505 Help Wanted Food-Beverage

ARE YOU READY TO STEP UP TO FINE DINING?
D. Dennisons is now hiring full time/part time positions:
• Waitstaff days/nights
• Bus Staff
• Bar staff
• Host staff
• General Manager
Apply in person only
Mon.-Fri. 2-5pm
D. DENNISONS
Farmington Hills
corner of Orchard Lake & 13 Mile
Livonia, Laurel Park Mall

BATES HAMBURGERS
ALL SHIFTS
Full & part time. Apply in person from 9 a.m. thru 6 p.m. 23406 8 Mile, Livonia and 23291 Middlebelt, Farmington Hills.

BEST American Restaurant in Metro Times. Winner in North American Pub Cook-off, OXFORD INN, is opening in NOVI.

WE BRAG ABOUT HAVING THE BEST SERVICE IN ALL OUR PLAN ON DOING THE SAME IN NOVI

Building experienced Bar, Wait & Bus Staff. Must be fast, neat & have a great personality. Also hiring Chefs & Dishwashers. Call for appointment Mon. thru Fri. between 9am-5pm.
810-543-6429

BUS PERSON, PANTRY, WAIT STAFF, RECEPTIONIST, HOUSE PERSON
Exclusive Oakland County country club has the above positions available for immediate and part time. Apply in person Tues.-Fri., 2-5PM. 300 W. Lone Pine Rd., Bloomfield Hills. Business dress required.

CHEF • best Italian Restaurant in Michigan needs experienced saute cook & pastry cook. Above market pay & benefits. Apply Ernesto's, 41661 Plymouth Rd. Plymouth
453-2002

CHEF
Excellent opportunity. Culinary graduates preferred. Lagniappe Co. 313-741-4400

CHEF POSITIONS
Immediate Openings
2 positions open for experienced chef at established cafe & catering business in Northville. Apply in person or contact John Kuhn at: 349-1560

CHEF • WHITNEY BAKESHOP has openings for experienced pastry helping to full time. Some experience required. Qualified applicants call for interview with Executive Pastry Chef Tim Kastel at 832-6700

★ COME BE A STAR AT OLGA'S KITCHEN
Westland Mall
Now hiring Cooks, Wait Staff, Dishwashers. Competitive Salary. Apply Mon-Thurs. 2-4pm.
An Equal Opportunity Employer

★ COOK
SWEET LORRAINE'S
Looking for an experienced person for our Southfield store. Good benefits and tuition reimbursement available. Apply in person 2-5pm, Greenfield Plaz, N. of 13 Mile.

HIRING COOKS
Be a key player on a winning team, if you're a person with enthusiasm & initiative, apply in person at the Farmington Hills Grand Round and ask to speak to Steve. Earn $8/hour. Day & night shifts available.
(Located on Orchard Lake Road, ½ mile N. of 13 Mile Road)

COOK • Full time. Experienced in saute & grill to head evening shift. Good pay. Peter's & Lyndon, Ask for Bill 426-1311

COOK/PANTRY
Full or part time, benefits. Send resume or apply in person at: Inn Season Cafe, 300 E. 4th St., Royal Oak MI 48067

COOKS • Experienced. High volume restaurant, Farmington. Full & part time, days. Good wages & benefits. Call Mark, 9-5pm: 477-0099

505 Help Wanted Food-Beverage

$6 & UP TO START
COOKS
Chili's is now accepting applications for a cook position, full & part time. Apply Mon.-Fri. 2pm-5pm. 6767 Westland, at Ford Rd., E.O.E.

COOK - Joe's Good Times Bar & Grill full or part time Dash jobs, open. Apply in person 27063 Orchard Hill, just west of Lahser. Please schedule.

COOK/KITCHEN MANAGER
Group Vacation and Bridal Hours
Apply within, Cranbrook Restaurant
160 E. Maple St Northville

COOKS
Afternoons & Midnights. Apply in person only: Panera Bread, 6600 Middlebelt, (S. of Joy Rd), Westland.

COOKS
Full or part-time. All shifts. Excellent pay and working conditions. Apply: Rene's Hunt, 2236 Orchard Lake, E. of Middlebelt, West Bloomfield.

