

## business people

John F. Harris was appointed Sartum's chief engineer for Vehicle Engineering and Assembly in Troy. Prior to this appointment, he had been manager of operating unit technology integration at GM's Current Product Engineering staff.

Lorraine Peralta was promoted to manager of accounting services at McCann-Erickson Detroit in Troy. Peralta is a graduate of Walsh College.

Claudia Allen was promoted to vice president of System Support and Development at Mercy Health Services in Farmington Hills. Allen joined MIS in 1985.

Kathryn Dawson was recently promoted to assistant production manager at D'Arcy Masius Benton & Bowles/Bloomfield Hills. Dawson joined DMB&B/BH in 1982 as production buyer.

Gina Schremer was promoted to creative supervisor at Intergroup Marketing & Promotions, a subsidiary of D'Arcy Masius Benton & Bowles/Bloomfield Hills.



Harris



Peralta



Allen



Dawson



Schremer



Madigan

David DeBruin of Bloomfield Hills has joined Stone, August, Baker Communications Companies as an account supervisor. Prior to coming to Stone, August, Baker, he worked for advertising agencies in the Detroit area and in Atlanta.

Charles W. Kight was promoted to executive vice president of Michigan National Bank. Kight joined Michigan National as senior vice president and director of operations and data processing in 1989.

Steve Cole was named Top Salesman of the Year and Top Salesman of Oakland County for 1989 by RE/MAX Professional Group. Cole has achieved the Salesman of the Year award for the third consecutive year with a total sales volume in excess of nine million dollars.

Marvita Hich was named assistant manager of Globe Furniture Rentals Southfield showroom. Previously, he was a member of Globe's inside sales staff.

Richard Martello was named general manager-Axles for Rockwell International Corp's On-Highway Products organization. Previously, he had served as vice president-manufacturing for On-Highway Products since 1988.

Robert E. Nye, has joined Heber Puger Wendin as a senior portfolio manager and bank and thrift investment advisor. Previously, he was vice president and director of investments for First of America South-east.

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# Start today to teach kids about money

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once an effective part of a child's financial learning experience is by carefully outlining its purpose. Take time to explain what expenses you expect the allowance to cover. So if you expect half of the allowance to pay for school lunches while the remainder covers movies and other types of entertainment, let him or her know. This way, if your child carelessly spends the money on candy or other items and then cannot afford to go to a movie on the weekend, he or she will get a first-hand lesson in the importance of budgeting.

For a similar reason, you may want to set aside Monday or Tuesday as allowance day. This forces children to stretch their funds until the weekend, when they usually need more money. In many cases, an early allowance can make a child understand that he or she cannot always spend money the moment it's received.

Whenever possible, keep the amount of your child's allowance similar to those of his or her friends. If you cannot provide a comparative allowance, explain why in simple, matter-of-fact terms. No matter how guilty or frustrated you may feel, try to explain the necessity for budgeting in positive terms.

Allowances are now the only way to teach children financial responsibility. Once they reach age 8 or 9, they can generally begin to grasp the concept of planning ahead and setting priorities. At that point, you should consider taking your child to a bank and opening a savings account for him or her.

BE SURE THAT the child understands why the money is being deposited in a bank. You may even want to provide a simplified explanation of how interest works. Once the account is established, encourage the child to maintain the account's records so that he or she can see just how the savings grow. Keep in mind, the experience will probably mean more to the child if you help him or her set realistic short- and long-term financial goals.

Terry found an even more creative way to involve her son Paul in learning to manage money. Based on Paul's interest in computers, Terry bought him a few shares of stock in a small computer company. Paul's "assignment" was to track the progress of the stock and keep track of its worth. When the stock had earned a specified amount of money, Paul would be allowed to take out enough money to buy a new video game.

With pre-teens, it is suggested that you find ways to involve them in the process of saving for their college education. Whether you invest in stocks, bonds, mutual funds or certificates of deposit, make sure your child understands how the investment works and what you expect the funds to cover. Encourage your child to track the performance of any investments targeted for his or her education. Urge your child to contribute at least a portion of any part-time earnings to help pay for future expenses.

