EMPLOYMENT

OPPORTUNITY for PROFESSIONAL SALESPEOPLE MEN & WOMEN WANTED

Due to increase in sales, we will hire and train several new people...

WE OFFER:
- Generous Commission Plan
- Strong Advertising Support
- Paid Vacation
- Excellent Benefits
- Factory Incentives
- 401-K
- Match Money
- Demo Program
- Opportunity to move into management

YOU PROVIDE:
- Strong Desire For Success
- Hard Work
- *Willingness to take direction*
- High Earning Potential
- Honest and Integrity

Experienced Automotive Sales people need not apply.

If you feel you measure up to these standards and possess a desire to work for a winning team, please see or call Carol Maguire for an appointment and an interview at:

Suburban

OLDSMOBILE • CADILLAC
643-0070

512 Help Wanted-Sales

AUTO BODY TECHS

Large Westside busy direct repair shop needs one certified body technician immediately. Great working environment, full benefit package. Potential $50,000, paid training and signing bonus. Call Steve Teisner at:

GORDON CHEVROLET
(313) 458-5269

BUSINESS/OFFICE FURNITURE

needs sales person. From budget to boardroom, 49 yr. company, commission or profit sharing. Discount Office Equipment, 1991 Coolidge, Berkley. (810) 548-6300.

AUTO SALES ★★40 YEARS★★

Gene Burnett Ford, the largest Ford dealer in Ypsilanti, seeks an experienced salesperson, (male or female) to join our aggressive sales team. Top pay plan in our area with unlimited earnings potential! Health care, 401K benefits available. Call for appointment, ask for Steve DiPiazza, used car Manager.

(313)482-3673

CANVASSER WANTED

for Window & Modernization Company. $7 an hour plus commission. Call Better Built Construction, ask for Harvey.
(810) 353-1122

★ CAREER NIGHT

CENTURY 21 HARTFORD
TUESDAY 7 PM
CALL FOR RESERVATION
BILL LAW
(810) 478-6000

COSMETICS SALES

Full or part-time. Will train. Please apply at Marie Norman Cosmetics in the Westland Mall.

CAREER SEMINAR

Max Broock, REALTORS invites you to spend an evening at Meadow Brook Hall. Find out if a career in real estate sales is for you. Tuition program available.

February 26, 7-9 PM
For reservations: 810-055-6500

BROOCK REALTORS INC.

FAX US YOUR AD 313-953-2232

WANT A TRULY REWARDING SALES CAREER?

BECAUSE OF BUILDING RENOVATION WE ARE searching for individuals who are seeking

A CAREER WITH THE #1 FURNITURE CO. IN MICHIGAN

No sales experience? No worries! We'll provide the best training in the industry!

We Also Offer:
- Dental
- Major Medical
- Prescription Coverage
- 43 Hour Work Week
- Paid Vacations
- Profit Sharing

ART VAN FURNITURE will accept applications immediately at

Art Van
NOVI
27775 Novi Rd.
or call Mr. Donovan at 810-348-8622

Full & Part Time Positions Available

DYNAMIC

Opportunity for money-motivated individuals who want to get ahead in 97 with above average commissions and bonuses.

(810) 476-6766

ARE YOU CONTEMPLATING A REAL ESTATE CAREER?

If you are serious about entering the business and profession of Real Estate sales, you owe it to yourself to investigate why we are #1 in the market place and best suited to insure your success. Look at our ad under Real Estate professionals. ALL REAL ESTATE COMPANIES ARE NOT THE SAME.

DISCOVER THE DIFFERENCE
Call Jim Stevens or Alissa Nead

REACH US ON THE INTERNET
©http://www.coldwellbanker.com

COLDWELL BANKER
Preferred, Realtors
313-459-6000

CROWLEY'S

SALESPERSON
MANAGEMENT-TRAINEE/
PART-TIME SALES

Crowley's Fine Jewelry is seeking customer service oriented Sales Management trainees and part-time sales associates for several locations. Enjoy an exciting career of selling fine jewelry while working flexible hours. We offer health benefits, 401K and employee discounts. Hourly rate plus commission. Must be professional and willing to work retail hours.

