

BUSINESS MARKETPLACE

Marketplace features a glimpse of Oakland County business and finance news and notes. Write: Business Marketplace, Observer & Eccentric Newspapers, 805 E. Maple, Birmingham 48009. Our fax number is (810) 644-1314.

GROWTH MEETING
Detroit Association for Corporate Growth will present "How the Independent Buyer Thrives in an Overheated Acquisition Market Environment" with keynote speaker Selwyn Isakov, president of Oxford Investment Group in Bloomfield Hills. The monthly meeting is at 5:30 p.m. Thursday, Jan. 30, at the Detroit Athletic Club, 241 Madison, Detroit. Tickets are \$20 for members, \$30 for nonmembers. For information, call (810) 643-9133.

JOB SEARCH
Southeast Michigan Career Service in Southfield is offering two-hour job search seminars. Company founder Boyd Naughtman will discuss the current and future job market and discuss why traditional job seeking techniques are obsolete. The free sessions are at 12:30 p.m. Tuesdays

and Thursdays, 6:30 p.m. Wednesdays and 8:30 a.m. Fridays at 29444 Northwestern Highway, Suite 500, Southfield. For reservations, call 1 (888) JOBOLOGY.

BUSINESS OWNERS MEET
Oakland County Business Owners Association will meet to exchange business solutions at 11:30 a.m. Tuesday, Feb. 11, at Muskie's, across from the Palace of Auburn Hills. For reservations, call (810) 253-3711.

USE CUSTOMER FEEDBACK
Service Care of Retired Executives (SCORE) will present "Keeping Customers: Feedback Strategies To Take the Guesswork Out Of Customer Service" with guests Nancy Baron, retail training manager for Comerica Bank, and Linda Wascho, president of Marketworks Inc., a marketing and public relations firm in Troy. The seminar will run 7:45 to 9:45 a.m. Tuesday, Feb. 11, at The Community House, 380 S. Bates, Birmingham. There's no fee. To register, call SCORE at (313) 226-7947.

NEW OFFICE
Bianchi Public Relations, formerly of Bloomfield Hills, has moved to larger offices at 2701 Troy Center Drive, Suite 226, Troy. The phone number is (810) 269-1122.

EARN ACCREDITATION
Southfield's U.S. Medical Equipment, a supplier of home medical equipment and supplies, was accredited by the Joint Commission on Accreditation of Healthcare Organizations. U.S. Medical's CEO Jim Bogan said accreditation shows "We make a significant investment in quality on a day-to-day basis from the top down." Bogan added that accreditation is "another step toward excellence."

BIG WINNER
Southfield's Bozell Worldwide, Inc. picked up 49 awards at the International Automotive Advertising Awards show, more honors than any other advertising agency. Bozell earned four golds, 14 silver, nine bronze and 22 merit certificates at the second annual ceremony. Gold awards went to a 30-second national television

spot for Chrysler's Plymouth brand; a deep print ad, and two 30-second national television spots for Jeep.

AUTO LEASING
Farmington Hills-based Leasecrete Inc. will present a seminar on "The A.B.C.s of Auto Leasing" from 7:30 to 9 p.m. Wednesday, Jan. 29, at the Longacre House in Farmington Hills. Cost is \$10 per person. For reservations, call (810) 477-8404. Leasecrete specializes in educating consumers about the secrets of auto leasing.

PREPARING SUCCESSORS
The next Oakland University Center for Family Business breakfast seminar will run from 8 to 10:30 a.m. Wednesday, Feb. 19, at the Troy Marriott. The topic: "Preparing Successors for Leadership: Motivating and Training Successors." Gary Ouel and Mark Toth, of Great Lakes Strategies, a human resource and leadership training firm, will lead the discussion. The seminar is free to OUCFB

member families. The registration fee for nonmembers is \$35 per person. Call Patricia Kiah at (810) 370-4513.