COOKS
Full or part time. $6.50-$7.25 to start. Apply in person:
The Inn Star & Grill
777 W. Ann Arbor Tr., Plymouth.

COOKS • Full time, experienced. Experience necessary. Apply in person at Lakes Club Pub, 24 Lake at Stoney Creek Park. 751-0100

COOKS NEEDED
Apply in person, Cheiron's Lounge, 7600 N. Wayne Rd., Westland.

COOKS
SERVERS
DISHWASHERS
We now have immediate openings on our day, evening & night shifts. We offer competitive hourly rate, excellent benefits, paid vacations & profit sharing. You must be 18 or older. Experience preferred but not required. Apply at: 7726 Wayne Rd., Westland.
An Equal Opportunity Employer

COOKS • WAIT STAFF: Experienced. All shifts. Full or part time. BUS HELP, days. Good starting wage. Apply in person: Silverman's, 6528 Mill, Plymouth.

COOKS • Wanted experienced days & or evenings, good pay. Apply at Pointe's Restaurant, 3777 Rochester Road, Troy, MI 48084

COOK & WAITSTAFF
Wanted, experienced, full time.
Call 526-0604

COOK, $11 hour, Thurs.-Sun. 30-40 hours per week. Large banquet and brunch. Must know sauces/garnishes. Apply in person. 416-8 100

DAGWOOD'S DELI
Now hiring Full Help
18 years or older $5 per hour. Must be available Mon. thru Sun. Mon-Fri., weekends off. Contact Patti
32179 Grand River Farmington
810-474-3600

DENTAL ASSISTANT
Busy general practice in Waterford needs full time experienced mature person. X-ray required. Benefit package. Call Diane 681-3600

DINTRY STAFF needed to work with senior citizens. Mature, responsible persons need only apply. 34400 Middlebelt, Farmington Hills.

7 FOOD SERVICE WORKERS
Immediate openings for full & part-time for SPECIAL BANQUET EVENTS. Experienced only, own transportation and uniform.
West Bluff, Cooks, Bartenders, Dishwashers, $6-$10 per hour.
Call 476-34 10, 9-5 Mon.
FIRST IMPRESSIONS TEMPS

FOOD SERVICE - Expanding specialty dessert firm: Bakers/Dough Chef, Cashiers, Plant Dishpr/Prep, Produce Prep/Stockers. Apply in person: Rosebud Mart/Hybrid, 43158 Joy Rd., Canton.

★ THE GOLDEN MUSHROOM
is currently hiring for the following positions:
• Server
• Evening Bartender (M/F)
• Bus Persons
• Dishwashers
Fine dining experience is a must. Apply in person:
16 100 W. 10 Mile, Southfield.

505 Help Wanted Food-Beverage

DINING ROOM - Wait staff, full & part time. Also hiring full & part time hostess and Bartender. Must be available for evening schedule. Apply in person. D. Dennisons, 5717 W. 8 Mile Rd., Livonia.

DISHWASHERS & WAITSTAFF
Apply in person:
36600 Ann Arbor Rd., Plymouth

DISHWASHER WANTED NIGHTS
Apply: Diamond Jim Brady's, Hunt Club Center, or call for appointment: 347-5460

DISTINGUISHED PRIVATE club in Bloomfield Hills has immediate full time & part time openings for the following: Servers, Food Runners, Bartenders, Busperson. For an interview appointment, call between 3pm & 5pm, Wed., thru Fri. Ask for Michael. 646-3020. No calls other than hours specified. No walk-ins.

FOOD PRODUCTION PLANT
Call between 9 & Noon:
525-2580

FULL-TIME WAITSTAFF & Cook Line. Family Dining Restaurant. Apply at: 21300 Hoover Rd., Northville, MI 48167.

GREAT JOB in small gourmet store. 30-34 hours/week, sales & some food preparation. Good pay, good vibes, good kids jobs. Call 347-4440

HOTEL BANQUET DEPARTMENT
All positions available. Full & part time, flexible hours. Apply: Sterling Inn, 34911 Van Dyke at 15 Mile.

