

MagicLine transactions balloon in August

Magic Line, Inc., the Midwest's largest regional electronic funds transfer (EFT) network, announces a record breaking 15.1 million transactions for the month of August, 1997, a 40% increase over August, 1996.

The figure is for all Magic Line transactions including ATM, Point-of-Sale (POS), national Gateway volume, off-line with MasterCard and Visa Check cards, remote banking and smart card transactions in Michigan, Indiana, Kentucky, Ohio, Wisconsin, Missouri and seven other states.

"Magic Line's August record is directly attributable to our growth in technical excellence and the resulting products and services we offer, as well as the growing number of financial institutions across the Midwest choosing us as their EFT network," said John G. Bascom, president and chief executive officer, Magic Line. As one of the top regional EFT networks linked throughout the United States and globally, Magic Line supports 14.9 million cardholders with access to over 131,000 ATM, POS and home banking terminals. The company

offers: full-service ATM placement and management; ATM terminal driving with customized options; cardless management and authorization services; on-line POS debit services with ML Pay, Maestro and Interlink; off-line POS debit services with MasterCard and Visa Check Card; remote banking/bill payment services; the Magic Line Mobile ATM; Internet Web Site development; marketing services; and the Magic Line Pre-Paid Calling Card. Magic Line's Internet Web Site address is www.magicline.com.

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grow by 1.6 percent (see Table 1).

In this connection, an important caveat should be added. No matter how much the S&P 500 rises in a year, the maximum percentage increase in your portfolio during a given year is limited to 14 percent. This is clearly revealed by Table 1.

Downside Risk of AWAIT

Regardless of how poorly the stock market performs, your policy value can NEVER GO DOWN. So, in a down market, your values will not be affected by movements in the market at all. That's all there's to it. For instance, if today on your policy anniversary day the value of your policy's \$108,000 and S&P 500 declined by 8 percent over the next 12-month period, your policy value will remain unchanged at \$108,000 a year from now.

AWAIT - No-load Product

AWAIT is a no-load product. That is, there's no up-front charge, or load, associated with this product. So if you place, say, \$50,000 in AWAIT, then the entire amount (\$50,000) will start working for you.

Surrender Charges

As is always the case with annuities, AWAIT is a long-term product. More specifically, after the first year, you are allowed a 10 percent free withdrawal at any time without paying a surrender charge. Anything over that amount's subject to a flat 8 percent surrender charge that remains fixed at 8 percent for each seven-year term. However, even here there's a bit of good news. An example should make this clear.

Let us assume that you put in \$100,000 five years ago and during the last five years S&P 500 has been relatively flat. As a result, the current value of your policy is only \$102,000. It is little wonder that you are fed up with it and want to dump the policy. If you do that, the company guarantees that it will

RETURN ON AWAIT ANNUITY

S&P 500 ASSUMED ANNUAL RETURN (1)	AWAIT ANNUAL RETURN (2)
1%	0.80 %
2	1.60
4	3.20
6	4.80
8	6.40
10	8.00
12	9.60
14	11.20
16	12.80
18	14.00*
20	14.00*

*Maximum rate allowed by the company in any policy year's 14.0 percent.

Notes: 1. In this illustration, the participation rate's assumed to be 80 percent, which is the current rate offered by the company.

2. It's not possible to directly invest in S&P 500. One can invest only through a S&P 500 index fund.

CONSEQUENCES OF SURRENDER

Current Value: \$102,000

Option 1:	Surrender Charges
Current value:	\$102,000
Less 10% free withdrawal:	\$10,200
Net amount:	\$91,800
Less 8% surrender charge:	\$7,344
Net amount payable to you including the free withdrawal:	\$94,656

Option 2:	No Surrender Charges
Original Principal:	\$100,000
90% base value:	\$90,000
3% compound annual growth:	\$104,335
Net amount payable to you:	\$104,335

Special Note: Option 2 waives all surrender charges.

pay you the greater of Option 1 or Option 2.

Table 2 reveals that since Option 2 gives you a higher value, the company will pay you \$104,335, truly an attractive aspect of the policy. In Option 2 the company completely waives the surrender charges and guarantees a minimum of 90 percent of the initial payment, plus a compounded annual return of 3 percent.

So the bottom line is that during several years, depending

upon how the stock market behaves, while you may not make much money, after four years you would never risk your principal.

It is important to reiterate that the surrender charges disappear after each seven-year period, at which point you have a 45-day window that you can use to withdraw your money from this investment without paying any surrender charges.

Next week: More on AWAIT

Grace from page C1

"It was specifically created for smaller shoots that don't require a lot of space," said G&W production manager Dan Burke.