EMPLOYMENT FEST
Plant seeds for new employees at the second annual Troy Spring Employment Festival from 2 to 7 p.m. Friday, March 21, and 9 a.m. to 3 p.m. Saturday, March 22, at DoubleTree Guest Suites Hotel in Troy. Produced by the Troy Chamber of Commerce Human Resource Council, the recruiting event drew 30 employers and 1,600 candidates last year. The list of participating employers includes: EDS, Kelly Services; Huntington Banks, Standard Federal Bank and Entech Personnel Services. Prospective employees will discuss a variety of career opportunities in sales and marketing, administrative support, technical engineering, information systems, hospitality, retailing, customer service and manufacturing. Candidates who attend will have

access to continuous workshops on resume writing, interviewing, working with recruiters, and job prospecting/networking.

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SPOTLIGHT ON TAX STRATEGIES FINANCIAL MATTERS

by Pat J. Paige CPA

TAXING SITUATIONS

As tax time approaches, it may be interesting to see how it was that the federal government became entitled to collect our hard earned money. The income tax originated at the time of the Civil War, when Abraham Lincoln came to Congress looking for a way to finance the war effort. The first tax act was thus enacted in 1862, and lasted until 1872. The second income tax law was struck down by the Supreme Court, and the Sixteenth Amendment of the constitution provided today's basic law. The tax rate stood at just one percent for all corporations and individuals in 1913. Even so, few paid any tax at all because the standard exemption was \$3,000 for single individuals and \$4,000 for married couples, and hardly anyone earned that much. Only one out of every 271 Americans paid any income tax that first year.

At PAIGE & COMPANY, P.C., Certified Public Accountants and Management Consultants, we can help you plan for your tax commitments. Our experienced advisors can explain the tax consequences of specific individual and business decisions so that you pay the smallest allowable amount of taxes. Let us show you how to make the most of your hard earned dollars. Call PAIGE & COMPANY, P.C. today at (810) 540-0250 to schedule a consultation, or visit our site on the World Wide Web at www.paigepc.com. We are conveniently located at 30850 Telegraph Road, Suite 300 in Birmingham.

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business expo

FEB. 18 & 19

Taste Extravaganza
Tues., Feb. 18th, 6-9 p.m.

Entrees & Desserts from over 20 Area Restaurants. Wine Tasting and Music from Members of the Livonia Symphony.
\$25.00/Person - (Prepaid)

Business Breakfast
Weds., Feb. 19th, 8-9:30 a.m.

Featured Speakers:
David Jowebey, Beacon Investment Company &
David Brandon, Valassis Communications, Inc.
\$15.00/Person - (Pre-registered)

Business Expo & Workshops
Weds., Feb. 19th, 9:30 a.m. - 7 p.m.

Admittance FREE all day

Located at:
Burton Manor
27777 Schoolcraft Rd. - Livonia (off I-96)

For information & reservations,
CALL: (313) **427-2122**

Co-Sponsored by: **WWJ 950** & **Observer & Eccentric**
NEWSPAPERS

ST. MARY'S COLLEGE at ORCHARD LAKE presents

"Classics on the Lake"

SUNDAY, FEB. 9: "Music for Two Flutes & Piano"
Ervin Monroe/Alexander Zonjic with Margaret Kapasi, piano

SUNDAY, FEB. 23: "Flavio Varani, pianist"

SUNDAY, MARCH 16: "Michigan Bach Festival Choral"
directed by Curtis Posunliak

SUNDAY, MARCH 23: "St. Clair Trio"
GEOFFREY APPLEGATE, violin; MARCY CHANTEAUX, cello; PAULINE MARTIN, piano

SUNDAY, APRIL 6: "Dave Wagner"
Organ, piano and harpsichord with special guest, Alexander Zonjic

ALL CONCERTS BEGIN AT 4 P.M. IN THE SHIRAZ CHAPEL AT ST. MARY'S COLLEGE, COMMERCE AND ORCHARD LAKE ROADS.

TICKETS: For entire series of five concerts \$75 (includes afterglow). Individual concerts: \$17.50 (with afterglow); \$10 general admission. VISA, MasterCard and American Express Accepted.

TO ORDER TICKETS OR FOR INFORMATION: (810) 683-1750

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