JOIN THE McDONALD'S FAMILY
Now accepting applications for management trainees. Salary $4.10-$6.45 per hour based on shift, time worked, prior experience, paid vacations & profit sharing. You must be 18 or older. Experience preferred but not required. Apply at: 7726 Wayne Rd., Westland.
An Equal Opportunity Employer

JONATHON'S PUB, Now in 13 Oaks Mall, now hiring cooks & dishwashers, all shifts, experienced or will train. Apply in person or call 348-3660

★ KITCHEN HELP
WAITSTAFF & BARTENDERS
Bloomfield Hills, all positions.
334-6779

KITCHEN HELP • Full & part time. Line Cooks, Prep Cooks, General Utility and Kitchen Supervisor. Apply in person: D. Dunleavy, 3174 S 9 Mile Rd., Livonia.

KITCHEN HELP WANTED
At a private club on a permanent part time basis. Ideal candidate will have cooking experience. Perkiness welcome. Mark 981-2300

KITCHEN STAFF
Experience needed. All positions. Call for interview weekdays between 2 & 4pm, New Center Area Restaurant 873-1739

LINE COOK. Must have 5 yrs. experience in fine dining studio. Responsible applicant only. Apply at: Chicago Road House, for a full time position. 31400 Michigan Ave, Dearborn

LITTLE ITALY RESTAURANT
NORTHVILLE
Now accepting applications for experienced Kitchen Help, Food Prep & Dish. Wait Staff & Bussers.
348-0678

★ DINING ROOM MANAGER
Send resume to:
Brady's, 36123 W. Ten Mile
Farmington Hills, MI. 48336

MANAGEMENT OPPORTUNITIES
McDonald's Restaurants hiring career minded management managers looking for growth. Excellent benefits package and competitive salary. Send resume c/o Kevin Frawley, McDonald's, 34600 Ford Rd., Garden City, MI 48135 or 2773 Washtenaw Ave., Ann Arbor, MI. 48105.
An Equal Opportunity Employer

MANAGER
For 2 restaurants in Renaissance Center. Call 396-8730

MAX & ERMA'S
Rochester Hills Clothing Place
IS NOW HIRING.
• Experienced Kitchen Help
Full and part time available.
Flexible hours. Apply in person Mon.-Fri., 3-4pm. 70 N. ADAMS (NE corner of Walton & Adams)

505 Help Wanted Food-Beverage

McDonald's now hiring all shifts. 34600 Ford Rd., Garden City. 31300 Joy Rd. Westland.

MC DONALD'S
Now Hiring Managers
• Hrly & Sal. Mgmt.
• Wages & Garden City
Experienced or will train.
1-800-542-8283

MOUNTAIN JACKS LIVONIA
is now accepting applications for:
ALL POSITIONS
Apply in person Mon.-Fri. 2-5pm
31501 SCHOOLCRAFT
(at Merriman Rd.)

NOW HIRING
Experienced Kitchen Cooks, Prep Cooks, Dishwashers, Bartenders & Wait Staff. Apply in person:
Tanglewood Golf Course, S. Lyon.

NOW HIRING - for new McDONALDS opening at 39181 Northwestern Hwy in the Franklin Village Plaza. Starting wage of $4.80 per hour. Apply in person: Sat., June 18, 10am to noon, 2pm to 4pm, Always an equal opportunity/affirmative action employer.

NOW HIRING - Hostess, top of scale AM-PM wait staff, must have dependable transportation, be punctual, work weekends & holidays. Apply: Ann Arbor, Apply in person at 39555 Telegraph, No phone calls

PIZZERIA UNO now hiring full/part time cooks, Days, weekends, hand-dough evenings. Good starting pay & benefits. Apply days between 9-3 at 6746 Orchard Lake Rd, W. Bloomfield.

PREP, COOK & COUNTER Person for Coney Island, good pay, lots of hours, great experiences. Call Ron or Sterling Farmington Hills 258-5483

PREP COOK,
Full time, days.
Apply at: Woody Body's, 43233 W 7 Mile Rd, Northville. 349-5140

RED ROBIN RESTAURANT
WEST BLOOMFIELD
Join one of the fastest and most exciting restaurants in the area. We offer competitive wages with excellent benefits. NOW HIRING for the following positions:
• Cooks
• Prep Cooks
• Dishwashers
• Expo/Runners
• Servers
• Host Staff
• Bar Staff
Apply in person at location on Maple Rd. Just E. of Orchard Lake or call:
932-1447

RESTAURANT MANAGERS
• General Managers/Stock Hours
$30-$40K
• Family style restaurants $33-$30K
• Fast food managers $13-$23K
• Up-scale cafe house managers
• Chuck E Cheese $18-$28K
Call John or Mike Rooney
Talent Personnel
180 Pierce St. Suite 203
Birmingham, MI 48009
810-258-5433 fax 258-5671

RESTAURANT SUPERVISOR
AM shift. Apply: Best Western Greenfield Inn, 884 E. Oakwood Blvd.

