

## DATEBOOK

## Forum on client-server applications

Three Michigan companies will describe their experiences in developing client-server applications of desktop computer systems during two half-day seminars Feb. 16 at the Michigan State University Management Education Center, 811 W. Square Lake, Troy.

The seminars will be the first in this year's series of seminars on strategic issues in desktop computing sponsored by the Committee on Information Technology of the Michigan Technology Council.

The seminars are intended for information technology executives and professionals concerned with the design, implementation and management of client-server applications. They will consist of presentations by speakers from Federal-Mogul Corp., Michigan National Bank and Herman Miller Inc., followed by panel discussions.

The seminars will be 8:30 a.m. to noon and 1:30-5 p.m.

Concurrent with the seminars will be roundtable discussions moderated by Ken Dec, program director, client/server Service, Gartner Group Inc. The roundtables are designed for those already involved in client/server decision-making and need expert advice on client/server strategies. Each roundtable will be limited to 25 persons, with no more than two persons from a single company.

Participants may attend a seminar, a roundtable, or both a seminar and a roundtable. The registration fee for each seminar admission is \$50 for Michigan Technology Council members, \$95 for non-members. The registration fee for each

roundtable admission is \$250. Lunch will be provided for those who attend both a morning and an afternoon session.

Participants may register immediately before the seminars and roundtables at 8 a.m. and 1 p.m. at the MSU Management Education Center. However, advanced registration, especially for the roundtables, is recommended.

To register, contact MTC at 2005 Bala Drive, Ann Arbor 48109, phone 313-763-9767, fax 313-936-2746. (The MSU Management Education Center's telephone number is 313-879-2456.)

MTC is a non-profit organization that provides formal and informal communication between its technology-based members, business, education, government, and potential customers. Call 313-763-9767.

## PORTFOLIO STRATEGIES

Dean Witter Reynolds hosts a free portfolio strategies seminar for retirees and pre-retirees less than 10 years from retirement 7-9:30 p.m. at the Hyatt Regency in Dearborn. Advance registration requested at 963-5623.

THURSDAY, FEB. 24

## CPA CONFERENCE

The Michigan Association of Certified Public Accountants presents an "Industry, Government and Education Conference" 8 a.m. to 4:30 p.m. at the MSU Management Education Center in Troy. David G. Sowerby, chief economist for Beacon Investment, will discuss the 1994 Michigan outlook. Participants may choose from 14 breakout sessions. The conference qualifies for eight hours of continuing professional education credit. Cost is \$115. For information, call 810-655-2288.

SATURDAY, FEB. 26

## MONEY SEMINAR

The Women's Economic Club sponsors a half-day seminar "Making It Happen: The Power of Money" 8 a.m. to noon at Standard Federal Bank headquarters, Big Beaver west of I-75. Topics include an economic overview, Tax Act of 1993, asset allocation for the individual portfolio, and financial planning. Cost is \$10 for members, \$20 for guests. For information, call 313-963-5088.

**CD-ROM FUND-RAISER**  
The International Television Association presents a seminar on CD-ROM (Compact Disk-Read Only Memory) 11 a.m. to 3 p.m. at the Video Communications Division of Producers Color Service in Southfield. Cost is \$20 for ITVA members and students, \$30 for non-members. For information, call 810-549-7538.

## GRE PREPARATION

The Division of Continuing Education at Oakland University presents a five-week workshop to prepare for the graduate record exam for entry into graduate school 9 a.m. to 12:30 p.m. successive Saturdays on campus beginning this date. Cost is \$175. Separate individual refresher courses also available. To obtain a brochure or register, call 313-210-8 a.m. to 5 p.m. weekdays.

**Datebook features upcoming events around the suburban business community. To list an event, write: Datebook, Building & Business, Observer & Eccentric Newspapers, 36251 Schoolcraft, Livonia, 48150. Our fax number is 313-591-7279.**

THURSDAY, FEB. 10

## TAX HELP

An IRS representative will be on hand to help fill out income tax forms on a free first-come, first-served basis 6:30-8:30 p.m. at the Livonia Civic Center Library, 32777 Five Mile. Help sessions will continue at the library during the same times on successive Thursdays through April 7.

## EMPLOYEE RELATIONS

The National Association of Career Women Metro Detroit Chapter hosts Richard "Buz" Brescoll during a networking meeting 5:30-8 p.m. at the Berkshire Hotel, 2511 Telegraph, Southfield. Brescoll's topics: "The Art of Promoting, Training, Managing and Firing Smart." Refreshments and cash bar available. Cost is \$10. For reservations, call 810-268-7770.

SATURDAY, FEB. 12

## INVESTING FOR '90S

The law firm of Clark, Klein & Baumgartner and investment managers Segger-Eveland sponsor a free briefing "From Here to Security: New Investment and Estate Planning Answers for the '90s" 9 a.m. at the Livonia Marriott, Six Mile at I-275. To register, call Scott Horsburgh at 810-642-2100.

## GMAT PREPARATION

Oakland University Division of Continuing Education sponsors the first in a series of Saturday study classes for the graduate management admissions test 9-12:30 p.m. on campus in Rochester Hills. Tuition for the series is \$195. Optional single-session refresher sessions also available. For information, call 313-370-3120 weekdays during business hours.

