

# BUILDING & BUSINESS

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## BUILDING & BUSINESS OBSERVER STARS

This column highlights promotions, transfers, hirings and other key personnel moves within the suburban business community. Send a brief biographical summary - including the towns of residency and employment and a black-and-white photo, if desired - to Stars, Building & Business, Observer & Eccentric Newspapers, 36251 Schoolcraft, Livonia 48150. Our fax number is (313) 691-7279.

**Todd A. Wyatt** of Birmingham was promoted to vice president and general counsel for Arbor Drugs Inc. in Troy. Wyatt began his career with the drugstore chain in June 1993 as general counsel. He assumed the additional responsibilities of secretary in December 1993.



Wyatt

**Mark Guleff** of Livonia was promoted to senior vice president/media director with W.B. Doner & Co. in Detroit. In 1990, Guleff was promoted to vice president/associate media director. He joined Doner in 1983 as an assistant media planner. Before that, he was with Leo Burnett.



Guleff

**Rinaldo A. Maffezzoli** was promoted to vice president-commercial real estate lending manager for First of American Bank-Southeast Michigan in Birmingham. Maffezzoli began his career with First of American Bank in 1988 as assistant vice president-commercial loan officer.



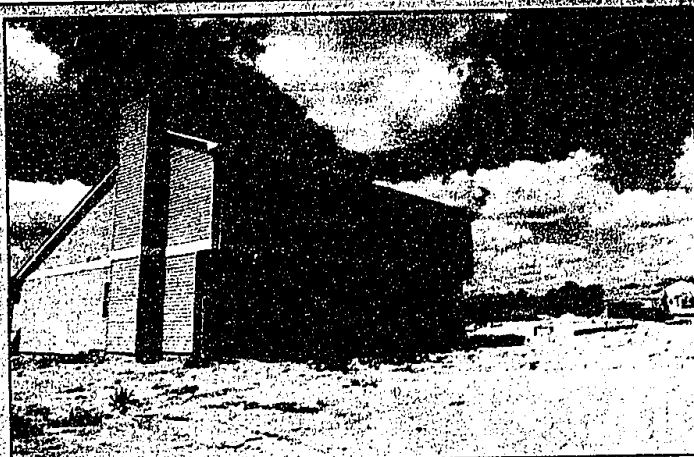
Maffezzoli

**Key Beard** of Westland was elected to a two-year term on the board of trustees of Montgomery Hospital in Westland. Before joining the hospital board, Beard served as a member of its citizens advisory board for five years. Beard also is vice chairwoman of the Wayne County Commission.



Beard

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Windows glow: The Evergreen at Hunters Pointe has a bright, open appearance, thanks to a liberal placement of windows on the model. This is the view from the back.

## Price is right in Hunters Pointe



A Farmington Hills builder who used to focus on custom-design houses a few years ago has gone back to the more affordable end of the pricing spectrum with a subdivision, Hunters Pointe, in Livonia.

By DOUG FUNKE  
SHANE WELLS

Judging from buyers' responses, Hunters Pointe off Plymouth Road west of Newburgh is the right residential subdivision in the right place at the right time at the right price for a bunch of people.

Five months after the models opened in March, 26 of the 48 single-family building sites had been purchased, says Doug Corbell, president of Hunter Homes in Farmington Hills, developer-builder.

Prices range from \$186,900 for a 1,430-square-foot ranch with three bedrooms and two baths, to \$145,900 for a 2,050-square-foot colonial with four bedrooms and 2 1/2 baths.

"They get the most house for their money here. It's that simple," Corbell said.

"The second major factor besides price is Livonia. We have people moving from Northville, Plymouth, Westland, Garden City and other parts of Livonia due to the (Livonia) school system and Livonia municipal services," he said.

The typical buyer at Hunters Pointe is a family with children under 10 years of age acquiring a first brand-new house, Corbell said. They're going with the basics and choosing few upgraded options such as air conditioning and ceramic tiling.

"The important thing is they don't want to be house poor," Corbell said. "Everyone we're deal-

ing with is buying at a ratio where they can afford 15-20 percent more house. They try to get as much house as they can for the money, but not maxing out."

A second kind of buyer, much to his surprise, also is turning up at Hunters Pointe, Corbell added.

