DIVERSIONS



Behind a well-dressed man, there stands top-shelf salesperson

strategy going forward to keep the clutter at bay. again, and I even devised a strategy going forward to keep the clutter at bay. In fact, so pleased was I with my purging provess that I soon tackled my closeds. Besides, I was in and out of the office in what seemed like no time at all and reasoned that going through my clothes would be just as easy. Boy, was I kidding myself. For some things it was a no-brainor whether or not to toss. Do I actually need three dozen dreas shirts when I now only wear two or three a week, espe-cially when some of them are showing their age in the form of less than-crisp collars and cuffa? The same holds true for the nearly 20 auits vying for pro-cious hanging space. How about those sweaters I swear I'll wear each winter? Well, considering I havon't touched them in several seasons, botter they take up residence and valuable storage space - in someone else's hom. And as for my leather and aude Gueci ath-loic shoes worn only a handful of times, let's just say great shoen - just not on me. And threin lies an important lesson. Many of the itoms des-tined for Council Thrift in Berkley were bought without the help of a trusted sales associate who knows my tasle and under-stand any life. However, this lant to say that t require constant hand holding

fashion purchase? Ah, if only someone stood nearby to steer us clear of a wardrobing mishap. Golden advice

cient of a wardrobing mishap. **Golden advice** Luckly for me that person is Linda Anton, a sales associate at Sake Fith Avenue in Troy, whom I'vo known for many years and whose style advice is golden. The same same style advice is golden. The same same same same same same same low on the same same same same is same said and understand that as with any healthy relationship, the one between buyer and seller is built on trust, communication and logely. The same said Anton, who works hard to hone in on what each one is same look on multiple clients, she said, adding, "rather, I'll give them various options to achieve their style objective." And while the customer's taste dictates what he'll ultimativity buy, Anton makes sure her opin-ins heard. The first ones to tell some-min." So with that-in mind, if Two failed to us as before, I'll est the

him." So with that in mind, if I've failed to say so before, 111 sot the record straight: My Visa is most appreciative of your candor. Eliminating guesswork

Similar platitudes are paid to Sylvester Bennett III, an associ-ate in men's sportswear at Jacobson's Laurel Park Place

Jacobson's Laurel Park Piace store. I spoke with Paul Mashni about why he has gone from relying on the self-service approach when building a wardrobe to taking advantage of an export like Bennett. Mashni, managing member of PEM Investments, admits he desert like shopping, and before working with Bennett he was discarding much of what he bought.

"I'd see something, like it and thought it would look good on me," he said. Thankfully, those days are

ge Mashni says Bennett takës

gone. Mashni says Bennett takës away the guesswork. For example, "If I need shoë, he'il help me there as well so'i don't have to be introduced to another salesperson." And, because Mashni prefers to ahop only a fow times a year, he'il let Bennett know in advance when he's coming in, hu which point Bennett goes into action, pullfag a variety of mer-chandiss for him to consider. "I can be in and cut in 30 min-tes with multiple new outfits", Mashni said. For Bennett, though, this is all in a day's work. Returning to eaught while working at -a department store in Nashville, where he was continuing his education.

where he was continuing his education. "I love to make people happy. I know that when I go shopping." like to leave satisfied, and that comes from someone knowing the merchandiss and not just wanting to make the sale," he cold

And like Anton at Saks, Ben-nett says he koys in on the cus-tione's personality and lifestylo before making any suggestions. But, he also welcomes when the customer is communicative about any specific brand or look he's hoping to try. Finally, in an ever-impersonal service world, Bennett, who clas-sifies his style as intelligent and spiffy, seid with a broad smile in his voice, 'a true salesman allows the job to overtake him.". Spoken like a true morchant prince.

prince. Ed Nakfoor of Birmingham is Ed Nakloor of Birmingnam is a free-lance writer and retail: marketing specialist. If you have a question about style or fashion for Ed, contact him at ednakfoor@comcast.net.

Author puts interesting, tragic tale on 'The Table'

stands my life. However, this isn't to say that I require constant hand holding when shopping. Yet, who among us hasn't regretted an impulsive

<section-header><section-header><text><text><text><text><text><text><text><text><text><text><text><text><text><text><text><text><text><text><text><text><text>

Table

The Table: Matthew Waynee's tragic tale is set in Bay City during

Wayneo loved math and sci-ence as a child. "One of my strengths is I tell a story so it's logical, Math is logical - 1 apply that kind of thinking to story, plot and character development." *The Tuble* is the first book of a trilogy. He's shifting his focus from the Polish American com-munity to the German and Native Amorican communities in Bay City during the same time period.

Bay City during the same time period. A graduate of Notre Dame University, Waynee worked as director of the drama depart-ment at a high school in Texas. Ho's looking forward to visiting Detroit Country Day, and happy that some of the students have already e-mailed him questions. Writing a novel is something he's wanted to do since he was in junior high. The Table took him ever four years to write, and he spart nearly nine months revis-ing the manuscript. The Table is a valiable at www.amazon.com or from the publisher, www.galiarthouse com. Visit the publisher Web site to read the first three chapters of Waynee's book.



World War I.

1 - 1

