

datebook

- **MANAGEMENT ALUMNI**
Thursday, Feb. 12 — Advanced Management Program alumni of Michigan State meets at 7 p.m. in Troy to hear Sen. Carl Levin. Non-member fee: \$18.50. Information: 237-6428. Sponsor: AMP Club.
- **ASSERTIVENESS SEMINAR**
Friday, Feb. 13 — "Assertiveness Training for Achievers" offered from 9 a.m. to 4 p.m. in Southfield. Fee: \$59. Information: 1 (800) 258-7246. Sponsor: National Seminars, Inc.
- **WOMEN'S NETWORK**
Friday, Feb. 13 — "Developing a Small Business" offered at 7:15 a.m. in Farmington Hills. Non-member fee: \$6. Information: 477-8404. Sponsor: Professional Women's Network of Farmington.
- **PROFESSIONAL SERVICES**
Friday, Feb. 13 — Society for Marketing Professional Services meets. Information: Dawn Black, 354-0500.
- **GMAT PREPARATION**
Saturdays, Feb. 14-March 14 — Five-session graduate management admissions test preparation workshop offered from 9 a.m. to 12:30 p.m. in Rochester. Fee: \$130. Optional mathematics refresher course: \$35. Information: 370-3120. Sponsor: Oakland University.
- **MANUFACTURING ENGINEERS**
Monday, Feb. 16 — Society of Manufacturing Engineers, Rouge Valley Chapter, meets at 7 p.m. in Farmington Hills. Information: Bruce Pankov, 471-0577.
- **PRESALESMAN WORKSHOP**
Tuesday, Feb. 17 — Workshop for prospective and new business owners offered from 8:30 a.m. to 4 p.m. in Detroit. Fee: \$10. Information: 226-7947. Sponsors: Wayne State University, Service Corps of Retired Executives, U.S. Small Business Administration.
- **MEETING GLOBAL COMPETITION**
Tuesday, Feb. 17 — "Today's Solutions for Surpassing Global Competition" seminar offered from 8 a.m. to 3:45 p.m. in Troy. Free. Information: 344-2075. Sponsors: Digital Equipment Corp., Arthur Young & Co. ASK Computer Systems Inc.
- **WOMEN IN REAL ESTATE**
Tuesday, Feb. 17 — Women's Commercial Real Estate Association meets at 11:30 a.m. in Bingham Farms. Information: Rusty Rosman, 353-1595.
- **SALES TRAINING**
Tuesdays, Feb. 17-April 7 — The Best Seller non-credit sales training program will be offered 7-8:15 p.m. in Birmingham. Fee: \$250. Information: 577-4665. Sponsor: Wayne State University.
- **MEETING GLOBAL COMPETITION**
Wednesday, Feb. 18 — "Today's Solutions for Surpassing Global Competition" seminar offered from 8 a.m. to 3:45 p.m. in Troy. Free. Information: 344-2075. Sponsors: Digital Equipment Corp., Arthur Young & Co. ASK Computer Systems Inc.
- **DIRECT MARKETING**
Wednesday, Feb. 18 — Direct Marketing Association of Detroit meets at 8 a.m. in Southfield. Information: 288-1260.
- **SMALL BUSINESS MEETING**
Wednesday, Feb. 18 — After Business, Ours meets monthly in Detroit to expand private economic development in southeast Michigan. Non-member fee: \$10. Information: John Sherry, 944-4003.
- **WOMEN BUSINESS OWNERS**
Thursday, Feb. 19 — National Association of Women's Business Owners meets. Information: 644-2200.
- **FULL GOSPEL BUSINESSMEN**
Friday, Feb. 20 — Full Gospel Business Men's Fellowship International meets at 6 p.m. in Farmington. Non-member fee: \$5. Information: Stanley Marcantette, 464-7291.
- **ADVANCED IBM PC**
Saturday, Feb. 21-March 14 — "More Experience on the IBM PC" offered 9:30 a.m.-12:30 p.m. in Rochester. Fee: \$98. Information: 370-3120. Sponsor: Oakland University.
- **WRONGFUL DISCHARGE SUITS**
Monday, Feb. 23 — Seminar for business owners on avoiding wrongful discharge lawsuits offered from noon to 2 p.m. in Pontiac. Fee: \$15. Information: 644-1229. Sponsor: Oakland County Chamber of Commerce.
- **WOMEN'S ADVERTISING CLUB**
Monday, Feb. 23 — Women's Advertising Club of Detroit meets at 5:30 p.m. in Southfield. Information: Carol Beyma, 362-4800 Ext. 213.