ROCKY'S OF NORTHVILLE

• DAY SERVICE
• NIGHT PANTRY
Apply in person 2-5pm:
41122 W. 7 Mile, Northville
C.P.A. Mum & Redmond Restaurant

SANDWICH MAKERS and all around kitchen help. Full time or part time. Call Mr. Sheeds 467-8345

SHIELDS OF NOVI - now hiring all positions. Accepting applications Mon. thru Fri., 2 to 4pm, 43100 Grand River Ave.

TREMORS!
The Metro Area's most exciting dance club is now hiring fun, exciting individuals for:
HOSTS/HOSTESSES - Part-time. Apply in person, 17123 Laurel Park Dr., Livonia, contact Ken or Rick 462-2190

505 Help Wanted Food-Beverage

SALES POSITION
Seeking experienced sales professional to market engineering development manager's services. Salary, Bonus, Benefits. Contact Sales Representative Corp., 30400 Bainbridge, Suite 1, Solon, Ohio 44139, 1-800-321-5283, Ask Gary Nowinski, VP/GM

STAGE & CO.
Detroit's premier deli/restaurant now hiring outgoing, energetic candidates for:
• Carryout Counter Staff
• Wait Staff
• Sandwich/Salad Chef
• Short Order Cook
Training available. Full or part-time. Excellent pay, benefits & benefits.
Apply in person Tues. - Sun., 5673 Orchard Lake Rd., West Bloomfield.

STATION 885
NOW HIRING:
Bussers, Host/Hostess, Saute Cooks, Dishwashers, Pantry, Day or night shifts, full or part time. Apply Mon. 2-5pm, 7 days a wk.: 885 Penniman, in Plymouth. Ask for Jerry in Old Village.
455-0880

NOW HIRING mature experienced Wait Staff. Must work beyond Bunco. Apply: Tuesday, Wednesday, Honey Tree, Farmington Hills.
Contact Jessica 553-4466

WAIT STAFF
★ Full time, part time. Experienced preferred. BRADY'S, Farmington Hills 476-7760

WAITERS/WAITRESSES
Full & part time. Apply in person: THE BAR GRILL
777 W. Ann Arbor Tr., Plymouth

WAITRESS/WAITER, & FLOOR MANAGEMENT • days & nights, $7/hr. Apply in person 27725 W. Warren, Dearborn Hts. 278-6118

WAITRESS/WAITER - days & other shifts. Excellent tips & working conditions, must be experienced. Apply: Golden Lantern, 32261 S. Mile, Livonia

WAIT STAFF
Apply in person.
Stratford Golf Course,
25343 W. Six Mile, Redford.

WAIT STAFF
Busy W. Bloomfield up-scale restaurant is adding wait staff. Apply at: E.G. Hicks, 6086 W. Maple Rd., W. Bloomfield. 661-0806

WAIT STAFF - experienced, night shift, full time. Apply: Ann's Place, 7414 Ann Arbor, Dexter.

WAIT STAFF
Experienced, Lost's Coney Island, 29437 Plymouth Rd., Livonia.
Ask for John or Tom. 462-0121

WAITSTAFF
Full or part-time, all shifts, all ages. No experience necessary. Great atmosphere, working conditions. Rene's Hunt, 2236 Orchard Lake, E. of Middlebelt, West Bloomfield.

WAITSTAFF & HOSTESS needed for busy Farmington restaurant, days & nights. Food & liquor experience required. Apply in person:
Bistro Jacks Restaurant, 4106 W Maple Rd, Bloomfield Hills.

WAIT STAFF NEEDED - Apply Mon. thru Fri., 2 to 4pm at Chelsea Restaurant, 28208 Plymouth Rd., Livonia.

