

DATEBOOK

Datebook features upcoming events around the suburban business community. To list an event, write: Datebook, Building & Business, Observer & Economic Newspapers, 36211 Scholastic, Livonia, 48150. Our fax number is 313-591-7279.

THURSDAY, NOV. 18

FAMILY CONNECTIONS
The National Association of Women Business Owners-Detroit Chapter hosts Maureen Macauley, who will discuss the challenges and benefits of working in a family-owned business. Macauley, vice president of the furniture division of Macauley's Office products, is the fifth generation to work in her family business. The dinner meeting begins at 6:30 p.m. at the Marriott Hotel, 27033 Northwestern Highway, Southfield. A holiday gift bazaar precedes the dinner at 8 p.m. The program, including dinner, is \$25 for members, \$30 for non-members. For information, call Chinyere Neale at 308-3576.

ACCOUNTANTS MEET
Mike Ucasio, manager, Ernst & Young, speaks at the Institute of Management Accountants Oakland County Chapter at 6 p.m. at the Kingsley Inn, Dearborn Hills. Topic: federal tax review. Dinner, \$20 by reservation, \$23 at the door. Call Bernard Gerber: 594-4800, fax 323-8030.

BUSINESS PLANS
The Continuum Center at Oakland University in Rochester Hills presents an evening workshop on "How to Write a Business Plan" 7:30 p.m. on campus. Explore what a business plan is, why it's important and how to develop a goal-oriented course of action. The fee is \$39. For more information, call 370-3833.

INTERNETWORKING
Florida-based Radical Datacom hosts a free seminar, "Building SNA Internet-

works," for corporate systems executives and data communications personnel responsible for bringing together IBM mainframe wide area networks. The seminar takes place 9 a.m. to noon at the Radisson Plaza Hotel, 1500 Town Center, Southfield. Registration starts at 8:30 a.m. To reserve a seat, call 1-800-323-8732 Ext. 6206.

BUSINESS WRITING
Oakland Community College Business Technology Center and C-Tip offer a workshop on "Grammar for the Business Writer" 6-9 p.m. at the Orchard Ridge campus in Farmington Hills. Cost is \$70. To register, call Laura at 471-7729.

SATURDAY, NOV. 20

JR. EXECUTIVES
Sequoia Entertainment DJs and Karaoke invites sixth-, seventh- and eighth-grade students to the debut presentation of its Jr. Executive Money Making Program 10 a.m. to 4 p.m. at the Kingsley Inn, 1475 N. Woodward, Bloomfield Hills. Parents are welcome. Advance registration at 960-3428 required.

MONDAY, NOV. 22

SELLING HELP
Brian Tracy presents two separate seminars — "The New Psychology of Selling" 1-4 p.m. and "Time Empowerment" 7-9:30 p.m. — at the Southfield Plaza Hotel, 16400 J.L. Hudson Drive. The afternoon session is \$60, the evening session \$40. For ticket information, call 377-0200.

TUESDAY, NOV. 30

NETWORKING FOR SUCCESS
A free presentation "Net Working for Success," to empower individuals to achieve more success in business, goes 7-9 p.m. at the Radisson Plaza Hotel in Southfield. Keynote speaker:

Michael Wickell. For tickets, call Norma McAdams at 855-9514.

WEDNESDAY, DEC. 1

FINANCIAL PLANNING
Financial planning overview seminar 7-9 p.m. at the Grand Manor at Fairlane, Dearborn. Information: Rick Kohn, 963-6900. Dean Witter Reynolds is sponsoring.

LAUNCHING BUSINESS
The Business Enterprise Development Center presents a workshop on "How to Start a Small Business" 9-11:30 a.m. at its office, 1301 W. Long Lake, Troy. Participants test their entrepreneurial skills, learn how to implement business ideas and receive a list of pitfalls to avoid. No charge for the workshop, but a \$10 fee for workbook. This workshop is repeated 11 a.m. to 1:30 p.m. Wednesday, Dec. 15. BEDC is a partnership between Walsh College and Oakland Community College. For information, call 552-5800.

COMPUTER TALK
Michael Wirtens, vice president for HICA, a health-care information services company, describes in a round-table discussion how moving from mainframe computers to local area networks at his company has substantially increased profits and employee productivity. The session, sponsored by the Metropolitan Detroit

Planning Forum, begins at 5:30 p.m. at Kelly Services corporate office, 999 W. Big Beaver, Troy. Cost is \$10. For information, call Mit Shapiro at 682-7124.

ABSENTEEISM SEMINAR
The American Society of Employers, a non-profit association, presents a seminar "Absenteeism: Yes, You Can Control It" 9 a.m. to noon at its office, 2315 Northwestern Highway, Southfield. Speaker: Bob Gore. Fee is \$95 for members, \$125 for non-members. Advance registration requested. Call Pat Murphy at 353-4500.

ISDN SEMINAR
A free seminar "Connecting the Enterprise: Wide Area Networking Solutions Using Integrated Services Digital Network" features live demonstrations in videoconferencing, work-at-home telecommuting and enterprise-wide networking. Two separate sessions, 9:30-11:30 a.m. and 1:30-4:30 p.m., will take place at the Novell Great Lakes Region Office in Southfield. ISDN is the emerging international electronic communication standard for digital transmission of voice, data and video information. Conference hosts include Novell, AT&T, America and the Stratnet Group. To register, call 1-800-783-1657.

THURSDAY, DEC. 2

TAX LECTURES
The Michigan Association of Certified

Public Accountants presents its 46th annual federal tax lectures 8:50 a.m. to 4:30 p.m. at the Grand Manor at Fairlane in Dearborn. Speakers: Steven C. Dille, professor at Michigan State University; Steven H. Martin, Internal Revenue Service; and Darryl C. Santucci, founding partner of a California law firm. Cost of the conference, which qualifies for eight hours of CPA credit, is \$100. For information, call the MACPA at 855-2288.

HIRING SMART
Great Lakes Profile, which specializes in personnel assessment and selection, hosts a free seminar on "The New Art of Hiring Smart" at the Marriott Hotel in Southfield. Participants can choose one of two sessions — 9:30 a.m. to noon or 1:30-4 p.m. Topics include getting the right person into the right job, recruitment practices, interviewing procedures and assessment techniques. For reservations, call 443-9676.

LUNCH WITH RUSH
The Oakland County Chamber Political Action Committee offers Rush Lim-

baugh fans the opportunity to enjoy a buffet lunch, listen to Limbaugh's radio show and network with other business people at the Holiday Inn, 1801 S. Telegraph, Bloomfield Hills. Limbaugh enthusiasts are welcome, to dine in any time noon to 3 p.m. Cost of the luncheon is \$20. Proceeds will support pro-business candidates in upcoming elections. Advance reservations may be made by phoning 450-8600.

FRIDAY, DEC. 3

LAWYERS MEET
Michigan Defense Trial Counsel focuses on "Evaluation and Proof of Damages Using Experts" at its winter meeting 9 a.m. to 5 p.m. at the Hotel Grandville in Novi. Dennis Archer, Detroit's mayor-elect, will speak at lunch. Registration is \$85 for members, \$95 after Nov. 19 and \$95 for non-members (\$105 after Nov. 19). Luncheon-only tickets are \$35. For information, call Madeyne Lavy at 517-482-7538.

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