"It's the person five to 10 years away from retirement," he said. "They're looking for a house they can be comfortable in until the day they die. They want a yard. They don't want a condo. Also, they want something manageable for size and maintenance."

About half of the buyers so far have chosen a colonial, half a ranch, Corbell said.

The Evergreen model on site, a colonial with 2,050 square feet, offers four bedrooms and two bathrooms. The main level features a living room, dining room, kitchen/eating nook, family room with fireplace, laundry and powder room.

The house has a certain brightness to it, Corbell said, and for



good reason.

"We put in a larger dining room window. In the living room, we put in an extra side window to give it more light. Same thing in the family room. All three secondary bedrooms have large windows, that really brighten them up. It really makes a big difference in the feel of a room."

Other standard touches pointed out by Corbell include linen closets in both upstairs baths as well as in the hallway, coat closets at both

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Career placers:  
Mark R. Angott (left) and Fred Bawulski, franchise owners with Management Recruiters, see opportunity in good times and bad.



## Recruiters: Don't change job just for larger salary

Slightly more than one out of three hiring executives polled in the north central states, including Michigan, plan to add middle managers and professionals to their staffs by the end of the year.

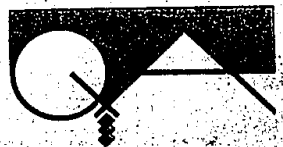
That's an increase of 2.6 percentage points from the first of the year, according to a survey conducted by Management Recruiters International.

Of 2,049 hiring executives surveyed nationally, 37.5 percent indicated plans to increase staff. Here, it was 37.6 percent.

Not since late 1989 have companies planned to add such large numbers to their workforces, Management Recruiters reported. Fred Bawulski, owner of a franchise in Brighton Farms, and Mark R. Angott, a franchise owner in Rochester, said business is booming.

Following are edited excerpts from a recent interview with the pair.

**What should people do who have lost their jobs in corporate downsizings?**  
"Nobody I would advise ever banks. You have to bankroll your search. Call associations and networking groups. I'd make sure I'm doing a lot of them and make it a full-time job. Don't give up if it's not possible. Not just networking but friends and associates who can help you. (Business layoffs) need to be handled with care. Don't let them be a



be a big stigma. In this age of mergers and corporate downsizings, it's not a stigma. Beware! You'll find out who your true friends are. Contact them. Don't be embarrassed. Make a list of all your strong points. Write it down.

Go to a good recruiting firm while you're making rounds. We have good access to (potential employers).

**What about if you're currently employed but looking for a job change?**

"Don't tell anyone. It's got to be very confidential. If companies hear that you're thinking of leaving, they'll say, 'We've got to protect ourselves.' They'll start looking for your replacement."

Go to a good recruiting firm. They won't call out 50 or 60 resumes. They'll

# LOCATION LOCATION

**VICTORIA GARDENS**  
From \$128,990  
1000 sq ft on Henry Blvd. South of Harper  
Call Mary at 458-8143

**CHURCHVIEW ESTATES**  
From \$171,990  
Cobble Hill Homes West of Ego Rd.  
Call Mary at 692-0330

**FOREST ESTATES**  
From \$254,000  
Bramble Chase at Ferry Rd. East of Meridian  
Call Robyn at 692-1414

**CROWN POINTE CONDOMINIUMS**  
From \$123,500  
North side of Ego, West of Orange  
Call Jackie at 855-4636

**SHERINGHAM PLACE**  
From \$184,000  
Sheringham Rd. off East of Harper Rd. at West  
Call Joanne at 620-0037

**COVINGTON SQUARE**  
From \$157,990  
1219,000  
125 sq ft, corner Cherry Hill at New Rd. Middle New Open  
Call Bonnie at 397-8120

**VILLAGE ON THE CIRCLE**  
From \$119,000  
North of 14th, East of Burroughs  
Call Joanne at 620-0037

**UNIVERSITY PALISADES**  
From \$173,990  
North side of 23rd, East of Cooper  
Call Kathy at 434-5111

**OAKWEST ESTATES**  
From \$169,990  
On Hill Avenue Jay & Warren Temp. Sales  
Office on Southwestern Express (off Woodward)  
Call Denise at 933-4479

**THE HILLS AT THE VISTAS OF NOW**  
From \$218,500  
Off Hill Rd. between 11 & 11th  
Call Denise or Carol at 692-6669

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