WAIT STAFF - nights, full or part-time. No weekends. Experienced preferred but not required. Apply at Pheasant's Bakery, 29231 Telegraph, Southfield, 781-4414 Press. 353-9110

WAITSTAFF & other positions. Full/part time, Mornings or evenings. Apply at: Allen's, 30750 Plymouth Road, Livonia or call 427-4860.

505 Help Wanted Food-Beverage

WAIT STAFF
Attention, opportunity is knocking. Full & part time, day shift. Wait Staff and bussers now available at The Original Pancake House. Apply in person at 19368 W. 10 Mile, Southfield.

★ WAITSTAFF
Full or part time.
Lunch & dinner.
OCEAN GRILLE 646-7001

WAIT STAFF, lunch or dinner. Dinner waiter, Dishwasher. Full or part-time. Apply: Hippopotat Japanese Restaurant. 737-7230

WAITSTAFF • NEEDED
Apply between 3pm-5pm at Morels Restaurant, 30100 Telegraph, Bingham Farms.

WAITSTAFF - PART TIME
Private club, Bloomfield Hills.
644-3450

WAIT STAFF POSITIONS
for senior retirement residence. full & part time. 35481 Holland, Farmington Hills. 466-8666

★ WAITSTAFF
Prestigious country club needs experienced waitstaff. Call Mr. Bentley thru Sunday
662-3100

WAIT STAFF
Rome Hunt now hiring, excellent pay, full or part time. Apply in person, between 12 & 13 Mile on Orchard Lake Road. 855-8002

WAIT STAFF wanted for busy restaurant in Birmingham. Apply in person at Sarah, 31231 Northwestern Hwy., Southfield (Presidio Shopping Plaza) or call 348-2383

508 Help Wanted Sales

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Full Time Training
Century 21 Hartford South Inc.
Southfield
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Ask for Frank D'Angelo

A Career in Real Estate
Sales With Us is a "REAL JOB"
Our Programs and Support Systems are so effective, we guarantee you a minimum annual income of $35,000 with unlimited potential.
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Top Training, Top Commissions
Call for Sales licensing requirements.
PAT RYAN, 878-3400
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ADVERTISING SALES REPS
Medical publication looking for top closers. Earn 30-50K 1st year plus residuals. Call 1-800-752-8688

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We are serious about your success in the Private Career track.
Call Tom Richard @ 443-6400
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Schweitzer Real Estate

PART TIME SALES
Wanted for busy
GOODYEAR STORE
Ideal for college student.
Duties include:
• Write-Up
• Cash-Out
• Basic Customer Service
Apply in person at:
757 E. Main St., Plymouth
39461 Telegraph, Southfield

508 Help Wanted Sales

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In Real Estate Sales by joining a firm that is committed to the success of it's agents...

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You can realize unlimited income potential, our full training program, and complete management support by joining now in a personal, professional interview!

BETTE BALL
647-6400

ADVERTISING • outside sales, opportunity with a growing company. Western suburbs. 1-800-433-4909 6141 Sec 06 10

AGENT
NORTHVILLE/NOVI AREA
REALTOR
Opportunity for agent or associate broker with experience, integrity and professionalism.
Call Jerry Dancey 348-8000
J.A. DELANEY and COMPANY

ART GALLERY, PLYMOUTH
seeks full time person with exceptional potential. Persons for Wall Wings, 879 W. Ann Arbor Trail, Plymouth MI 48170

A STEP AHEAD
REAL ESTATE SALES & APPRAISING
Local office of nationally recognized real estate firm looking for 2 people to join Farmington/Novi Sales Associate office. Must be willing to work hard and be trained.
CONTACT STEVE LEISHMAN, Sr. Vice President, at, 661-1100 Ext. 912.
THE MICHIGAN GROUP REALTORS INC.

AUTO PART SALES
Custom truck & van parts.
Full time, Benefits.
258-8072

Auto Parts Warehouse
Immediate openings for inside & outside sales, Warren area. Benefits. Apply at: 31373 Industrial, Livonia

Available immediately part time sales position for Warren area. Experience preferred. Well & flat a must, plus other duties as assigned. Call for interview 9-4, Mon-Fri 296-6103.

