

business people

The Bank of Bloomfield Hills announced that Louis Allen of Bloomfield Hills, former president of Manufacturers National Bank of Detroit and former chairman of United Savings Bank, has joined its team as private banker. In his new position he will handle the administration and development of private banking relationships.

Dr. Tammy Chiles has joined the Birmingham Internal Medicine practice of Dr. Richard Gause and Dr. Timothy Tineit.

Dean Mooney, manager of the florist department at Bordin's Better Blooms in Rochester Hills has become a member of the prestigious American Institute of Floral Designers (AIFD). He has received many awards for his outstanding design abilities.

William Thom was promoted to

president and chief operating officer of Harmony House, Inc. in Troy.

Northland Center, Michigan's largest shopping mall, named Sessa Cruse of Southfield as the marketing director. In her new position she will be responsible for the creation of merchandising and promotional events, as well as overseeing the advertising and public relations activities for the center.

Lawyers Title Insurance Corp. announced the appointment of Jennifer Laszetta as regional agency manager in the company's regional office in Troy.

Phillip Lyon was appointed assistant vice president for Southfield-based Republic Hogg Robinson of Michigan Inc., a subsidiary of Republic Hogg Robinson Inc., interna-

tional insurance brokers and risk management consultants, headquartered in Boston.

Philip Nann has joined Plan Tech, an automotive project management consulting firm located in Troy.

Plante & Moran, an accounting and management consulting firm announced that Lori Razzano, CPA of Rochester, has been promoted to associate. She joined the firm in 1986 as a member of the accounting staff and is based in the firm's Southfield office.

Mary Kator has joined the law firm of Kaufman and Payton as an associate in the firm's Farmington Hills office.

Thomas Padgett was named and promoted to general manager of the

Radisson Plaza Hotel at Town Center in Southfield.

Dr. James Moutle of Bloomfield Hills was appointed director of the urologic oncology program at Harper Hospital and The Detroit Medical Center. He is also a professor of urology at Wayne State University School of Medicine.

As of Sept. 1, the new owners, officers and managers of Birmingham Stamp & Coins Inc. will be Kurtis Wishart and Ronald Denham.

Christopher Osborne and Eric Rossell have joined Somanetics Corp. as bio-engineers. In their positions, they will be involved with the design and manufacture of medical diagnostic and monitoring equipment developed by Somanetics.

William O'Donnell was elected vice president and general manager

of Hyder Truck Rental's Great Lakes region headquartered in Birmingham.

Fran Getov has joined The Selective Group sales team, a builder/developer located in Farmington Hills.

Submit black-and-white photographs, if possible, for inclusion in this column. While we value the receipt of photographs, we are unable to use every photograph submitted.

If you want your photograph returned, please enclose a self-addressed, stamped envelope. Indicate in a margin on the front of the photograph that you want it returned. We will do our best to comply with your request.

Send information to: Business Editor, 36251 Schoolcraft, Livonia 48150. Please include city of residence and a daytime telephone number where information can be verified.

Coupon book producer merges

Continued from back page

kets," said Walter Forbes, chief executive officer for CUC and a company founder in 1973. "It fits logically in our company."

"Every company we've bought has come with the capacity to do more things for us," Forbes added. "We're very friendly and looking for more fits."

Most Entertainment coupon books are sold by non-profit groups as fund-raisers, McBrearty said.

"Basically, we espouse a win-win posture," he said. "The merchant that puts an offer in our book gets a new customer. Charitable organizations win by getting a commission for distribution. The purchaser, consumer, wins with discounts available far in excess of what the book costs."

Entertainment was founded some 30 years ago by Hughes and Sheila Potker of Bloomfield Hills. They controlled about 40 percent of the company stock, when approached in recent weeks about a merger, McBrearty said.

datebook

● BIRMINGHAM NETWORKING

Thursday, Oct. 24 — Fall Business Connection 5:30-7:30 p.m. in Bloomfield Township. Tickets: \$10. Information: 644-1700. Sponsors: Birmingham-Bloomfield Chamber of Commerce and Entertainment Publications.

● NETWORKING

Thursday, Oct. 24 — Strive women's networking group meets in Troy. Information: Joan Hoover, 391-9086.

● NETWORKING

Thursday, Oct. 24 — After-hours business card exchange 5:30-7:30 p.m. in Bloomfield Hills. Fee: \$10. Information: 644-1700. Sponsor: Birmingham-Bloomfield Chamber of Commerce.

● INTERMEDIATE WORDPERFECT

Thursday, Oct. 24 through Nov. 15 — "Intermediate WordPerfect 5.0 on the IBM PC" 7-9 p.m. in Bloomfield Hills. Fee: \$48. Information: 645-3635. Sponsor: Cranbrook Schools.

