

Business

Barry Jensen editor/591-2300



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Thursday, July 10, 1988 O&E

This tactic produces growth, tax-free income

Recently, Mr. S. came to our office hoping to find an investment that would provide him both current income and potential for growth. Normally, no single investment can provide both features.

It is commonplace that bonds generate current income while equity investments provide a potential for growth. Fortunately, however, there is a novel product available on the market today that combines income and growth.

Let's call this investment Guaranteed 7 (G7). It provides two separate guarantees. Half of the money you invest in it grows tax deferred and dou-

bles in seven years.

The other half provides guaranteed monthly income for seven years, the majority (72.3 percent) of which is tax-free. The money that grows tax deferred can be withdrawn any time, subject to a surrender charge and a 5-percent penalty if withdrawn before age 59½. The guaranteed rate of return on both parts is 10.10 percent.

SAY JOHN Client, age 55, invested \$100,000 in G7. Half of that (\$50,000) investment is put into an immediate premium annuity.

John will receive \$807 per month for 84 months (7 years). Of this monthly in-



finances and you

Sid Mittra

come, \$583 (72.3 percent) will be tax-free. Total income received from this source is \$67,788; of this, only \$17,788 will be subject to tax.

The other \$50,000 is put into a deferred annuity. By the end of the seventh year, it would double in value (\$100,000).

G7 is an outstanding investment for those who would prefer a guaranteed return and current income. This investment is in no way influenced by interest rate fluctuations and cannot be canceled by the insurance company.

On the negative side, the portion put into immediate income annuity can be

surrendered, but there is a charge for such an action.

AFTER the end of the seventh year, the immediate annuity is exhausted, but the value of the deferred annuity portion is doubled. (\$100,000).

This investment can be rolled over into another annuity type of investment without triggering a tax consequence. Also, when this investment is withdrawn after retirement years, all the typical single premium deferred annuity choices become available.

Guaranteed 7 is an outstanding investment, but it is not for everyone. Before you make your final decision, seek

the advice of your financial planner.

A special seminar will be conducted by the Observer & Eccentric Newspapers and the Coordinated Financial Planning staff Tuesday, Aug. 13, at the Kingley Inn. Out-of-town guest speakers will present specific investment products. This seminar will be free and registration is required. For further information, call 643-8888.

Sid Mittra is president of Coordinated Financial Planning Inc. in Troy and a professor of economics and management at Oakland University.

business people

Howard Parris, clothing salesman at Capper & Capper, Somerset Mall, Troy, was among 60 select retail employees from across the country, who were recognized in the We Will... We Promise Awards program sponsored by Hartmarx Specialty Stores Inc.

Ann Spitz of Southfield has joined the Birmingham-based office design firm of S.J. Maddalena Inc. Spitz holds a bachelor of science degree in interior architecture from Lawrence Institute of Technology and is pursuing a bachelor's degree in architecture.

John Joseph of Troy has won the Go-Getter Award of E.R. Squibb & Sons Inc. for sales. In recognition of his achievement as a pharmaceutical sales representative for Squibb, he was presented with the award at a recent banquet at the Rodeo Beach Club in Marbella, Spain.

Sharon Renee Henry has been named promotion manager at WKBD-TV in Southfield. A native of Oklahoma, Renee attended Rogers State College and Oklahoma State University where she majored in communications.

Frank L. Ralster resigned a director of Franklin Savings and Loan Association of Southfield. He will become senior vice president and chief supervisory officer of the Federal Home Loan Bank of Indianapolis. Bernard Golsky will replace him as chief administrative officer. Golsky has been with a subsidiary, Franklin Originations Inc., since 1974, and previously was vice president and senior loan officer.



Joseph



Jones



Brown



White



Wagner



Cappy



Ketchledge



Enkemann



Krause

Laura Facione has been named public relations coordinator for Kolon, Blitzer & Desmond Inc., Troy. Facione will handle public relations activities for the agency and its clients.

Terri Lee Trask has been named assistant media buyer for the Berlinc Group Inc., Birmingham.

Joe Cappy has been elected executive vice president-joint operations of American Motors Corp. John M. Sheridan was elected secretary.

Lora White Swedberg of Farmington Hills has joined WDIV-TV. She had been an account executive with a Cincinnati, Ohio, television station.

Hedley J. Williams of Rochester Hills has joined Farman/Steln and Co. in Troy as vice president in charge of financial services.

Donald M. Hufford has been named vice president, publisher of Car and Driver magazine with offices in Troy. Hufford has been vice president and as-

sociate publisher of Car and Driver since 1986.

David R. Bordes of Orchard Lake has been named director of sales at the newly opened Michigan Office of Product Movers.

John E. Lahiff of Farmington Hills has been named director of planning for the Automotive Products Division of United Technologies Automotive.

Cynthia Tiska has been named assistant credit manager of Dextr Chemical Industries Inc. in Southfield.

Raymond A. Ketchledge of Birmingham has been named president of Austin Rover Cars of North America, a new Miami-based company. Ketchledge will be responsible for Austin Rover Cars of North America's U.S. distribution of the new Austin Rover executive-style luxury car.