## RAISING CAPITAL

Entrepreneur Business Consulting Co. offers on-going seminars "Raising Money for Your Business" 10 a.m. to noon Saturdays at the Plaza Inn, Southfield. Fee is \$125. To register, call Jay Burns at 838-2832.

MONDAY, FEB. 14

## CHEVROLET DISPLAY

Chevrolet Division of General Motors sponsors a free exhibit of historical cars and trucks and classic advertising displays 11 a.m. to 7 p.m. weekdays this date through April 7 in the West Exhibit Room, General Motors Building, 3044 W. Grand Boulevard, Detroit.

TUESDAY, FEB. 15

## REMODELERS SEMINAR

The Remodelers Council of the Builders Association of Southeastern Michigan hosts a seminar "How to Get the Contract" 6-9 p.m. at the Northfield

THURSDAY, FEB. 17

## DECORATING CAREER

Decorating Den Systems in Livonia, a decorating franchise company, sponsors a free career seminar 7:30 p.m. at the Clarion Hotel in Farmington Hills. For more information, call 800-332-6004.

## ESTATE PLANNING

Michigan National Bank presents a free educational program on estate planning, wills and trusts 7 p.m. at the Livonia Civic Center Library Auditorium, 32777 Five Mile. For reservations, call Kathy Nossek at 313-591-0707.

## MARKETING PLAN

The Business Enterprise Development Center, a partnership between Walsh College and Oakland Community College, hosts a workshop "How to Write a Marketing & Communications Plan" 9:30 a.m. to noon at its office, 1301 W. Long Lake Road, Suite 150, Troy. The \$35 fee includes a workbook. To register, call 313-952-5800.

## EMPLOYMENT BENEFITS

The Oakland County Chapter of the Institute of Management Accountants hosts a program "Employment Benefits - Current Issues" 9 a.m. at the Kingsley Inn in Bloomfield Hills. Speaker: Arthur S. Meyers, lawyer with the firm of Miller, Canfield, Paddock & Stone. Dinner is \$20 in advance, \$23 at the door. Call Bernard Gerber at 323-8030 for reservations.

## MARKETING SPEAKER

The Business Marketing Association of Detroit features Robert Keller, new

president of Detroit Renaissance, during a luncheon 11:30 a.m. at the Somerset Inn, Big Beaver east of Coolidge, Troy. Cost is \$20 for members, \$25 for non-members. For reservations or information, call Linda Water Nelson at 810-355-0077.

## NAWBO FUND-RAISER

The National Association of Women Business Owners sponsors its annual white elephant sale fund-raiser 5:30 p.m. at the Southfield Marriott, 27033 Northwestern Highway. Dinner is \$25 with a white elephant, \$50 without. To register, call 810-851-8270.

FRIDAY, FEB. 18

## MASTER SUBCONTRACTORS

American Subcontractors Association Southeastern Michigan chapter sponsors a seminar "Mastering Subcontracts: A Self-Study Course" 1-4:30 p.m. this date and Feb. 25 at Club Venetian in Madison Heights. Presenters: Sheryl Collins and John Tocco of Construction Legal Services. Cost is \$125 for members, \$175 for non-members and \$75 for additional persons from the same company. For information and reservations, call Kimberly Oederkin at 810-488-0444.

SATURDAY, FEB. 19

## MCAT PREPARATION

The Division of Continuing Education at Oakland University conducts a seven-week workshop to prepare for the medical college aptitude test 9 a.m. to 4 p.m. successive Saturdays on

Hilton, 5500 Crooks, Troy. The cost, including dinner, is \$20. To register, call 810-737-4477.

## APPRAISERS MEET

The Detroit Chapter of the American Society of Appraisers hosts a program "Current Property Tax Legislation-Ballot Proposal of March 15" during its monthly dinner meeting 6:30 p.m. at the Botsford Inn, 28000 Grand River, Farmington Hills. Cost is \$18 in advance, \$23 at the door. For information and reservations, call Mike Kuschat at 313-528-3366.

## PORTFOLIO MANAGEMENT

PaineWebber sponsors a free seminar on the benefits of having a professionally managed account 11:30 a.m. to 1 p.m. at its conference center, 38701 W. Seven Mile, Livonia. The seminar will repeat 7-8:30 p.m. Feb. 22. For reservations, call Paige Howell at 800-852-6228.

WEDNESDAY, FEB. 16

## SALES HELP

The National Association of Women Business Owners, Detroit chapter, offers a seminar on "The Art of Sales" to help women entrepreneurs develop a strategy that will close the deal. The seminar goes 8-11:30 a.m. at AT&T Commercial Markets, 26957 Northwestern Highway near Lahser, Southfield. Cost is \$45 for NAWBO members, \$55 for non-members. Partial scholarships are available. Reservations required in advance at 313-396-3576.

## FINANCIAL PLANNING

The Society of Women Engineers Detroit Section hosts a panel from Allmerica Financial, which will present a free seminar "Financial Planning for the '90s" 6:30 p.m. at the Bloomfield Township Public Library, 1099 Lone Pine at Telegraph. Speakers include Esther Posner, Goldie Tremblay and Eileen Wasserman.

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