C Stage is on alert 24 hours a day for news journalism and is perfect for interviews, stand-ups, tabletop and product shots." Grace & Wild contributors to this Grodin segments included Chuck Laszyna, Intake Burke, Dan Burke and C.T. Johnston.

Grace & Wild, Inc. offers a

wide variety of production-related services through its five divisions: Grace & Wild Digital Studios, Postique/Griot, Film Craft Lab, Projections and IN (GEAR Equipment Rental/Detroit Power & Light).

Services include sound stage rental, sound and remote production, motion picture processing and printing, film transfer, computer graphics, cel animation, video editing, mass duplica-

tion, production equipment rental and presentation graphics services.

Grace & Wild clients include broadcast, commercial, corporate and government entities. For demonstrations and information, contact Grace & Wild, Inc. at 23689 Industrial Park Drive, Farmington Hills, or call (248) 471-6010 or (800) 451-6010.

Tips for women to enhance office credibility

• Add coaching skills to your repertoire.

Women tend to prefer the facilitator role. Building consensus and buy-in for change as facilitator-leader is an important and timely skill that women often bring to the table. To get the best results through people, the coach role is equally important. Coaching is providing information to improve performance to direct reports, peers and superiors.

• Give critical feedback.

Feedback is your best coaching tool. Women tend to be very good at giving positive feedback, which motivates and improves performance. However, women who can't give critical feedback are seldom perceived as leaders by men at all levels of their organization. Research indicates that women are often not considered for promotion to top management in the succession planning process because of this inability.

• When coaching men, give the critical feedback first.

Men tend to listen and consider seriously the first part of the feedback given. If the positive feedback is given before the negative, then they often do not see the

JOB TIPS

need for performance improvement. In this instance, the female coach is ineffective. Do discuss openly with direct reports and peers, what they need from you for performance improvement.

• Take a stand.

Speak up and be effective. Don't make it Custer's Last Stand; do consider the ramifications of your stand before you take it. But if the worse thing that can happen isn't that bad, go for it. You may gain important points for taking a risk. Demonstrate your passion and conviction in areas important to the success of your organization's vision and strategies.

• Communicate ideas in a concise and focused manner.

In a formal presentation, you will definitely add to your credibility if you can say it in 5 minutes or less. Focus on three points and answer what's the benefit to your audience. Never ramble at the opening or close of any communication.

• Lighten up occasionally. Don't ever giggle but don't take

yourself too seriously. Demonstrate a sense of humor regarding your own importance. This can work for you during a Q & A. Men tend to show respect by ribbing each other. When they rib you informally or when you are in the spotlight, choose to interpret this as simply friends who need more information.

• Reduce visual distractions that minimize your credibility.

These include such things as over gesturing, too many accessories, long fingernails, bright nail enamel, too many facial expressions, short skirts without opaque hose, too much hair covering your face; and anything but the simplest, closed leather shoes.

• Use ample doses of eye contact.

Eye contact engages others, projects honesty and confidence and helps you think on your feet. It also reduces dramatically the verbalized filters like "uh" or "um."

Author, speaker and coach Nancy Skinner has spent the last 18 years dedicated to enhancing the credibility of leaders. Skinner has addressed leadership and presentation effectiveness.

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FARMINGTON HILLS Wednesday, October 1st 1 p.m. - 3 p.m. The Leduc House 24705 Farmington Rd. (Between 10 & 11 Mile Rd.)	LIVONIA Tuesday, October 7th 1 p.m. - 3 p.m. Livonia Civic Center Library 22777 Five Mile Rd. (E. of Farmington Rd.)	TROY Tuesday, October 14th 1 p.m. - 3 p.m. Troy Public Library 510 W. Big Beaver (Between Crooks & Livonia, E. of 73 Civic Center Complex)
WATERFORD Wednesday, October 15th 1:30 p.m. - 3:30 p.m. Waterford Senior Center 6455 Harper	PLYMOUTH/NORTHVILLE Friday, October 17th 1 p.m. - 3 p.m. Plymouth Cultural Center 525 Farmer Rd. (Between N. Territorial & 3 Mile Off Sheldon Rd.)	WEST BLOOMFIELD Monday, October 27th 7 p.m. - 9 p.m. (evening) West Bloomfield Two Public Library 24600 Walnut Lk. Rd. W. of Orchard Lk. Rd. *Reservations necessary - (248) 682-2122

Reservations necessary for West Bloomfield only. ALL SEMINARS FREE.
For further information call (248) 540-8710 • 30400 Telegraph Rd., Suite 373, Bingham Farms, MI 48025 9/97

Spend more time with **your** friends.

Paul W. Smith
5:30 - 10 a.m.

Ken Calvert
10 - 12 noon

Dr. Laura
Noon - 3 p.m.

Mitch Albom
3 - 6 p.m.

WJR 760am