Joan Murphy Goebel of Condo-Mart Inc. in Farmington Hills attended a two-day course on residential real es-

tate sponsored by the Realtors National Marketing Institute.

Gregory M. Jones of Southfield has been named director of marketing for MCI Midwest of Southfield. MCI Midwest includes Michigan, Wisconsin, Ohio, Illinois and Indiana.

W. Brian Schweikart has been named senior vice president, media director of McCann-Erickson Detroit in Troy.

Sally Jo Levy of Birmingham has joined Container Products Inc. of Southfield as communications director.

John E. Enkemann Jr. of West Bloomfield has been named senior associate (stockholder) at Albert Kahn Associates Inc., architects and engineers.

David L. White has been named vice president of MG and Casey Inc., Southfield. White will be responsible for the supervision of several accounts, including GTE Valeron.

J. Lelf Eareckson of Bloomfield

Hills has been named manager-specialty alloys at Hickman, Williams & Co. in Detroit.

Debra Jeffery of Farmington Hills has been named art director for the Berlinc Group Inc. in Birmingham. Jeffery graduated from Oakland Community College with associate's degrees in advertising design and in illustration.

Frederick (Bud) Krause, vice president/account supervisor at Robert Solomon and Associates Advertising in Bloomfield Hills, has been appointed to a three-year term on the Kentucky Fried Chicken National Advertising Committee. Krause is account supervisor for four Kentucky Fried Chicken dealer groups including the Metro Detroit Co-op and the Big Apple (New York) Co-op.

Richard C. Qaaid has been named director of manufacturing for the Off-Highway Products, Supply and Drive-line Division at Rockwell International Corp. in Troy.

Joseph J. Shady of Rochester Hills

has been named director-marketing investment and dealer development for Chrysler Corp.

Paul L. Wagner of West Bloomfield has been named the leading sales associate for Merrill Lynch Realty/Michigan Inc. at an awards banquet sponsored by Merrill Lynch & Co. in San Francisco.

Michelle S. Abel Horowitz of Birmingham has been named senior vice president and director of client services for The Berlinc Group Inc. in Birmingham.

Douglas C. Brown of Troy has been named assistant vice president, personal banking department at Comerica Inc.

Submit information on new employees, promotions and retirements to Business Editor, Observer & Eccentric Newspapers, 36251 Schoolcraft Road, Livonia 48150. Please include city of residence.

datebook

● **ACCOUNTANTS & MICROS**
Thursday, July 18 — A free two-hour, CPE credit seminar on Microcomputer Applications for the Accountant will be offered at 4:30 p.m. in Southfield. Information: 569-5570. Sponsor: Entro Computer Center.

● **FINANCIAL PLANNING**
Thursday, July 18 — Free financial planning seminar begins at 7:30 p.m. in Bloomfield Hills. Information: 855-0500. Sponsors: Cohen, Kirschner & Shindel CPAs.

● **RUN A SMALL BUSINESS**
Monday, July 22-Aug. 26 — "How to Run a Successful Small Business"

workshop offered 7-10 p.m. in Southfield. Fee: \$25. Information: 642-4220. Sponsors: Wayne State University, Small Business Management School.

● **WOMEN ACCOUNTANTS**
Tuesday, July 23 — American Society of Women Accountants dinner meeting in Bloomfield Township. Information: Marie Day, 234-0500.

● **LOTUS SYMPHONY INTERMEDIATE**
Tuesdays and Thursdays, July 23-Aug. 1 — Intermediate course in Lotus Symphony offered 9-11 a.m. in Bloomfield Hills. Fee: \$45. Information: 645-3635. Sponsor: Cranbrook P.M./Cran-

brook Schools.

● **ADVANCED LOTUS SYMPHONY**
Tuesdays and Thursdays, July 23-Aug. 1 — Advanced course in Lotus Symphony offered 7-9 p.m. in Bloomfield Hills. Fee: \$65. Information: 645-3635. Sponsor: Cranbrook P.M./Cranbrook Schools.

● **START A SMALL BUSINESS**
Wednesdays, July 24-Aug. 28 — "How to Start a Successful Small Business" workshop offered 7-10 p.m. in Southfield. Fee: \$245. Information: 643-4220. Sponsors: Wayne State University, Small Business Management School.

● **MANUFACTURING INFO**
Wednesday, July 24 — Free manufacturing information and control systems seminar held 9:30-11:30 a.m. in Southfield. Information: Jo Williams, 1-800-547-1700. Sponsors: AT&T Information Systems, Inc.

● **WOMEN IN CONSTRUCTION**
Thursday, July 25 — The Alliance of Female Owned Business Involved in Construction meets for breakfast. Information: Diane 427-8730.

● **ACCOUNTANTS & MICROS**
Tuesday, July 30 — A free two-hour, CPE credit seminar on Microcomputer Applications for the Accountant will be

offered at 9 a.m. or 4:30 p.m. in Southfield. Information: 569-5570. Sponsor: Entro Computer Center.