Call Tamika:
(313) 962-2654
10 am - 4pm

CUSTOMER SERVICE

Well organized individual wanted for customer service at Auburn Hills Company. Some college required. Knowledge of computers a must. Ability to meet deadlines and handle phones important. Fax resumes to: (810) 332-9550

DYNAMIC REAL ESTATE COMPANY

is seeking goal-oriented, energetic professionals. We offer the industry's best training programs and complete marketing and support services.

In Birmingham/Beverly Hills
Call Terry, (810) 642-2400

In Bloomfield Hills
Call James (810) 645-1800

In Farmington Hills/W. Bloomfield
Call Joan (810) 737-9000

In Troy
Call Ron (810) 879-3400

COLDWELL BANKER
Schweitzer Real Estate

Inside Sales Persons

PART-TIME Are you looking for an opportunity to work in a challenging and exciting environment? We are seeking a highly motivated individual to sell classified advertising into our suburban newspapers. This is a part-time position, 32 hours per week: Monday, Tuesday, Wednesday 9:30am - 6:00pm and Friday 9:00am - 5:30pm working out of our Livonia office. You will solicit advertising and directly input classified ads into our computer system. Must have at least one year of selling experience, able to accurately type 40 wpm, excellent verbal, communication and grammar skills. We will provide training. We offer a highly competitive hourly rate plus commission. Smoke and drug free workplace. EOE. To apply, fax resume to (313) 953-2057 ATTN: Inside Sales. O'Observer & Eccentric NEWSPAPERS

SOFTWARE SALES

Telecommunications software developer requires professional sales person to support Regional Sales in the United States to Fortune 1000 companies.

REQUIREMENTS:
- Ability to travel frequently
- Working knowledge of PC's, PBX and/or ACD a plus.

Full training and orientation package will be made available to the qualified individual. This unique opportunity offers excellent compensation and benefits.

Send summary cover page and resume to:
Regional Sales
TELECORP PRODUCTS
2000 E. Oakley Park Rd. Ste. 101
Walled Lake, MI 48390-1501
FAX 810-960-1085

Join Michigan's Centennial Real Estate Firm

Offices in Birmingham
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Rochester • Clarkston

Contact Charles Sower
Vice-President
Corporate Office

810-647-2200
Voice Mail: 604

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SALES ENGINEER

For international OEM tier 1 & 2 parts supplier. Customer contact with Big 3 & others. EE or ME Degree required. Strong communication & PC skills helpful. Please send or Fax resume & salary history to:
Harada Industry of America, 28373 Telegraph Rd., Suite 275, Southfield, MI 48034 Fax: 810-356-1520
No Phone Calls Please

Experienced Agents!!

Why split your commissions with your current broker?
We have programs that can put more $$ in YOUR pocket!
Call for a confidential interview now!!

Century 21 Associates
West Bloomfield
(810) 626-8000 ext. 204

EXPERIENCED REALTOR ASSOCIATES

This is your chance to boost your income! Beautiful W. Bloomfield office is offering only THREE Associates an unbelievable pay scheduale with many benefits. Please call Sharon Guzman at 810-855-2200 for a personal interview today!

GET ALL THE FACTS!

You + Our Free Training Program = A Successful Real Estate Agent

Call Phyllis Goodrich about our ongoing training program that will have "You" assisting sellers and buyers in the Oakland/Western Wayne County area.

Join the successful team at the Weir, Manuel, Snyder and Ranke, Inc. Don't wait - call for your private interview. Contact Phyllis at (810) 851-5500.