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Coldwell Banker is rated the #1 growing real estate franchise in the U.S. A Company for the 90's
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CANVASSERS for fast growing window company for door-to-door appointments. Hrly + commission. Advancement. 800-860-1123

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★ $30K/year salary, 10% commission & bonuses for top closers. Call 1-800-752-8688

CAREER CHANGE??
Are there other transferable personal & professional growth? Have you every wondered, "what else can I do?" We are looking for a few semi-retired people who want every out of life than a job. Call today to set up an appointment. 810 474-5060

★ CAREER OPPORTUNITY
GREAT OFFICE LOCATION
PAID TRAINING
NON-SMOKING ATMOSPHERE
ASK FOR DOUG OR ROBIE
FOR CONFIDENTIAL INTERVIEW
CALL BETWEEN:
MON.-FRI., 10-NOON & 3-4PM
477-9950
CENTURY 21
NADA, INC.

508 Help Wanted Sales

BIRMINGHAM COMPANY
Relocation Rep
Trained or Experienced
Guarantee & Incentives
884 South Adams 642-1620

BUSINESS BROKERAGE
Active business brokerage office needs bookkeeping, administrative assistant, sales engine is very high commission. No experience necessary. Comprehensive training if you would like to know more about this exciting field • Call Joel Alexander
(810) 626-8600
Real Estate License Required.

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A GREAT PLACE TO WORK
AND A $30,000 MINIMUM
INCOME IS ATTAINABLE
WHAT WE CAN OFFER TO THE AMBITIOUS, CONSCIENTIOUS AND SELF MOTIVATED.
Call JOSEPH P. MELANI, CRB, CRS
REAL ESTATE ONE
455-7000
Juna Classes Only 579

COMMUNICATION SALES REP
Inside sales. Must have sales experience, be a quick learner & possess good verbal skills. Call AJR
356-6364

COUNTER SALES
For high end building supply company. Knowledge of finish hardware & structural steel helpful. Full time base. Apply at:
Bennie-Dixon Steel in Sugarly, Inc.
12544 Inkster Rd.
Redford, MI. 48239

CREATIVE SALES PERSON
for bridal photography studio specializing in high school senior's, family and wedding photography. Flexible sessions. No experience in photography but experience in sales required. Unlimited earnings potential.
Call for appointment 968-1660

CUSTOMER SERVICE/SALES
We need an aggressive & self-motivated individual with high outgoing personality to sell industrial photography to our industrial/auto/food customers. 02 yr. old established, full or part-time. Salary plus commission. Advertising, Wedding Photography, Telegraph & I-696 Call 810-948-8600

DIAMOND CASTLE JEWELERS
is accepting applications for full time sales people. Interested? Send to Apply: Call 810-442-0440

FLOOR COVERING SALES/PERSON
Looking for an experienced person about sales person with a minimum of 4-6 years experience in retail floor covering. Must have broad edge of measuring, reading blueprints & estimating. Contact already established. A sincere desire to succeed can bring unlimited earning power. Salary plus commission. Call for appointment after 2:30pm, Dennis Reamer, Premier Floors, Inc.
363-4060

$35,000 GUARANTEED!
Start a career in real estate now, without taking a risk on a first year income. To find out what our guaranteed income program is and to start a career with unlimited potential, call Sheila
REAL ESTATE ONE
356-7111

INDUSTRIAL SALES
Offering salary (negotiable) plus incentives to a sales person to sell on a service large industrial supply. Company car, expense & benefit package is furnished. Qualifications desired include high-energy & college education. Electronics components experience helpful, but not required. Send resume with references, career objectives, & letter to Brand Electronics, 2401 South Dort Highway, Flint, MI 48507

508 Help Wanted Sales

DESIGN & SALES PROFESSIONAL
Is kitchen remodeling company seeking for professional cabinet designer, minimum 5 years sales experience in kitchen remodeling sales & field work. Please send resume to: Mr. Bob Gaines, PO Box 6112, Bloomfield Hills, MI 48303

DIRECT SALES MANAGER
Lead organization sales force, establish, maintain, & grow sales territory. Opportunity to develop personal sales strategies. Salary commensurate. Call Gary 427-4 981.

