

# 'You couldn't get a job, so you're an entrepreneur'

By Tim Richard  
staff writer

A small business can survive in a supportive community with an understanding landlord, say five who have made it.

"Some landlords would rather leave stores empty than lower the rent it seems," said Florist Marge Dorcey of Southfield and Birmingham.

"I tell landlords: Be careful; don't think you have the world by the tail," said restaurateur Keith Farnie, who gave Royal Oak a hefty pat on the back for the success of his Les Auteurs. His biggest fear is that Royal Oak will become so popular that the rent goes up.

**THE CONSENSUS:**  
● Oakland County is generally a

good place for business.

● Schools fail to prepare their graduates for the business world of satisfying customers.

● Banks are unfriendly to the fledgling firm.

They spoke Oct. 24 in a panel before 85 people attending an all-day Leadership Oakland forum sponsored by a council of 14 chambers of commerce.

"IT HELPS to have an Oakland County location," said computer consultant Harry Guenther, president of Devenir Corp. in Southfield.

He cited university contacts and the presence of many "Fortune 500" corporate headquarters. Guenther's firm is "graduate" of Southfield's small business incubator.

"We hire seasoned professionals," said Michael Grievess, president of

**'We try not to hire them right out of high school. Most can't add and can't spell...'**

—Florist Marge Dorcey

Data Systems Network Corp. in Farmington Hills. The firm started in a 2,000-square-foot store front five years ago and will finish 1990 with \$50 million in billings, he said.

But Grievess found one attitude problem in southeastern Michigan: "Entrepreneurship is a badge of honor in Silicon Valley (California). Here they say, 'You couldn't get a job, so you're an entrepreneur.'" Grievess liked the supply of university graduates. "We can hire the cream of the crop. The work ethic is very, very good," he said.

ONE WHO became an entrepreneur because she couldn't get a good job was Nurten Ural, president of Urban Interiors, a Farmington Hills firm specializing in com-

mercial interiors.

"You're too experienced; we can't hire you," she said, summarizing rejection letters to 200 resumes after she earned a master of fine arts degree.

Ural finally got a "boring" job designing furniture, quit to study architecture, began doing freelance interior design work and left school as her sideline prospered.

"I worked out of my house for six months, then moved to an office building," she said. Her staff now numbers 14.

Even if the economy falters, she said, there's work. "We concentrate on renovations and space planning. You can condense your space needs and pay less rent."

Like many small business people,

she faulted the schools in business education. "Schools teach you how to draw pretty pictures. But there is no business sense at all. The job is 90 percent business, 10 percent pictures," she said.

"We try not to hire them right out of high school," added Florist Dorcey. "Most can't add and can't spell. I wind up being a mother again," said the mother of five.

"I'VE GOT TO deal with people straight out of high school," said restaurateur Farnie.

"Know my biggest frustration? My general manager drives a VW and a bus boy pulls up in a Ferrari. The 17-year-old doesn't need to work, doesn't have to work, doesn't want to work and wears designer clothes. The worst thing a parent can do is say to him, 'I've been successful; here's \$200 a week to spend.'"

"The entrepreneur is a survivor. I had a 1.5 grade point average in high school. They wanted to fail me. I moved out of the house at 18 because I didn't get along with my father, who kept telling me I'd be a failure like my cousin."

After bouncing around in various jobs, Farnie, now 30, opened his own restaurant, now has a second specializing in chicken and plans more.

"Entrepreneurs are creative thinkers because they have to be to survive. Those who have it all don't have to survive," said Farnie, a colorful media figure who handles his own public relations.

BANKS WERE a problem for some.

"Stay as debt-free as you can," said Farnie, who "got a very sour taste in my mouth" when he was turned down for a small business loan after construction had started on his first restaurant. A Royal Oak bank finally rescued him.

Guenther said the banks' attitude is, "Once you have a couple of million, we'll loan you a million."

Grievess warned against taking a bank's personal guarantee loan: "Just say no."

There's no social "safety net" for the businessman who fails, added Farnie. The failure can lose home and car.

## BOYS' NIGHT OUT.

Crowley's new Men's Store opens Nov. 9 at Tel-Twelve. So gather the boys and join us Friday for hors d'oeuvres, refreshments and entertainment. It's sure to be a night to remember.

# IT'S GOT TO STOP!

## For murderers, drug dealers and thugs, the Michigan Supreme Court has thrown out tough legal sentences.

Something intolerable is happening with the Michigan Supreme Court and you need to know about it.

Our lower courts are handing out tough legal sentences to criminals, but time and again, the Michigan Supreme Court is throwing out these tough legal decisions.

CLARK DURANT takes a hard-hitting approach to this issue because the Supreme Court is wrong. The incumbent justices up for re-election refuse to debate it and the issues in this campaign. People need to know what the Supreme Court is doing. It has to change.

And only YOU can change the imbalance on the Supreme Court.

### SUPREME COURT CASE # 1

PEOPLE VS. MOORE Decided May 8, 1989.