● ANGRY CUSTOMERS

Friday, Oct. 25 — "Dealing with Unhappy Citizens and the Public" 8:30-11:30 a.m. in Southfield. Fee: \$55. Information: 1-402-472-2175. Sponsor: University of Nebraska-Lincoln.

● FIGHTING BURNOUT

Friday, Oct. 25 — "Preventing

Burnout in Dealing with the Public" 1-4 p.m. in Southfield. Fee: \$35. Information: 1-402-472-2175. Sponsor: University of Nebraska-Lincoln.

● START UP MARKETING

Tuesday, Oct. 23 — Seminar for people thinking about starting their own business at 9 a.m. Sponsored by Business Enterprise Development Center. Call 698-4094.

● TIME MANAGEMENT

Tuesday-Wednesday, Oct. 23-30 — "Time Management for Results" 8:30 a.m. to 5:30 p.m. in Birmingham. Information: 489-9366. Sponsor: InnoVentures Inc. in Walling Lake.

● BEGINNING COMPUTER

Tuesdays, Oct. 23 through Nov. 19 — "Beginning Computer . . . a Hands-on" Class in Surviving the Computer Age" 7-9 p.m. in Bloomfield Hills. Fee: \$78. Information: 645-3635. Sponsor: Cranbrook Schools.

● WRITE LOAN PROPOSALS

Wednesday, Oct. 30 — Seminar for people thinking about starting their own business at 9 a.m. Sponsored by Business Enterprise Development Center. Call 698-4094.

● ARE YOU AN ENTREPRENEUR?

Wednesday, Oct. 30 — Course on

starting and operating small business 9-11:30 a.m. in Troy. Fee: \$20. Information: 689-4398. Sponsors: Walsh College, Oakland Community College.

● FAMILY BUSINESS

Wednesday, Oct. 30 — Family business conference 8 a.m. to 1:30 p.m. in Troy. Fee: \$95. Sponsors: Walsh College, Miller, Canfield, Padock and Stone.

● MICROSOFT WORD

Wednesdays, Oct. 30 and Nov. 5 — "Microsoft Word" 6:30-9:30 p.m. near Rochester. Fee: \$175. Information: 370-3120. Sponsor: Oakland University.

● EMPLOYERS UNEMPLOYMENT

Wednesday, Oct. 30 — Forty-Four annual conference 8:15 a.m. to 4 p.m. in Troy. Non-member fee: \$110. Information: Ann Olson, 961-8870. Sponsor: Employers' Unemployment Compensation Council.

● SELLING FINANCIAL SERVICES

Wednesday, Oct. 30 — "The Marketing, Selling and Promoting of Your Financial Services and Products" 8 a.m. to 4 p.m. in Troy. Fee: \$225. Information: 689-8282 Ext. 260. Sponsor: Walsh College.

● NETWORKING

Thursday, Oct. 31 — Strive women's

en's networking group meets in Troy. Information: Joan Hoover, 391-9086.

● INSURANCE FOR PARALEGALS

Friday, Nov. 1 — Deadline for "Insurance Claims" for paralegals. Near Rochester. Fee: \$110. Information: 370-3120. Sponsors: Oakland University, Legal Assistants Association of Michigan.

● SMALL BUSINESS TAXES

Saturday, Nov. 2 — "Tax Considerations and Requirements for Starting a Business" 9-11:30 a.m. in Troy. Fee: \$20. Information: 689-4398. Sponsors: Walsh College, Oakland Community College.

● SMALL BUSINESS AID

Saturday, Nov. 2 — Seminar for people thinking about starting their own business at 9 a.m. Sponsored by Business Enterprise Development Center. Call 698-4094.

● BUSINESS BASICS

Saturday, Nov. 2 — Seminar for people thinking about starting their own business at 9 a.m. Sponsored by Business Enterprise Development Center. Call 698-4094.

● TAX AND NEW BUSINESS

Saturday, Nov. 2 — "Tax Considerations and Requirements for Starting a Business" 9-11:30 a.m. in Troy. Fee: \$20. Information: 689-4094. Sponsor: Business Enterprise Development Center.

marketplace

Metro Trading Association, Michigan's first fully-computerized barter organization, moved to a location with nearly double the floor space. It is now at 1280 E. Big Beaver in Troy. The new telephone number is 680-1991.

The Bank of Bloomfield Hills celebrated its second anniversary Oct. 3, marking it with a reception to show appreciation for its clients.

Back in Michigan by popular demand...

BRIAN TRACY — Live!

featuring two powerful all new programs
Sales Mastery for the '90s (1 - 4 pm)

How to Set & Achieve Your Goals (7 - 9:30 pm)



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Monday, October 28 — Sheraton Southfield Hotel

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THE
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NEWSPAPERS

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