DISABILITY INSURANCE SPECIALIST • large Detroit General agency looking for a solid personal production producer with strong sales skills. Call Larry L. Hack, CLU, 961 995-1919

EXECUTIVE SEARCH • $100,000 + Ist year potential. Firm seeking dynamic person to help expand affiliate in Southeast Michigan area. Only serious inquiries. Contact Ms. Parker at Mr. Lee, 313-961-5733

FURNITURE SALES
Workbench Contemporary Furniture is opening a new store at Fairlane Town Center and is seeking experienced sales people. $27K+ training salary, plus 7, 8 & 10% commission, bonuses, draw. Excellent benefits. Applicants must have retail experience. To schedule an interview call Linda Lichtman at 764-8440.

Heating & Air Conditioning
Residential Estimating and Sales

Opportunity for career sales position with highly respected HVAC firm established in 1932. Applicants should have upscale sales experience and verifiable track record. Ideal candidate must be an project gross producer.

BENEFITS:
• Paid Blue Cross/Blue Shield Major/Master Medical Insurance after 6 months
• Paid Term Life Insurance and Accidental Death
• Disability Insurance after 60 days
• Participation in "Dreams Come True" deferred compensation program
• Unlimited advancement opportunities
• Paid holidays after 6 months
• Paid vacation plan after completing 12 months

Contact: Al Pino at 1-800-746-4833 for appointment for Application/Interview Form

INSIDE INDUSTRIAL SALES
Top distributorship, of process equipment, valves & others needs person with related experience. Complete salary & benefit package. Send resume in confidence to:
Mooney Process Equipment Co.
P.O. Box 431
Farmington, MI. 48332
Attn: P.J.M.

INSIDE SALES
NEXGUS Hair & Skin Products.
Immediate position available. Exciting opportunity for experienced self-starter to call on hair salons and retail cosmetic sales, less bookkeeping. Hours: Tues. & Thurs. 9-5. Please send resume to: P.O. Box 2537, Southfield, MI 48037-2537

INSURANCE-NASD REGISTERED REPRESENTATIVES
To market TSA, deferred compensation, mutual funds and life. NASD and state licenses required. Call Mr. Jensen for immediate consideration. 283-1881

INSURANCE SALES ASSOCIATE
needed for growing Livonia agency. Been a customer service supervisor preferred. Excellent opportunity to join a winning team! Call Lynn, 261-7061 or send resume to: Checks & Balances, P.O. Box 9023, Walled Lake MI 48390.

This Classification Continued on Page 4B. In Wb,B,T,Ro., and 6 B. in S,F.

WRITE IT AND REAP!

Writing a classified ad that gets results—whether it be for real estate, employment, the personals, transportation, or merchandise— is easy if you follow the guidelines below.

1. Give the reader specific information. Pretend you are someone reading the classifieds. What would you like to know about the item, service or job you are advertising? Be sure to add details such as color, size, condition, brand name, age, features and benefits. Be accurate! Don't embellish your ad with misleading information. Stick to the facts and reap the rewards!

2. Include the price. Don't waste your time or a potential buyer's time. If you advertise the price of the item or service you offer, the people who respond to your ad will be those who are genuinely interested. Surveys show that readers are more interested in those items and services they know are within their price range.

3. Avoid abbreviations. Don't make a potential customer work too hard! Although you may be tempted to cut down on the cost of your ad by using abbreviations, surveys indicate that many people don't understand such abbreviations as EIK (eat-in kitchen) or WSW (white side wall) tires and won't take the time to figure them out. A confused reader is a disinterested reader. Get the most for your money and use complete words.

4. Include phone number and specify hours. Be sure to let potential customers know when and where to call. Surveys show that even if a person is very interested in your item or service, he or she will not call back after the first attempt. Stay near the phone during the hours you indicate you will be available. Don't risk missing a sale!

5. Run on consecutive days. Your ad will not get results if people don't see it! Therefore, it is important to set up a consistent and consecutive ad schedule with your telephone salesperson or outside sales representative.

Observer & Eccentric
CLASSIFIED ADVERTISING
644-1070 OAKLAND COUNTY 591-0900 WAYNE COUNTY
852-3222 ROCHESTER-ROCHESTER HILLS