTATE PLANNING

Thursday, Oct. 2 — "Wills, Trusts and Estate Planning" will be offered 6:30-9 p.m. in Southfield. Free. Information: 350-3030. Registration deadline: Oct. 2. Sponsor: Arthritis Foundation.

smaller travel agencies out of competition, she added.

AS A MEMBER of the National Industry Affairs Committee of the Washington, D.C.-based ASTA, Langwald said she will push for "honest dialogue" with major airlines and cruise line representatives.

"We must have a greater understanding of what's expected of us as travel agents and what we should expect from them," she said.

"How important is it to have a carrier's automation system, and what does an agency get in return? What about travel benefits? Until deregulation, we got 75 percent reductions, but now the individual airlines determine those. What about sales volumes? I think the key is, 'money talks.'"

Langwald admitted she lost a lot of money during her first two years as owner of Elkin. "I knew it wouldn't be easy. But sink or swim, I wanted to control my own destiny."

Elkin has offices in Troy, Livonia, Bloomfield Hills, West Bloomfield, Mount Clemens and Grand Rapids. Cruises Only! offices are in Oak Park, West Bloomfield, Livonia, Ann Arbor and Mount Clemens.

Stoddard takes stand

Continued from Page 1

Stoddard said the reception was for an employee who had gone through a period of depression after a "traumatic divorce" and had remarried.

"He was the most visible bank officer in our whole organization. He is highly regarded by men and welcomed more than anybody else in offices around the state. He had higher country club expenses than anybody else, but that (the activity) was expected of him."

"He furnished the guest list. He said, 'These are important people to my work.'"

Stoddard's mother was a MNC guest because "she was a major stockholder, chairman of the Michigan State University performing arts program, and MSU is a major customer."

The "Bankers Club dinner" in San Francisco the evening prior to his son's 1981 wedding.

About three-quarters of the \$13,000-plus dinner for more than 50 people was charged off as business

expense. The government said only three directors of a MNC subsidiary called Western Leasing and Capital attended.

Stoddard put a different light on it: "We had held an all-day meeting (of Western Leasing). We traditionally had a dinner after our board meetings. A day later we had a half-day meeting."

He added that his son, daughter-in-law and her family "had nothing to do with the guest list."

A December 1981 reception for his recently wed son, again in Bloomfield Hills Country Club:

"There were 141 corporate and 27 personal guests," Stoddard said after taking nearly an hour to list every name in affiliation. "The corporate guest list would have been the same, even without the wedding."

Other company officials "took the total cost, broke it down to a per capita cost of \$41.25," and charged MNC for corporate guests.

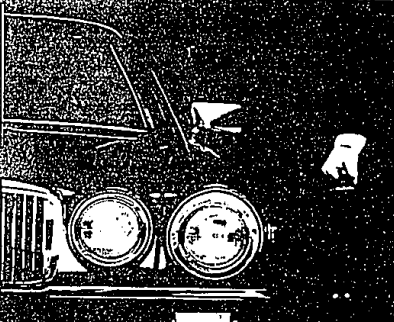
"There was no receiving line. My daughter-in-law wore no wedding gown," he said.

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When: Wednesday, October 1st at 7:30 p.m.

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