

Family day to christen 'The Crossing of Oakland'

An old-fashioned family afternoon, complete with horse-drawn sleigh rides, will mark the opening of "The Crossing of Oakland," the newest community of single-family residences created and developed by Robertson Brothers Group of Bloomfield Hills.

The event will take place 1-6 p.m. Sunday, Jan. 30, off Adams Road, north of Silver Bell, in Oakland Township. The Crossings will include 283 homes spread over 195 acres of gentle rolling land.

Robertson Brothers Group worked with the township to help develop a new ordinance that al-

lowed moving the density of construction around the project in return for saving wetlands and much open space. More than 40 percent of the acreage will be left as woods, parks, marshes or grass.

The Crossings will feature a family-style neighborhood, complete with sidewalks, a tennis court, a swimming pool, a tot lot, a baseball diamond, even a community garden.

Interior designers Mark Davis and Steven Teich, of Teich & Davis, in Royal Oak have created a model that incorporates a coordinated interior with the needs of

today's growing families.

There are 11 floor plans to choose from, each with various elevations. Homes are priced from \$207,000 to \$296,000. The devel-

opment is within the boundaries of Rochester Community Schools. "The Crossings" Sales Center is open daily from noon to 6 p.m. Call 810-940-8920.

Architect to discuss strategies in lecture

John Ruble brings his award-winning West Coast architectural philosophy — close collaboration with clients coupled with a desire to find new approaches to traditional forms — at 7:30 p.m. Thursday, Feb. 3, at Lawrence Technological University, Southfield.

Ruble launched his Santa Monica design firm in 1977, along with principals Charles Moore, and Buzz Yudell. Moore Ruble Yudell was named firm of the year in 1992 by the California Council of the American Institute of Architects.

While his resume includes a variety of assignments — ranging from churches to academic buildings to commercial designs, single-family houses remain Ruble's favorite projects. Ruble holds a master's degree in architecture from the University of California-Los Angeles.

Ruble's presentation, part of the 20th season of ArchitectURE, is open to the public without charge. It will be held in Lawrence Tech's College of Archi-

tecture and Design auditorium. Lawrence Tech is on W. 10 Mile at Northwestern Highway (the Lodge Freeway).

For more information, call Gary Kesckes, director of continuing education and professional development: 810-356-0200, ext. 4050.

DATEBOOK

DATEBOOK features upcoming events around the suburban business community. To list an event, write: Datebook, Building & Business, Observer & Eclectic Newsletters, 32251 Schoolcraft, Livonia, 48150. Our fax number is 313-591-7279.

THURSDAY, JAN. 27

TQM SEMINARS

The Greater Detroit Chamber of Commerce offers a five-part series on Total Quality Management that combines customer satisfaction, operations management, trust, continuous improvement and teamwork. Sessions will be held at several locations around the metro area. The initial meeting, Quality Strategic Planning, goes 6-9 p.m. this date at Birmingham Community House. Subsequent dates are Feb. 17, March 23, April 21 and May 19. Cost of the complete program is \$50. For information and reservations, contact Gem Stanic at 596-0345.

STRIVE MEETING

Strive, a local chapter of the National Association of Female Executives, a networking and support group, hosts a talk by Irma Elder, owner of Troy Ford and Jaguar-Saab in Troy, 6 p.m. at the Troy Public Library, Big Beaver Road at 1755. First-time guests free, visitors \$5. No reservations required. For information, call 253-6800.

FRIDAY, JAN. 28

RELATIONSHIP SELLING

John E. Mitchell, a training consultant, offers a seminar "Relationship Selling" 9 a.m. to 4 p.m. at the Somerset Inn in Troy. Topics include understanding behavior, strategic linkages, managing your time, and tools of the trade. Cost is \$199 in advance, \$249 at the door. To register, call 652-7606.

SATURDAY, JAN. 29

BUSINESS STARTS

SCORE, Service Corps of Retired Executives, and the Berkeley Community Schools Advisory Council of Work Committees, present a free seminar for those interested in starting their own business 9 a.m. to noon at the Township of Oak Park, Oak Park. For information, contact Gwen Ahearn at 414-2262.

