## This new one attracts even the casual eye

When a guy rolls his window down to talk to you about your car, you ought to be flattered. But his guy was driving on the expressway and seemed to have forgotten the basics, such as looking ahead or steering. He was on my left, stretched across the passenger seat when he rolled down the passenger window and yelled something like, "What kind of car is that?"

that?"

It was the second time it had happened in two days: along with another guy driving an armored car, yelling through the wire mesh; an industrial design student on foot; and innumerable carleads of kids giving me the thumbs up as they passed. Head-turning is one of those significant features of a new car that is difficult to quantity. But as Sean Fittpatrick, the advertising guru who brought us the "heartbeat of

America" theme says, "Image last the main thing, It's the only thing."

In the course of my work, I cod up driving about 50 different cars a year on the street as well as the test track—an enterprise that on occasion has the neighbors muttering about the drug business. Regardless, the experience can sensitize you to which cars draw glances and when don't.



the experience can sensitize you to we cars draw glances and which we car and the cars of the cars of

one lump sum, the policy is called SPUL.

She like it all right, and all was right with the world until he pulled up next to a battered MG. Whereup-on his friend began bouncing up and down on his new seat, pointing out the window and yelling, "Look, it's a scort sear."

sports car."
Remember what I said about German cars.

Remember what I said about Ger-man cars.

But status-hardened as I've be-come over the years, this latest com-motion came as a hig surprise to me, conditioned as I was to more recog-nizable symbols of automotive pres-

nizable symbols of automotive pres-tige. fact, what I was driving was barely a car at all, more like a demented baby buggy. Chevy is seli-ing the thing as the Tracker, under with the contractive, walls switch its new GEO franchise, walls switch its new GEO franchise, walls switch it and manufacturing in Canada, calls it the Sidekick.

Veldt and the beach at the same time.

It gives my wife a headache and barely keeps up with traffic. Top flapping, it would feel at home with Roger Rabbit. But it is leading-edge the probably the first time in 20.

Roger Rabbit. But it is leading-edge image, probably the first time in 20 years or so GM has put a genuine innovation on the market.

Not that it reflects some advanced wisdom or newfound sense of popular trends on GM's part. Driving this self-made trendmobile, you can aimost hear some young person leaning out the window of an advanced planning session and yelling, "Look, a real sports car."

Dan McCosh is the automotive editor of Popular Science.

## Tax changes may hamper life-insurance investments

"I am totally confused about investment products marketed by insurance companies," lamented John Jones, one of my prospective clients.

Jones is not alone. Although sin-gle-premium whole life (SPWL), sin-gle-premium universal life (SPUL), single-premium deferred annuity (SPDA), and single-premium imme-diate annuity (SPIA) are buzz words, the similarities and differences among them are not always under-stood, in a three-part article, we will discuss these investments.

stood. In a three-part article, we will security tax calculation, as would be discuss these investments.

Single-premium whole life

As its name clearly suggests SPWL is an insurance polley that is guaranteed to be paid up for life if no withdrawals are made.

The single premium, or lump sum, is paid in the beginning, and no further premiums are paid during the proposed in the surance that remains in force until the insurance that remains in force until the insurance reaches the account of the contract. The single premium of the policy more than the proposed that may run any where from 2-3 percent.

An insurance and the money is distributed that the proposed change is enacted. The investment features of the SPWL are interesting. The single premium carrs an attractive rate of interest (say 8 percent), which is unally guaranteed for one or three years.

AFFER THAT, the interest rate is fecclared annually. The Interest

AFTER THAT, the interest rate is declared annually. The interest grows tax-deferred and can be withdrawn as a loan, usually around every anniversary date.

Another feature of this policy is that usually there are no specific charges for mortality, the cost of life insurance is absorbed into the next interest credited to the account. Thus, SPWL is an interest-sensitive policy.

Sid Mittra no obligation or need to repay the loan.

finances and you

ANOTHER advantage is that this interest is not included in the Social Security tax calculation, as would be the case with municipal bond inter-

Single-premium universal life

Defined by Congress as "flexible premium life," SPUL appears to be a mirror reflection of SPWL, but it is

charges for mortality, the cost of life insurance is absorbed into the next interest credited to the account. Thus, SPWL is an interest-sensitive. The most attractive feature of a SPWL, is that loans can be obtained from the policy, tax free and azero interest cost.

Taken as a whole, the investor only receives an attractive interest completely tax free but also base.

some policies may offer higher rates. However, mortality costs are deducted from these gross rates, so the net rate may be 8 percent, which is comparable to the SPWL rate. SPULs have several attractive investment features:

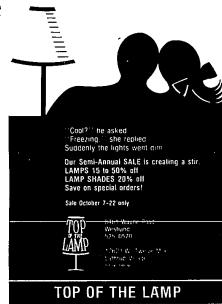
Interest grows tax-deterred.

Interest grows tax-deterred.

Interest grows tax-deterred.

Interest grows tax-deterred.

## SPUL have several attractive investment features: • Interest grows lax-deferred. • Interest can be taken out as a loan, which escapes taxes. • Future premium payments are totally eliminated. • Withdrawal of principal is permitted at zero cost. On the negative side, however, is



one lump sum.
SPULS ARE interest-sensitive products. At present, a typical UL policy carns 9 percent, although the fact that interest or a... 0000 Foley's Uniforms 00°0 20% OFF The Purchase of 3 or More Items Choose from latest fashion Shoes, Dresses, Pant Suits, Pants, Labs. Men's Tops, Labs, Pants Prior Discounts Do Not Apply

Does Not Include Accessories and Hosiery CELEBRATE WITH US AT ALL 10 DETROIT AREA STORES WARREN 26289 Hoover 8d. 757-6540 UTICA 8771 Holl Rd. 254-2282 ROYAL CAX 3129 N. Woodward Ave. 288-3275 DERBORN 2009 Michigan Ave. 565-6980 LYONIA 18764 Middlebell Rd. 477-1320 SOUTHGATE
16134 Eureka Rd. 282-0505
WISTLAND
6623 Wayne Rd. 721-4268
EAST DETROIT
18065 East 8 Mile Rd. 776-0360
DETROIT
3100 West Grand Shvd. 873-2190
ANN ARBOR
3520 Washlenaw 973-1820 





Model MC2500 3 Models to choose

MANUS POWER MOWER 3116 N. WOODWARD 2 Biks, S. of 13 Mile 549-2440

Mon.-Frl, 9-6, Sat. 9-2



Our CDs have always provided a safe, secure investment. Now in addition to giving you a competitive rate, you'll also receive a charming stuffed animal, it's all part of Zoofan, going on right now at First of America.

There are eight different cuddly animals to choose from (depending on the amount deposited),