WEIR, MANUEL, SNYDER & RANKE REALTORS

HEALTHCARE SALES

Occupational medicine organization is seeking the ideal candidate for expanding network. Must have excellent communication and customer service skills, with a proven outside sales record in occupational medical and workers' Comp. We offer excellent salary and benefit package. All replies confidential. Please send resume to:

Box #1573
Observer & Eccentric Newspapers
36251 Schoolcraft Rd.
Livonia, MI 48150

IMMEDIATE OPENINGS in Plymouth/Canton area for three serious, career minded individuals capable of participating on a dynamic real estate team. People-oriented organization offers on-the-job training, and an opportunity for above average earnings. Call Nesi at (313) 453-6800. (All inquiries held in confidence).

IMMEDIATE OPENINGS! Relaxed work environment. Ideal for students, homemakers, retirees 9-5 hours. Telemarketing. Great pay scale! Call Wanda: 313-432-0046

INDIA, CHINA, PHILIPPINES...

Working professionals with backgrounds in Business, Import/Export, Sales, Finance, or Engineering. Help $6 Billion Global American Company expand to $10 B by year 2000 in these countries and become wealthy. Aggressive, goal oriented people.
313-458-7747

TWO OPENINGS

for Industrial Cutting Tool Sales person. Start immediately. Need qualified people now. Start $400 per week plus commission. 313 532-1515

INSIDE SALES/ CUSTOMER SERVICE

Responsible to provide pricing and support for computer and data networking products via telephone. Must have experience with inside telephone sales and familiarization with data products. Send resume and salary history to:

Clover Communications, Inc.
41290 Vincente Ct
Novi, MI 48375
Attn: Debbie Mason-IS

EOE

INSURANCE AGENT needed for established clientele. No experience necessary. Will train. Base + commission + Benefits at American General Life & Accident. Call Joe or Jim 810-459-3911 EOE

Restaurant

"Grande" to Grand.

Papa Vino's is Opening!

With the grand opening of our newest Papa Vino's Italian Kitchen, plentiful opportunities await you! Now's your chance to learn the ropes and enjoy fun, festive, friendly atmosphere:

- FOOD SERVERS
- COOKS
- BARTENDERS
- STEWARDS
- HOST STAFF

In addition to our pleasant work environment, benefits include:

- Health/Dental/Vision Insurance
- 401(k) plan
- Paid Vacation
- Flexible scheduling

(Full and Part-time Positions)

Meet your new neighbors! Please apply in person Monday - Friday, 9am - 6pm, and Saturday 9am - 12 noon at Papa Vino's Italian Kitchen, 17187 Haggerty Rd, Northville (Corner of 6 Mile & Haggerty) Equal Opportunity Employer, M/F/D/V

Papa Vino's ITALIAN KITCHEN

EMPLOYMENT CLASSIFICATIONS CONTINUED

This Classification Continued on Page 12.

ALAN FORD • A, X, & Z PLAN HEADQUARTERS • ALAN FORD • A, X, & Z PLAN HEADQUARTERS • ALAN FORD • A, X, & Z PLAN HEADQUARTERS • ALAN FORD

"THE NEW" http://www.alanford.com

ALAN FORD

"BUILDING LOYALTY THROUGH SUPERIOR SERVICE"

1997 F150 4X2
Cloth, preferred equipment, pkg. 507A, XLT series, speed control/tilt, air conditioning, AM/FM stereo/cass/clock, power mirrors, 4.2L V6, P235/70R15 BSW all-season, remote keyless entry/anti-theft deterrent system. Stk. #94136
$239** 24 mo.

1997 EXPLORER XLT
4 WHEEL DRIVE
4 wheel drive, V6 with automatic trans, plus preferred equipment package 94S, power windows/door locks/driver seat, sport wheels, AM/FM stereo cassette. Stk. #91003
$389** 24 mo.