TUESDAY, FEB. 1

RETIREMENT STRATEGIES

Livonia Public Schools Community Education presents a four-part seminar "Financial Strategies for Successful Retirement" 7-9:30 p.m. on successive Tuesdays at Riley Middle School, 15555 Henry Road, Livonia. The \$49 fee covers two participants. A \$25 materials fee is payable to the instructor at the start of the course. Instructors are financial planners from the Focus Financial Group. No products or services will be offered or promoted. The course also runs successive Thursdays beginning Feb. 3. To register or obtain information, call 523-9281.

ACCOUNTING CONFERENCE

The Michigan Association of Certified Public Accountants presents a "Winter Accounting and Auditing Conference" 7:30 a.m. to 4:50 p.m. at the Plaza Hotel in Southfield. Richard E. Czarnowski, keynote speaker, will address current issues in the profession. Participants may choose from among 13 breakout sessions. Cost is \$115. For information, contact the MACPA conference department at 810-855-2268.

EXECUTIVE COMPENSATION

The National Investor Relations Institute

WEDNESDAY, FEB. 2

BUSINESS CRIME

The Greater Detroit Chamber of Commerce presents a seminar "Detecting Business Crime" 7:30 a.m. to 12:45 p.m. at the Northfield Hotel, 5500 Crooks, Troy. Topics include how to identify employee theft, robbery prevention techniques and fraud awareness. Speakers: Reed Hayes, a security consultant, and Jerome Cox, supervisory special agent with the FBI. Cost is \$50 for chamber members in advance, \$65 at the door. For information, phone Sebastian Wade at 596-0399.

FINANCIAL PLANNING

Rick Bloom, lawyer, CPA and radio personality, presents a free financial planning seminar 7-8:30 p.m. at the Redford Public Library, one block west of Beech, two blocks south of Five Mile. To register, phone 538-4257.

START-UP WORKSHOP

The Business Enterprise Development Center offers a free workshop "How to Start a Small Business" 9-11:30 a.m. at Long Lake Crossings, 1301 W. Long Lake Rd., Suite 150. Participants test their entrepreneurial skills and learn how to implement business ideas. A \$10 fee will be collected for Entrepreneur's Decree to Success workshop. For information, call 952-5800 during business hours weekdays.

THURSDAY, FEB. 3

BREAKFAST SERIES

The Dearborn Ritz-Carlton Hotel and Ford Motor Co. present the third in its weekly International Cultural Festival breakfast series 7:30-9 a.m. at the hotel with a focus on India. Cost is \$15 and includes valet parking. Upcoming speakers will highlight Brazil (Feb. 10), Israel (Feb. 17), France (Feb. 24) and Italy (March 3). For reservations, call 441-2100 or 441-2000.

DATABASE MARKETING

The Direct Marketing Association of Detroit hosts Jim Carey who discusses "Modeling Techniques for the Real World" during a luncheon at the Plaza Hotel in Southfield. Networking starts at 11:30 a.m. Cost is \$18 for members, \$19 for non-members in advance, \$10 and \$22, respectively, at the door. Advanced reservations require at 258-8503 by Feb. 1.

FRIDAY, FEB. 4

HOME SEMINAR

Miles Homes presents a free seminar "How to Build Your Dream Home Now with No Money Down" 7:30 p.m. at the Quality Inn, 1275 at Six Mile, Livonia. Reservations required at 348-3351 or 1-800-459-9400.

MONDAY, FEB. 7

PRODUCTIVE MANAGEMENT

The American Society of Employers presents a seminar "Time and Priority Management" 9 a.m. to 1 p.m. at its offices, 23815 Northwestern Highway, Southfield. Speaker: Joe Tabers, Productive Training Services. Cost is \$95 for members, \$125 for non-members. Advance registration required at 353-4500.

TUESDAY, FEB. 8

COMPUTER NETWORKS

Racial-Datcom offers a free half-day semi-

nar "Building SNA Internetworks" for corporate information systems executives and data communications personnel 9 a.m. to noon at the Sheraton Oaks Hotel in Novi. For reservations, phone 1-800-323-8732.

TAX SEMINAR

Financial Stewardship of Troy presents a free personal tax strategies workshop 7-8:30 p.m. at its office, 5435 Corporate Drive, Suite 100, Troy. For reservations, call 841-2681.

CAREER SEMINAR

Schoolcraft College Business Development Center hosts a seminar "Should I Go into Real Estate?" 7-10 p.m. in room 415 of the Liberal Arts Building on the Livonia campus. Commission schedules, contracts, business expenses, licensing and training will be discussed. Fee is \$25. To register, call 462-4448.