The Crime: On February 19, 1985, with two witnesses present, a 34-year-old man kills his ex-girlfriend. She pleads for her life. He shoots her twice. He stabs her seven times as she struggles to get away.

Conviction: A jury convicts him of second degree murder. The law says his sentence can be "life or any term of years."

Trial Court: At sentencing, the trial court considers the brutality of the crime, the defendant's past record over 15 years, including convictions for armed robbery and rape, and the judge's desire that the man be on the street again.

The Sentence: 100 - 200 years.

Court of Appeals agrees.

Michigan Supreme Court: by one vote throws out sentence.

Michael F. Cavanagh, up for re-election, writes majority opinion and casts deciding vote to throw out sentence.

Riley Boyle Griffin dissent. New sentence by the lower court then reduces the original 50% because of the Supreme Court ruling.

The Bottom Line: Unless the Supreme Court is changed, this ruling requires all future murderers to get lower sentences.

### SUPREME COURT CASE # 2

PEOPLE VS. MILBOURN Decided Sept. 12, 1990.

The Crime: On December 18, 1984, a man breaks into ex-girlfriend's apartment. Destroys her belongings. Later terrorizes, threatens and assaults her. Karen Graham, the victim, says, "I was afraid, I felt that he would murder me."

Conviction: A jury convicts him of breaking and entering. The law says his sentence can be up to 15 years.

Trial Court: At sentencing the trial court says the defendant is "an extreme danger to society."

The Sentence: 10 - 15 years.

Court of Appeals agrees.

Michigan Supreme Court: throws out sentence.

Michael F. Cavanagh, up for re-election, votes to throw out sentence. Riley Boyle Griffin dissent. New sentencing is not yet scheduled, but a lower sentence is required because of the Supreme Court's ruling.

Karen Graham, the victim, says, "I just don't understand the Supreme Court. I guess I'm afraid for my life again."

The Bottom Line: Unless the Supreme Court is changed, this ruling requires all future thugs like this one to get lower sentences.

### SUPREME COURT CASE # 3

PEOPLE VS. SCHULTZ Decided Aug. 29, 1990.

The Crime: April 28, 1987, a middle school teacher is convicted of possessing more than 225 grams but less than 500 grams of cocaine.

The Law: The legislature requires a minimum of 20 years in prison for possessing such a large amount of cocaine, no matter the prior record.

The Sentence: 20 - 30 years in prison.

Michigan Supreme Court: by one vote throws out sentence.

Michael F. Cavanagh and Patricia Boyle, up for re-election, vote to throw out sentence. Riley Griffin dissent. Lower court will order a reduced sentence, by at least 50%, because of Supreme Court ruling.

The Bottom Line: "Hundreds of drug dealers who were sentenced during and after 1988 are entitled to be resentenced," according to Michigan Law Weekly. "The courts are just making the stuff up as they go along," says Michael Modetski, Chief, Appellate Division, Oakland County Prosecutor's Office.

## RETAIL JOB FAIR OF THE YEAR

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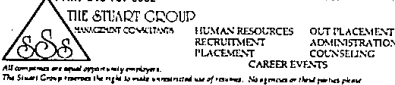
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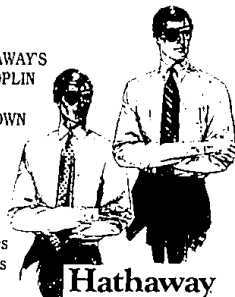


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Victim Karen Graham's Comments: "The Supreme Court didn't have to go through it themselves. They weren't in the courtroom. They didn't see the defendant. They didn't see the evidence. I don't trust them. They aren't for a victim. They're for the criminal." In each case, Michael Cavanagh, up for re-election, voted to throw out tough legal sentences. The Detroit News, after reviewing a number of Justice Cavanagh's opinions, states that "the legal philosophy of Justice Cavanagh is too disconnected from the realities of everyday life."



### WE'VE GOT TO CORRECT THE IMBALANCE ON THE SUPREME COURT.

CLARK DURANT will be the tough judge we need on the Michigan Supreme Court. The Detroit News says, "Clark Durant's kind of thinking will be useful on the Michigan Supreme Court." According to The Detroit News, "Clark Durant offers a diverse background to the state court (and) is able to weigh decisions on the merits of existing law, rather than partisan thinking." Clark Durant will be a good addition to our Supreme Court.

The Traverse City Record-Eagle endorses Durant calls him an "intelligent, clear-thinking, well-spoken, reflective attorney" and notes Durant's respect for the Constitution.

CLARK DURANT is respected. A law grad of Notre Dame, Durant is a former Vice President of Hillsdale College. As trustee of the Ann Arbor railroad, he turned around a bankrupt business. He was appointed by President Reagan to the Legal Services Corp., was confirmed by the United States Senate, and served four years as chairman. He's been married for 17 years. He and his wife Susan have four children.

**VOTE FOR CLARK DURANT**  
Tuesday, NOVEMBER 6.

CLARK DURANT WILL BE THE TOUGH JUDGE ON THE MICHIGAN SUPREME COURT.

Paid for by Durant for Supreme Court Justice.