

Hills-based MSW celebrates its 50th

BY PAUL R. PACE
STAFF WRITER

Steven Maltzman says most people don't enjoy solving story problems — like the ones most people had to suffer through in grade school.

But running a business usually comes with plenty of story problems that need to be resolved.

"No two clients or situations are alike," said the certified public accountant.

And that's where MSW Group comes in, Maltzman says.

He's the managing member of the accounting and financial advice company located on 12 Mile Road near Haggerty. The group recently celebrated its 50th anniversary and the opening of its new offices.

Through the years of change in personal and business accounting practices, MSW has evolved with them, Maltzman said.

The days of accountants poring over tables with strong lighting, pencils in hands and brows on foreheads are over, he said.

What was once considered a boring profession of crunching numbers has evolved into a more complex game of figuring out whether ventures are worth the risk or how to weather the storm of financial uncertainty.

Maltzman said many of its business customers utilize the firm for not only their business but for their personal needs as well. And many clients have stayed with the company for 35 years or more through generations of families.

"We're unlike a lot of other firms," Maltzman said. "We follow the lead of the client and see where it takes us."

Thanks to computers and financial software, most small to medium size businesses that MSW cater to can do their own accounting practices. The company still handles accounting like it did 50 years ago, but in recent years has broadened its services to include financial planning, staffing, insurance and consulting among other duties.

Maltzman is one of the seven



Steve Maltzman leads the MSW Group.

members of the firm, most of whom have been with the company 30-plus years.

Through its clients needs, the company has grown to offer a financial permanent and temporary placement service, insurance sales and consulting, and QuickBooks training and consulting.

"In our business it's about getting to the root of the problem," he said. "It's not a job for lazy people, you got to be a go-getter and not be afraid to face the unknown."

And being a client's business friend is how MSW has maintained its success, he said.

Maltzman, in fact, has served

on the Farmington/Farmington Hills Chamber of Commerce board and for two years was its chairman. He has been instrumental in the structural reorganization of the chamber, and has helped to improve its stature and visibility in the community.

As far as what the future holds for MSW, Maltzman said helping clients with their financial decisions and analyzing proposed ventures will more than likely be the focus.

"Analysis is the way of the future," he said.

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HHS marching band takes first place at meet on music alone

BY DIANE HANSON
CORRESPONDENT

Without marching a step the Harrison High School Marching Band captured the first-place Flight III trophy at the Jensen Invitational on the state's west side on Oct. 19.

"It was a standstill because the field was so muddy," said Harrison co-director Joel Yoder. "So we were judged on our musical performance only. But the band did quite well. We are on a good growth curve right now and are

pleased where we are at."

Harrison earned a score of 46.75 out of a possible 60 points for the musical rendition of their show "Gazebo Dances," narrowly edging out one of their major competitors, the Stevensville Lakeshore Band, by 0.4 of a point.

The decision was made to cancel the marching portion of the competition for safety purposes after Friday rains and a football game turned the grassy gridiron into a slippery sea of mud.

"It was a little disappointing

after working on both our marching and music all week," said senior Travis Cook, a four-year veteran of the band who plays a masterful baritone solo during the second movement of the Harrison production that musically and physically depicts the change of seasons. "But it was a good chance to show off our music ability."

The Harrison Band will be competing at the Durant Invitational on Oct. 26.

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