

DATEBOOK

Datebook features upcoming events around the suburban business community. To list an event, write: Datebook, Building & Business, Observer & Eclectic Newspapers, 35251 Schoolcraft, Livonia, 48150. Or fax number is (313) 591-7270.

INVESTMENT OVERVIEW
Dean Witter Reynolds hosts a free financial planning and investment overview seminar 7-9:30 p.m. at the Fairlane Club, Dearborn. For reservations, call Rene Stephan at 963-5623.

GLOBAL MARKETS
The law firm of Miller, Canfield, Paddock and Stone and the U.S. Department of Commerce co-sponsors a seminar "Positioning Your Company in the Global Market" 8-11:30 a.m. at the Southfield Radisson. The seminar is designed to provide CEOs, business owners and marketing directors with practical information about building or expanding business. Cost is \$35, \$25 for additional registrants from the same company. To register, call Virginia Herick at 496-7548.

APPRAISERS MEET
The Detroit Chapter of the American Society of Appraisers hosts a panel discussion "Fannie Mae & Freddie Mac Guidelines" 7 p.m. at Botsford Inn, 28000 Grand River, Farmington Hills. Panelists: Richard Green, Washenaw Mortgage Co., and Paul Zaccagnini, Republic Bancorp Mortgage. Cost is \$15. For reservations, call Mike Kuschal at 528-3366.

ESTATE PLANNING
Financial Stewardship hosts a free seminar "Probate and Estate Planning" 7-8:30 p.m. at its offices, 5435 Corporate Drive Suite 105, Troy. For reservations, call 641-2681.

HEALTH CARE
The Birmingham-Bloomfield Chamber of Commerce and Johnson Lewis Associates host State Rep. John Jaraman who will give an overview on the changing health care field at 11:30 a.m. in the Community House, 380 S. Bates, Birmingham. Cost, which includes lunch, is \$18 for chamber members, \$22 for non-members. To register, call 644-1700.

BUSINESS CONFLICTS
The Family Business Council, a non-profit association created solely for family-owned businesses, presents a program "Resolving Intergenerational Conflict and Managing Global Risks" 9 a.m. to 3:30 p.m. at the Radisson Hotel in Southfield. The meeting is free to Family Business Council members. For information, call Rick Segal at 353-5600.

WEDNESDAY, APRIL 20

BANK LOANS
The Farmington/Farmington Hills Chamber of Commerce presents a seminar "Indoctrination for Small Business on How to Obtain a Loan from a Bank" 8-10 a.m. at the chamber office, 33000 Thomas Street. Cost is \$10 for members, \$15 for non-members. Reservations requested at 474-3440 by April 19.

PAINT SEMINAR
Mercury Paints hosts a free faux finish seminar 7-9 p.m. at the Plymouth-Canton Raceway, Canton. For reservations, call 474-3440 by April 19.

Knollenberg to address Oakland award winners

U.S. Rep. Joe Knollenberg and County Executive L. Brooks Patterson will honor companies who have created or assisted in creating jobs in the county at an upcoming awards ceremony hosted by the Oakland County Local Development Company.

The 1994 Employer and Lender Awards Reception will be 5-8 p.m. Monday, April 18, in the ballroom of the Birmingham Community House.

Seven Oakland County companies that have used the Small Business Administration (SBA) 604 Loan program to expand their businesses and create new jobs, will be recognized.

"The SBA 604 Loan program is one of the most powerful vehicles Oakland County has to create jobs and increase the economic viability of the county," said Ken Rogers, director of the Department of

Community and Economic Development.

The SBA 604 Loan program provides small- and medium-sized businesses with long-term financing for the acquisition or by private lenders, 40 percent by the SBA and 10 percent by the small business.

Patricia Solkin, chairperson of the LDC and vice president at First of America, Birmingham, will present the seven SBA 604 loan creation awards, one lender award, two bank awards and the SBA Partner award.

Companies interested in applying for an SBA 604 Loan can contact the LDC office through the Oakland County Development & Planning Division at (810) 858-0724.

As one of the nation's leading industrial centers, Oakland County has 2,600 manufacturers including 420 international companies within its 910-square-mile area.

Ising Clinic 1-2:30 p.m. at its Livonia store, 28192 Schoolcraft Road. Advance registration requested at 421-6830.

RETIREMENT STRATEGIES
Rochester Community Education presents a four-part seminar "Financial Strategies for Successful Retirement" 7:30 p.m. on consecutive Wednesdays at Rochester High School, 180 S. Livonia. Instructors are professional planners from Focus Financial Group. No products or services will be promoted or offered during the seminar. Cost is \$49 for two people plus a \$25 materials fee payable to the instructor at the start of the course. Rochester senior citizens receive a 25 percent discount. To register or obtain information, call the continuing education office at 651-8210.

FINANCIAL MANAGEMENT
Triple Check Business Services, a national business consulting company, hosts a seminar "Financial Management, the Key to Business Success" 7-9:30 p.m. at Comfort Inn, Orchard Lake and I-696, Farmington Hills. Speaker: Daniel J. Zigo, CPA and business consultant. Cost is \$50 in advance, \$75 at the door. For information, call 960-0001.