SALEEN SVT SPECIAL VEHICLE TEAM

1996 WINDSTAR GL
Cloth, preferred equipment pkg. 472A, speed control/tilt, light group, rear defrost, air conditioning, AM/FM stereo/cass/clock, power convenience group, power windows/locks/mirrors, 3.8L SFI engine, auto O/D transmission, floor mats, Gl quad bucket seats, aluminum wheels, 25 gallon tank, tip slide drivers seat, privacy glass. Stk. #33189
$338** 24 mo.

1997 PROBE
Preferred equipment pkg. 233A, air conditioning, 2.0L DOHC I-4 auto overdrive transaxle convenience group, console-arm restcupholder, interval wipers, rear washer/wiper, tilt steering column, speed control. Luxury Group: Remote keyless entry, power windows/door locks, remote mirrors, floor mats, rear spoiler, rear defroster, AM/FM stereo clock/cass, 15" aluminum wheels. Stk. #82001
BUY FOR $15,756*

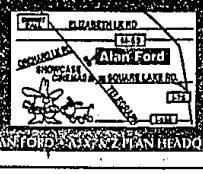
1997 TAURUS GL
4 door, cloth, preferred equipment package 203A, speed control, floor mats, air filtration system, AM/FM stereo/cassette, power door locks, 6-way power seat, aluminum wheels, light group, 3.0L EFI auto overdrive transmission. Stk.# 85087
$329** 24 mo.

1997 THUNDERBIRD LX
Automatic transmission, air conditioning, power seats, power door locks, keyless entry, aluminum wheels. Stk. #86001
WAS $19,750
BUY FOR $16,999*

1997 E150 CARGO VAN
Preferred equipment pkg. 742A, RV convertible trim, illuminated entry, AM/FM stereo/cassette/clock, passenger air bag, anti-lock brakes, 5.4L EFI V8, trailer tow class IIIU/V, RV plus group: aluminum wheels, leather-wrapped steering wheel, trailer tow air conditioning, power mirrors. Stk. #97018
$399** 24 mo.

WE OFFER TOP DOLLAR FOR YOUR TRADE — USED CARS — $0 DOWN DAYS CONTINUES

1992 TEMPO GL — 2 door, low miles, auto, air, extra clean — $14,528
1995 GEO METRO — Air — $4,995
1992 LINCOLN CONTINENTAL — Auto air, Signature Series — $6,995
1995 ESCORT LX — Auto air, Like new — $7,599
1992 HYUNDAI SONATA — Auto, 6 cylinder, air, full power — $8,999
1994 RANGER SPLASH — Great shape, cap. — $8,999
1995 MERCURY MYSTIQUE — Auto, air, extra clean — $8,995
1993 BUICK LESABRE — Auto, 4 door, extra clean — $9,999
1993 GMC SAFARI CONVERSION — Full power, extra clean — $9,995
1994 COUGAR XR7 — Power roof, V-6, loaded, 28K miles — $10,995
1994 FORD AEROSTAR — XL, air, 34 K miles — $10,999
1996 TAURUS GL — Auto, air, like new — $12,999
1994 RANGER SUPERCAB — 4x4, full power — $12,999
1993 EXPLORER EDDIE BAUER 4X4 — Leather, loaded, 2 to choose from starting at — $14,528
1995 FORD F150 XLT — Supercab, 4x4, full power — $15,598
1996 E350 CARGO VAN — Auto, V-8 — $15,995
1995 CHEVY Z-71 — Supercab, 4x4, full power — $17,999
1995 EXPLORER XLT — 4x4, 4 door, full power — $18,999
1997 F150 4X4 — Off road package, supercab, leather, full power Lariat — $23,998



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http://www.alanford.com

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Prices tax, title, plates, rebates to dealer. *24 mos. lease with approved credit. 24,000 miles annually. $2 per mile over. To get total price this payment must be used as down payment. Security deposit waived. Plates & title due at execution. Lease & tax Continued responsibility for excess wear & tear due to purchase at lease end for price determined at inception.