

Promoting antiques commands spotlight

Continued from Page 1

computer keeps contracts and other correspondence in order and helps with mass mailings.

Besides the regular work of reselling, Siegert also visits each mall weekly before a show to make sure necessary space is available and makes last-minute contact with mall managers. And every summer, the work begins over again when she begins scheduling

events for the upcoming year.

To make sure each show includes an interesting mix of antiques, Siegert becomes acquainted with the merchandise offered by every dealer and visits each booth during a show.

Every event includes a selection of antique glassware, furniture, prints, art, jewelry and vintage clothing.

Even discounted glassware and china, called collectibles, is sold at the antique markets. Today's most-

sought-after collectibles, Siegert said, include Azulejo china, available from 1916-1930 through the Larkin Soap Co., Heisey glass and candlewick glassware, produced by the Imperial Glass Co. in the 1940s.

"One collector I met at almost every show last year bought enough Azulejo china to fill a cabinet. Then he put rose-colored carpeting in the house to match the collection," she said.

Though most buying trips harvest antiques for resale, the Siegerts still

buy furnishings and accessories for the home they built in Coventry Gardens 40 years ago. The couple found a walnut, Victorian-style bedroom set dating to the 1800s in Ohio, and a burled walnut, cylinder desk and antique cradle in Pennsylvania.

Siegert also researches antiques by reading trade magazines and books and talking with other antique dealers. Even customers often supply missing information about an

antique on display.

"I'm always learning from the customers," Siegert said. "I love it when someone says 'My grandmother had one of those.' Then I know I'm going to learn something new."

Gloria Siegert's show schedule includes March 7-10 at Artland Consumer Mall, Ann Arbor, and April 18-21 at Wonderland Mall, Livonia.

How to help keep young students attentive

Q: At the beginning of every school year, our children start doing well, but as the year wears on, they lose enthusiasm and their grades fall. What can we do to help?

A: The most common difficulty school children have is getting their homework done and, too often, parents don't persist in seeing their children follow through. Besides falling grades, this results in frustration and guilt for the parents and faulty lessons about responsibility for the children.

Your household needs a new game. It's imperative your children be included in setting up a system

that will work.

According to Ray Maloney of Birmingham's Self Esteem Center, teens in his workshops complain most about parents who suddenly impose new rules in a household without getting any input from those affected most by them, the children themselves.

They "could have worked it out together," they tell Maloney, and resent being left out. Their normal reaction is to resist cooperating.

According to Maloney, author of his newly released third book, "Puzzles for Puzzled Parents," it's OK for parents to take the first step — de-



organizing
Dorothy Lehmkuhl

ciding a new system is needed — alone.

Step 2, however, must include communicating with the child to find a workable solution.

Step 3 is most critical of all, and that's called follow-up. If consistency is not maintained, the plan will

fall apart once again. The only reliable way to persevere is to put weekly reminders on the calendar for the rest of the school year.

Finally, students need to be included in Step 4: rewards. Maloney says acceptable rewards such as staying up an extra hour to watch TV on Friday night, going out for pizza with the parent(s) and ordering a whole pizza just for the child alone, and doing some other activity alone with the parent(s).

Examples of acceptable rewards older children want include permission for extra (same sex) sleepovers, getting the car on Friday

night, or a subscription to a hobby magazine of their choice addressed to the student.

Maloney pointed out a child's greatest need is to be recognized as unique in a family, that each child craves positive recognition alone.

The workshop leader had identified four areas of self esteem: A Sense of Belonging; Belong Special; I can make a difference in my own life; and Having Personal Values and Goals.

If you keep these ideas in mind as you communicate with your children and then follow through, everyone in your family will benefit.

You can enroll in Dorothy Lehmkuhl's "Organizing Your Business Life" classes at Schoolcraft College by calling 462-4448. She is a Birmingham-based time management consultant.

Help support DSO at luncheon concert

Enjoy classical music and a luncheon to support the Detroit Symphony Orchestra on Friday, Feb. 22.

A DSO horn quartet consisting of DSO principal horn Eugene Wade, DSO horn Corbin Wagner, Bryan Kennedy and Mark Abbott will perform a mini concert at 1:30 p.m. at Temple Beth El, 7400 Telegraph, Birmingham. Luncheon will be served at 12:30 p.m.

Tickets are \$15 per person. Call 962-1000, Ext. 286, the Detroit Symphony Orchestra Hall Volunteer Council.

Selections to be performed by the DSO horn quartet include William Bird (Elijah of Ossian's March), Tscherskine LaChasse (Jazz Bach Fugue), David Stanhope (Corlettes) and Lowell Shaw (Frippeiros). and Lowell Shaw (Frippeiros).

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