

Pearl from page 1D

ceeds from its sale to two jewelry design scholarships in the name of his grandfather, David Wachler. One scholarship will be at the Center for Creative Studies in Detroit (which Link Wachler attended) and the other at the Cranbrook Academy of Art in Bloomfield Hills.

"To have the freedom and ability to create is a wonderful thing," Wachler said. "Sticks and Stones" combines platinum and 18-karat yellow gold "sticks" that connect under and over a strand of cultured pearls. One South Sea pearl dangles from above the design and another from beneath. A few diamonds placed along the sticks add sparkle.

Wachler won first place in the thematic design category and an honorable mention in the design rendering category. He was the only American to win the honorable mention in that section.

"As first it was like, 'Are you kidding?'" Wachler said in describing his reaction to the news that he had won. "I was very pleased. To be honored . . . by peers that you hold in very high regard is just that much more special."

Jewelry pieces in the IPDC most feature cultured pearls as the main design theme or focus. Entries are judged on originality,

innovative use of materials and design excellence by a panel of international jewelry experts.

"Not only (does the design) have to be interesting looking, it has to be wearable. It has to be a nice place on."

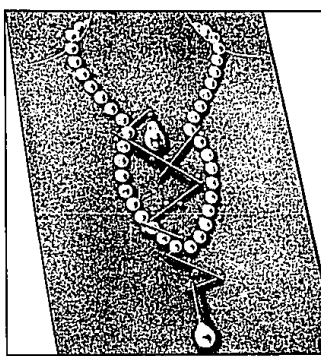
Wachler had entered the contest eight times before. He won a special award in 1984, 1985 and 1986, fourth place in 1988, fourth place and honorable mention in 1990 and honorable mention in 1991.

"Pearls just have a definite femininity about them that no other precious stone has."

Attending last week's ceremony were Wachler's wife Jody and children Eli, Grant, Daniel and Hannah, and family members with whom Wachler works at the jewelry business. Among the dignitaries present were Birmingham Mayor Sandra Dofebaugh, Birmingham City Manager Tom Markus, Birmingham-Bloomfield Chamber of Commerce executive director Lori Bick, Oakland County Executive L. Brooks Patterson and Michigan Japan Foundation president Colleen Pero, who delivered personal congratulations from Governor John Engler.

Wachler thanked his family and business partners and "my mentor Norman Wachler for not entering the competition."

Shining design: "Sticks and Stones," the winning design by Link Wachler, features platinum and 18-karat yellow gold "sticks," South Sea pearls and diamonds.



JERRY ZOLNERSKY/STAFF PHOTOGRAPHER

Migdal from page 1D

tracted me to Guatemala was the primitiveness of it, the beauty of it, the people who are the remnants of ancient civilizations of the Mayas and the Incas.

For nine months of the year, Migdal lives on 10 acres three hours away from Guatemala City at the edge of a volcanic lake in Santiago Atitlan. He returns to Michigan for three months each summer to sell his work as a textile designer, inhabit a studio of four huts built from rock with grass-thatched roofs, one of which serves as his studio. It is here he works 10 hours a day portraying the Guatemalan people. A garden of orchids containing 30 different species grows in the trees, rocks and earth outside his window. Electricity and water run on solar power.

"We're nearly self-sufficient. We grow our own avocados, coffee, oranges, lemons, figs, mangoes and banana nuts."

The lush tropical environment influences the color in Migdal's paintings. Red, yellow, green, and rich colors of the earth imbue the native dress with liveliness.

"I like using the very vibrant colors. Where I live the colors are very bright. The light is very sharp."

Butterflies appear and reappear in patterning throughout the

work, their violet and pink wings suspended in flight.

"The butterfly is a metamorphosis, a symbol of transformation in the Indian culture and also symbolizes the rapidly changing culture."

Life is far from easy for many of the Guatemalan people, the future, uncertain.

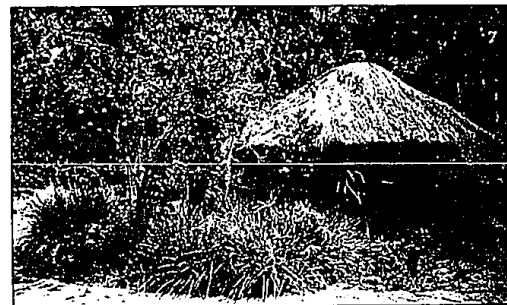
"There is extreme poverty, extreme wealth. Life in the third world culture is changing rapidly."