Teaching money management to your child requires patience and persistence. If you get frustrated, try to keep in mind that learning to handle money responsibly is one lesson both you and your child can bank on.

## datebook

**● DIRECT MARKETERS**  
Thursday, June 7 - Direct Marketing Association meets in Detroit. Information: 258-8803.

**● BETTER HIRING**  
Friday, June 8 - "How to Hire the Best" offered 8:30 a.m. to 3:30 p.m. near Rochester. Fee: \$85. Information: 370-3120. Sponsor: Oakland University.

**● VENTURE GROUP**  
Friday, June 8 - Southeastern Michigan Venture Group meets in Troy. Information: 689-8282 Ext. 260.

**● DIFFICULT PEOPLE**  
Friday, June 8 - "How to Handle Conflict and Difficult People" 8:30 a.m. to 4:30 p.m. in Troy. Fee: \$139. Information: 689-8282 Ext. 260. Sponsor: Walsh College.

**● CPA WEEKEND**  
Friday-Sunday, June 8-10 - CPA Weekend in Auburn Hills and near Rochester. Fee: \$25 per course. Information: 370-3120. Sponsor: Oakland University.

**● POWER INVESTING**  
Saturdays, June 9 and 16 - "Pow-

er Investing in Today's Uncertain Market" 9 a.m. to 12:30 p.m. in Troy. Fee: \$99. Information: 689-8282 Ext. 260. Sponsor: Walsh College.

**● BUSINESS CONSORTIUM**  
Saturday, June 9 - Oakland County Business Consortium Inc. meets in Southfield. Information: Joseph Lee, 851-4470.

**● GET READY FOR INVESTORS**  
Mondays, June 11 and 18 - "Presenting Your Business to Investors" 6:30-9 p.m. in Troy. Fee: \$79. Information: 689-8282 Ext. 260. Sponsor: Walsh College.

**● ACCOUNTING ASSISTING**  
Tuesday, June 12 - Free information night about para-accounting program at Oakland University 6:30-8:30 p.m. near Rochester. Information: 370-3120.

**● INTRO TO PCs**  
Tuesday, June 12 - "Introduction to Personal Computers" offered 9 a.m. to 5 p.m. in Southfield. Non-member fee: \$25. Information: Denise Moore, 353-4500. Sponsor: American Society of Employers.

**● BETTER CASH FLOW**  
Tuesday, June 12 - "Profit Enhancement: Improving the Bottom Line" 8:45 a.m. to 4:30 p.m. in Troy. Fee: \$139. Information: 689-8282 Ext. 260. Sponsor: Walsh College.

**● BIRMINGHAM CHAMBER**  
Tuesday, June 12 - Birmingham Bloomfield Chamber of Commerce meets at 7:30 a.m. in Birmingham. Non-member fee: \$12. Information: 644-1700.

**● REAL ESTATE SALES**  
Tuesdays, June 12 through 26 - "Commercial Brokerage Transactions and Regulations" 6:30-9:30 p.m. in Troy. Fee: \$165. Information: 689-8282 Ext. 260. Sponsor: Walsh College.

**● dBASE III**  
Wednesday, June 13 - "Introduction to dBase III" 9 a.m. to 5 p.m. in Southfield. Non-member fee: \$225. Information: Denise Moore, 353-4500. Sponsor: American Society of Employers.

**● MONEY MANAGEMENT**  
Thursday, June 13 - The Cardinal Managed Account Program be-

gins at 7:15 p.m. in Birmingham. Fee: 642-1800. Sponsor: The Ohio Co.

**● CAREER WOMEN**  
Thursday, June 14 - National Association of Career Women meets at 11:30 a.m. in Southfield. Information: 641-2732.

**● REAL ESTATE SALES**  
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**● dBASE III**  
Wednesday, June 13 - "Introduction to dBase III" 9 a.m. to 5 p.m. in Southfield. Non-member fee: \$225. Information: Denise Moore, 353-4500. Sponsor: American Society of Employers.

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Thursday, June 13 - The Cardinal Managed Account Program be-

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