WEDNESDAY, FEB. 9

PROPERTY ETHICS

The Institute of Real Estate Management presents a seminar "Ethics in Real Estate Management" 9 a.m. to 4 p.m. at the Clarion Hotel, 21525 12 Mile, Farmington Hills. The \$150 cost includes lunch. This course is a requirement to obtain the CPM, certified property manager, designation. For reservations or information, contact Glenn M. Polot at 851-0800.

AUTO STOCKS

Dean Witter looks at the auto industry with a free seminar 7 p.m. at the Troy Marriott, 200 W. Big Beaver. Speaker: Ronald A. Gantz, senior vice president. For reservations, contact Jeff Connell or John Jordan at 1-800-745-4550. The seminar will be repeated 2:30 p.m. Thursday, Feb. 10, at the Dearborn Ritz-Carlton and 7 p.m. that date at the Southfield Radisson.

THURSDAY, FEB. 10

INTERNATIONAL TRADE

Women in International Trade Detroit Chapter hosts Marianne Wannow, counsel general Federal Republic of Germany Detroit Office, 11:30-1:30 p.m. at the Dearborn Hyatt Regency Hotel, Wannow, whose prior assignment was Daring (Gdansk), will discuss her perspective of trade with Poland. Cost, including lunch, is \$20 for members, \$25 for guests. For reservations, contact Charlene Kutz at 313-942-7000.

HANDBOOK FORMATION

The American Society of Employers presents a seminar "How to Develop an Employee Handbook" 9 a.m. to 1 p.m. at its offices, 23815 Northwestern Highway, Southfield. Speaker: Ingrid Drye of Horigman, Miller, Schwartz and Cohn. Cost is \$95 for members, \$125 for non-members. Registration requested at 353-4500.

TAX HELP

An IRS representative will be on hand to help fill out income tax forms on a free first-come, first-served basis 6:30-8:30 p.m. at the Livonia Civic Center Library, 32777 Five Mile. Help sessions will continue at the library during the same time on successive Thursdays through April 7.

EMPLOYEE RELATIONS

The National Association of Career Women Metro Detroit Chapter hosts Richard "Buz" Brescoli during a networking meeting 5:30-8 p.m. at the Dearborn Hotel, 28111 Telegraph, Southfield. Brescoli's topic: "The Art of Promoting, Training, Managing and Hiring Smaller." Refreshments and cash bar available. Cost is \$10. For reservations, call 268-7770.

LUNCHEON LUNCH

The Oakland County Chamber Political Action Committee offers a buffet lunch in which Ron Limbaugh's speech will be played in room to 3 p.m. at the Holiday Inn, 1801 S. Telegraph, Bloomfield Hills. Cost is \$20 and proceeds will support pro-business candidates in upcoming elections. Reservations requested at 456-8600.

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Discounts offered to AAA clients

Bingham Farms-based Allnet Communication Services is offering AAA Michigan members greater savings with an exclusive membership benefits package.

The package includes residential long-distance telephone discounts up to 50 percent off competitors' rates, a "thank you" bonus up to \$25 each year for joining and a monthly 5-percent rebate off all long-distance calls, paid directly to AAA members annually.

"A bonus of up to \$25 will be applied directly to the member's phone bill," said James Zwick, AAA marketing director.

"Members who sign up with Allnet will actually receive a check equal to 5 percent of their to-

tal annual domestic long distance and cellular bill. Members can use the money to pay their annual AAA membership dues, or simply cash the check," said Steve Canton, Allnet vice president.

Other member highlights of the AAA/Allnet "Show Your Card" long-distance program include:

- Free residential 800 number, benefit for children living away from home.
- Free AAA Calling Card, with free voice mail, speed dialing, call delivery and more.

- Additional 10 percent discount for usage above \$150 in any month.

- No charge to switch (Allnet pays the long-distance switching charge).

- One invoice for all services (home long distance, 800 number, calling card and cellular service).
- Convenient 24-hour customer service.

AAA Michigan members can call their AAA/Allnet "Show Your Card" representative at 1-800-309-4AAA to learn more about the program.

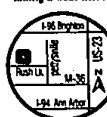
Allnet is a wholly owned subsidiary of ALC Communications Corp., a public company.

AAA Michigan is the nation's third-largest auto club affiliated with the American Automobile Association. The Auto Club is a nonprofit corporation that provides safety, travel, recreational, insurance and financial services to its 1.5 million members statewide.

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