"I would hope the color and imagery would evoke some kind of emotional response in people, a response to beauty, to something foreign, evoke an interest in another culture."

Migdal earned a bachelor of fine arts degree from Wayne State University.



Finding Inspiration: The people and culture of Guatemala inspire pastel works like this one by artist Bruce Migdal, who paints daily life there and returns to West Bloomfield for exhibitions in this area.



Hut home: In Guatemala, Migdal and his wife live in a series of four huts with grass-thatched roofs. One of the huts serves as the artist's studio.

PCCA workshops set to tackle writer's block

The Paint Creek Center for the Arts offers two one-day adult writing workshops at 407 Pine in Rochester.

"Inventing the Invisible," set for 10 a.m. to 4 p.m. Saturday, July 24, features techniques to undo writer's block. It's suitable

for both novice and experienced writers. Registration deadline is July 17.

"Write Your Art," scheduled for 10 a.m. to 4 p.m. Saturday, July 31, explores various kinds of journal writing. Ways in which daily writing can enhance self under-

standing and growth are discussed. Registration deadline for this workshop is Saturday, July 24. For details, call 651-4110.

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Real Estate Agents deserve respect from Homeowners and Brokers

By J.R. Praine

Buying and selling homes is the biggest, if not the biggest, business in the country. Better than 90% of the people buy or sell a home at least once in a lifetime. An average homeowner spends more on one home to another every seven years. For a vast majority of Americans, their home is the single largest financial portfolio they own. It is the single largest business transaction they enter into at any given time.

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owners are equally as important as the process rendered by any other licensed professional. It is this professional's responsibility to educate their real estate agent in regard to pricing, marketing, advertising, buyer qualifications, offers, counter-offers, and overall selling strategy. It is the agent's best chance of selling their home in the shortest possible time and at the highest possible price. Telling a realtor how to price and sell any home is as counter-productive as a patient telling a physician what instruments to use because it is lateral the patient's body.

We totally agree that homeowners have the right to expect the highest possible sale price for their home. We also agree that no one really estate agent works long and hard to bring the highest sale price for their home. The reason is simple: A happy and satisfied client serves referrals and demand factors, and a real estate agent's business is built on referrals. We strongly support a homeowner's right to realize the maximum profit from the sale of his home. And, the one and only way in which homeowners can enjoy a substantially larger profit from the sale of their home is by paying LESS in real estate commissions. Michigan's largest 2% commission broker, Call Home Marketing of America (HMA), Michigan's largest 2% commission broker, Call 353-7170 for a free brochure. HMA sells homes throughout Oakland, Wayne, and Macomb counties. The real estate industry as a whole is in the process of profound change. There now are dynamic new opportunities for real estate agents that make it possible for them to provide time-saving and money-saving services to all homeowners. These services are provided by the real estate agents who are members of the Home Marketing of America (HMA). In my view, it is unfair to financially burden agents with a variety of fees and to require agents to pay franchise fees, share advertising costs, pay for signs and fees. Errors and Omissions fees, even for copies and faxes. Often, after all the deductions, the agent takes home a meager pay check. Fortunately now, there are exciting new opportunities for agents. Agents who want a paycheck without any deductions whatsoever and who want the freedom to decide at what commission rate to take a listing can call HMA (formerly HMA). At Home Marketing of America, agents can enjoy practicing their profession in an atmosphere of freedom and excitement they never thought possible. Call (313) 353-7170.

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regulation are classified as "Independent Contractors" and real estate commissions by law cannot be fixed. But, not many real estate agents have the independence to change whatever commission rate the agent feels comfortable with. Some homeowners may prefer to pay only 2% commission at closing. Another homeowner may want to have their home marketed and may want to pay 3%, 4% or 5% commission at closing. To be an effective professional, a real estate agent must have the decision-making power with the full and unconditional support of the employing Broker. This would enhance the Agent's ability to get more business and better serve the clients.

Broker's responsibility to agents must have the decision over real estate agents should be limited to business and professional Occupational Code and Administrative rules regulating the practice of real estate.

AGENT