● **MEDICAL DATA**
Wednesday, July 31 — Free medical data management seminar held 9:30-11:30 a.m. in Southfield. Information: Jo Williams, 1-800-547-1700. Sponsors: AT&T Information Systems, National Computer Equipment Corp.

● **ENGINEER'S REFRESHER**
Mondays & Wednesdays, beginning Aug. 5 — Engineer's Refresher Course Part I offered 6-8 p.m. in Troy. Fee: \$325 for non-members. Information: 633-5400. Sponsor: Engineering Society of Detroit.

● **AD AGENCY COUNCIL**
Wednesday, Aug. 7 — Michigan Advertising Agency Council meets at 7 p.m. in Southfield. Information: Dennis R. Green, 540-5255.

● **LEGAL OFFICE AUTOMATION**
Wednesday, Aug. 25 — Free legal office automation seminar held 9:30-11:30 a.m. in Southfield. Information: Jo Williams, 1-800-547-1700. Sponsors: AT&T Information Systems, Guardian Automated Systems Inc.

● **CPA REVIEW**
Tuesday, Sept. 3 — Mid-Michigan CPA Review course in preparation for November CPA examination in Southfield. Fee: \$650. Information: 649-1588. Sponsor: Michigan CPA Review.

marketplace

The Berlinc Group, Birmingham, has been retained to handle advertising and public relations for Potomac Leasing, a subsidiary of Dana Corporation.

Glorious Food, Birmingham, has changed its name to R.I.K.'s, located at Telegraph and Maple Road in the Bloomfield Plaza. Telephone, 855-4095.

The Reichel Group, Farmington Hills, has been appointed the advertising agency for Grand Auto Parts.

Lockenbach/Zieglerman, a Birmingham-based architectural design firm, announces the groundbreaking at 280 Daines Street, Birmingham, for Unipro.

French & Rogers Inc. Troy, has been named advertising agency for Seal-Dry Inc. of Pontiac.

Carson Business Interiors Inc., Southfield, a full-service commercial business interiors design firm, has appointed Anthony M. Franco Inc. as its public relations counsel.

PRMI, Southfield, has been retained for advertising and public relations by the following firms: Hamada Hotel, Southfield; Jim's Garage Restaurant,

Detroit; The Place Restaurant, Royal Oak; Detroit Institute of Commerce, Detroit.

Batzel Long Gust Klea & Van Zile, of Bloomfield and Southfield, announces the relocation of its office to Suite 200, 25270 Telegraph Road, Birmingham. Telephone, 359-1616.

Gordon and Shortt Inc., Birmingham, have been retained by Motors Insurance Corporation, as their advertising agency.

Perimeter Drives Software Inc., Birmingham, has developed ADAPT PC, a new software system which enables IBM PC users to generate ready-to-run application programs in minutes instead of hours.

Masonry Institute of Michigan Inc., Farmington, has available for Michigan architects, guidelines for its 1988 Floor Awards Program for Excellence in Masonry Design Competition.

Norrell Services Inc., a business services company in the temporary help, health care, printing and computer software fields, has acquired a division of Suburban Office Services headquartered in Rochester.

Index flat

In June, the Detroit Area Business Activity Index fell to the April level.

Through June, business activity, as measured by Manufacturers Bank, shows a 10.8-percent improvement from the comparable period in 1984, after removing inflation.

WANTED

LARGE CASUALTY AGENCY interested in setting up FINANCIAL PLANNING DEPARTMENT CALL 569-0005

Business Card Directory

<p>custom beveled glass windows & doors stained glass work personalized sandblasted designs in mirror or glass</p> <p>WILLIAMS ART GLASS STUDIOS, INC. SUNSET ANTIQUES, INC.</p> <p>Mon.-Fri. 10-6 p.m., Sat. 10-3 p.m. 22 N. Washington (M-24), Oxford, MI 628-1111</p> <p>SERVING GREATER OAKLAND COUNTY AREA</p>	<p>bob store BUILDING COMPANY</p>	<p>RESIDENTIAL & COMMERCIAL REMODELING</p> <p>ADDITIONS • KITCHENS • BATHS</p> <p>6180 Dunmore Dr. West Bloomfield, MI 48099 855-3880</p>
<p>DAWSON TREE SERVICE TRIMMED • TOPPED • REMOVED FREE ESTIMATES LICENSED AND INSURED DEEP ROOT FERTILIZING</p> <p>FIREWOOD (Seasoned Hardwood delivery available) CLIFFORD DAWSON 373-5264</p>	<p>Short term hypnotherapy and training in self-hypnosis to aid in the following:</p> <ul style="list-style-type: none"> weight loss stopping smoking stress management phobic control Better self-esteem <p>(Services offered only by licensed psychological staff)</p> <p>Regional Psychological Services John H. Bracco, Ph.D., Director Full License Psychologist For information call: Main Office - (517) 332-0153 • Southfield - (313) 352-6767</p>	