Information for this column should be sent to the business editor, Observer & Eccentric Newspapers, 36251 Schoolcraft Road, Livonia 48150. Information must be received by Monday to be published in the following Thursday issue. Publication cannot be guaranteed. Information should contain a daytime telephone number where information can be verified.

Will you be my friend?



On February 14th, we're having a Friendship Walk from 9 a.m. until noon at Cranbrook Kingswood Middle School to support the services provided by the Detroit Institute for Children to the disabled youngsters in our community. Hundreds of children will walk for kids who can't.

You can participate by sponsoring a child in the walk.



Thanks!



We would like to thank the following people for their contribution to this project: Woodward & Hamilton Advertising, Annon Howard Photography, Dick Martin Hand Lettering, Hermasoff & Associates Public Relations.

Yes, I'll sponsor a child in the Friendship Walk on February 14 by making a contribution to The Detroit Institute for Children. My check in the amount of \$ _____ is enclosed.

NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

DAYTIME TELEPHONE NUMBER: _____

Send to: The Detroit Institute for Children, 5447 Woodward, Detroit, Michigan 48202
(Contributions are deductible to the extent permitted by law. (MICH 49324))

Classifieds work! @ O

I n D e a r b o r n
WE ARE MICHIGAN



CYNTHIA SZELC, M.D.
'81, B.S. with a concentration in Biochemistry, Pediatrician, Mott Children's Hospital

RALPH BURRELL
'68, B.B.A. with a concentration in Quantitative Methods, President, SymCon

"The small classes and the supportive encouragement of my professors is what I remember helping me the most. I had the best of both worlds at UM-D: the resources of a world-renowned university and the small classes of a liberal arts college. The money I saved by living at home helped me pay for medical school."

"Getting involved in UM-D's cooperative education program made the difference for me. Solid, real-world experience—that's what I recall from my internship. UM-D's co-op program gave me a head start and the classes gave me the knowledge to stay ahead."

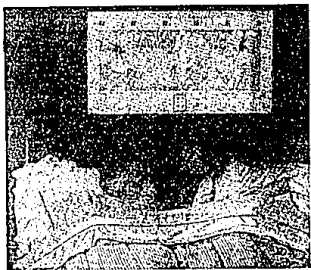
THE UNIVERSITY OF MICHIGAN-DEARBORN OFFERS BACHELOR'S degrees in the Humanities, Social and Behavioral Sciences, Natural and Physical Sciences, Computer Science, Business Administration, Engineering and Education. Master's degrees in Engineering, Education, Business Administration and Public Administration are offered during afternoon and evening hours.

um The University of Michigan-Dearborn
Office of Admissions
Dearborn, Michigan 48128-1491
(313) 593-5100

*The University of Michigan-Dearborn is an affirmative action/equal opportunity institution.

WATERBED

WORLD



♥♥♥♥♥
VALENTINE SPECIALS thru Feb. 14

Give A Valentine Gift you can both enjoy

- Waterbeds are temperature controlled... no more freezing when you climb into bed.
- Waterbeds support every part of your body by conforming to your exact shape and weight.
- The supporting firmness is adjustable by the amount of water in the mattress.
- There's a style and design just right for you from traditional to contemporary to ultra-modern and from full flotation to wedges.

— BONUS —

FREE set of satin sheets: Top sheet, bottom sheet, 2 pillow cases with purchase of waterbed \$299.00 or more.

TREASURES
Bookcase bed with solid wood cabinet doors, sculpted valance panels
list \$599

BAHAMA
Solid pine, four poster bed, your choice King, Queen, Super Single
list \$587

ROSEBUD
Rose glass bed with built in phone jacks and headboard compartments
list \$739

COUNTRY PINE CANOPY
in Walnut or honey finish sculpted headboard
list \$259

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