

Meet new friends and relax at...

The Village

Beautiful 1 & 2 Bedroom Apartments From \$360

WE PAY YOUR HEAT

- Air Conditioning
- Swimming Pool
- Balcony or Patio
- Clubhouse
- Cable TV Available
- Convenient to Beautiful Grounds
- 12 Oaks Mall

At Pontiac Trail and Beck Roads in Wixom (Exit I-96 at Beck Road then 2 Miles North to Pontiac Trail)

Open Mon. - Sat. 9 - 6 Sun. 11 - 5

624-6464

Cozy, Comfortable, Convenient

Glens of Cedarbrooke

Starting from...\$465

- Vertical Blinds
- Central Air
- Walk-in Closets
- Patio or Balcony
- Pool/Plunge Area
- Lighted Carports
- Easy access to x-ways & shopping

478-0322

Glens of Cedarbrooke Farmington Hills On Middlebelt, Bet. 9 & 10 Mile

438 Office / Business Space

DOWNTOWN BIRMINGHAM

555 Building, Office / Retail space available. Renovation Allowance.

Contact: William Adrian 645-1191

438 Office / Business Space

FARMINGTON HILLS

Wanting business space. 10,000 sq. ft. plus. Prime retail store in downtown Farmington. 42,000 sq. ft. Call Mr. Lutz, 644-7355

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Brand New In Farmington Hills West Bloomfield

SOME OF OUR RESIDENTS PREFER LOW-ENERGY WARMUPS.

- Chosen unique
- 1 & 2 bedroom
- 14 Mile Rd.
- M-F 10-6
- Sat 9-5
- Sun 12-5
- From \$585 to \$815
- Village Suites short term furnished rentals

Village Green APARTMENTS

788-0070

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DON'T PAY COMPETITORS OUTRAGEOUS PRICES!

Drive Just A Little & Save A Lot.

Pineview Mobile Homes Low Prices

	Pineview	Competitors
14x70	\$14,900	\$18,900
28x52	\$30,900	\$36,900
28x56	\$31,900	\$38,000
28x70	\$39,900	\$49,000

LOADED - Living & Family Room, Morning Room, 3 Bedroom, 2 Bath, 2 Bay Windows, Corner, Heavy Insulation, Plush Carpet, Designer Drapes, Fireplace, Stereo, Disposal, Hutch, Skylights, Designer Bath Set & Much, Much More!

Featuring Commodore, Champion & Skyline Homes.

10% Down-Easy Financing

"We will never be undersold"

PINEVIEW MOBILE HOME SALES

7499 Genesee • Genesee

CALL COLLECT 1-640-2001

438 Office / Business Space

PLYMOUTH

Ann Arbor 48107-2718. Available 1775 sq. ft. office space available. Call 313-462-1313

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438 Office / Business Space For Rent

AMERICENTERS

PRIVATE OFFICES WITH PROFESSIONAL SUPPORT SERVICES

313/462-1313

Bloomfield Hills • Troy • Livonia • Southfield

You Can Sell

Motorcycles with Classified Ads

644-1070 Oakland County 501-0900 Wayne County 832-3222 Rochester/Avon

WRITE IT AND REAP!

Writing a classified ad that gets results—whether it be for real estate, employment, the personals, transportation, or merchandise—Is easy if you follow the guidelines below.

1. Give the reader specific information. Pretend you are someone reading the classifieds. What would you like to know about the item, service or job you are advertising? Be sure to add details such as color, size, condition, brand name, age, features and benefits. Be accurate! Don't embellish your ad with misleading information. Stick to the facts and reap the rewards!
2. Include the price. Don't waste your time or a potential buyer's time. If you advertise the price of the item or service you offer, the people who respond to your ad will be those who are genuinely interested. Surveys show that readers are more interested in those items and services they know are within their price range.
3. Avoid abbreviations. Don't make a potential customer work too hard. Although you may be tempted to cut down on the cost of your ad by using abbreviations, surveys indicate that many people don't understand such abbreviations as Elk (eat-in kitchen) or WSW (white side wall) tires and won't take the time to figure them out. A confused reader is a disinterested reader. Get the most for your money and use complete words.
4. Include phone number and specify hours. Be sure to let potential customers know when and where to call. Surveys show that even if a person is very interested in your item or service, he or she will not call back after the first attempt. Stay near the phone during the hours you indicate you will be available. Don't risk missing a sale!
5. Run on consecutive days. Your ad will not get results if people don't see it. Therefore, it is important to set up a consistent and consecutive ad schedule with your telephone salesperson or outside sales representative.

NAME _____ PHONE _____

ADDRESS _____

MESSAGE _____

Use this form to write your classified advertisement before you call...or fill it in and mail to:

Observer & Eccentric

CLASSIFIED ADVERTISING

644-1070 Oakland County 501-0900 Wayne County 832-3222 Rochester/Rochester Hills

DEADLINE: 5 P.M. TUESDAY FOR THURSDAY EDITION / 5 P.M. FRIDAY FOR MONDAY EDITION