COMPETITIVE ANALYSIS
The Michigan Practice of Deloitte & Touche sponsors a seminar "Competitive Analysis" 9 a.m. to noon at the Livonia Marriott, 1275 and Six Mile. The seminar will teach participants basic and creative ways to obtain competitive information and practical ways to use it. Cost is \$45, which includes a light breakfast buffet. To register, call Stephanie Christel at 769-6200.

THURSDAY, APRIL 21

INVESTING FUNDAMENTALS
The Financial Analysts Society of Detroit sponsors a two-day seminar "The Fundamentals of Investing" this date and April 22 at the University of Michigan Dearborn. Presenter: Lillian J. Conrad, CFA, former president of the Security Analysts Society of San Francisco. Cost is \$200. For information, contact Richard Platte at 644-8500.

BALDRIDGE STANDARDS
The Greater Detroit Chamber of Com-

merce presents a seminar "Using the Malcolm Baldrige National Quality Award Criteria to Improve Your Operation" 7:30-11:30 a.m. at the Dearborn Inn. Cost is \$50. To register, call Gert Stanic at 590-0345.

REAL ESTATE DEAL
The Remodelers Council of the Builders Association of Southeastern Michigan hosts a seminar "How to Get the Deal" 6-9 p.m. at the Northfield Hilton, 5500 Crooks, Troy. Leader: Chuck Breidenstein, educational director, Michigan Association of Home Builders. Cost, which includes dinner, is \$20 for BASM members, \$35 for non-members. To register, call 737-4477.

CAREER PLANNING
The American Society of Employers of Color sponsors a seminar "Proactive Career Planning" 8 a.m. to 4:30 p.m. at its offices, 23515 Northwestern Highway, Southfield. Cost is \$195 for members, \$225 for non-members. Advance registration requested at 353-4500.

HOME BUYING
Mutual Financial Services, ERA Quality Realty and HouseMaster of America sponsor a free seminar on buying a house 7-9 p.m. at the Redford Library, 15150 Redford. Topics include agency, writing an offer and inspection. To register, call 474-8470 or 937-0450.

PROPERTY MANAGEMENT
The Institute of Real Estate Management Michigan Chapter hosts Timothy J. Gmske, director of property management, and Michael Buescher, marketing director, from Laurel Park Place at a breakfast meeting 8 a.m. at the Marriott Hotel, 17100 N. Laurel Park Drive, Livonia. Cost for members is \$15 in advance, \$15 at the door, guests \$20 in advance, \$25 at the door. Reservations due by April 18 at 747-2235.

THURSDAY, APRIL 22

LEGAL SEMINARS
The Oakland County Legal Secretaries Association hosts two seminars "Violence Against Women" 8:30-11:45 a.m. and a live jury trial on the Michigan Stalker Law 1:30-4:30 p.m. at the Marriott Hotel in Troy. Cost is \$25 apiece. For reservations, contact Laurie Schoel at 651-4114.

THURSDAY, APRIL 14

BOARDROOM HOO
The Women's Economic Club presents a seminar "Unlocking the Door to the Boardroom: How to Get on a Non-Profit Board" 6 p.m. at Michigan National Corp. headquarters, 27777 Inkster Road, Farmington Hills. Members are free, guests \$10. For information, call 963-5068.

BROCHURE DEVELOPMENT
Women in International Trade Detroit Chapter hosts Diane Wika, president of Northwest Graphics, who will discuss "Developing a Corporate Brochure" 6:30 p.m. at Stewarts Restaurant, 4205 Woodward, Detroit. Cost, which includes dinner, is \$20 for members, \$25 for guests. For reservations, call JoAnne Dobby at 540-8476.

FRIDAY, APRIL 15

ADCRRAFT LUNCH
Mayor Dennis Archer and Soupy Sales will speak at "Aircraft Lunch: Detroit Producers Association Day" 11:30 a.m. to 1:30 p.m. at the Plaza Hotel in Southfield. Cost is \$13, payable at the door. For reservations, call JoAnne Goldberg at 737-4240.

MONDAY, APRIL 18

SEED MONEY
Schoolcraft College Continuing Education Services presents a program "Finding Money for Your Business" 6:30-10 p.m. on campus in Livonia. Participants will learn how to package their financial needs to present to an investor or banker. Cost is \$24. To register, call 462-4448.

MONEY MANAGEMENT
Cindy Burger, investment executive with Independence One Investment Group, presents a free program "Money Management in the '90s" 7-8 p.m. at the Livonia Civic Center Library, 32777 Five Mile. Reservations requested at 525-3939.

TUESDAY, APRIL 19

BUSINESS STARTS
Kan-Go-Roo Publishing presents its second in a series of four seminars "Starting a Business: How to Plan and Organize It" 8-10 a.m. at the Holiday Inn-Southfield. Cost is \$35. For information, call Sheila Morrow at 535-2555.

GRAND OPENING!

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