Lau Elected Agency Head Former Resident Promoted at IBM

Donald F. Lau, 6025 E. Surrey,

Foxeroft, Birmingham, C.L.U. an composed of over 2,000 members associated for the definition of the field force of the company.

Lau is one of the top salesmen to trivit, was elected president of the addition to being a prominent life and the company insurance of the company insurance and the company in the

Every day is ladies' day for us...

Almost every day, our representatives are called upon for advice by women who are bewildered about investments. Some are widows who have been left estates that include portfolios of miscellaneous securities. Others are women who are investing for the first time, and just don't know where to start. Sometimes they are timid about asking for counsel (they shouldn't be). Whatever their status, and regardless of the size of their investment budget, we are always happy to assist these women clients and help them arrange their investment affairs.

If you have been confused by your investment problems, or want information about how to invest, please stop in and see us, or call about a home appointment. It is our business and our pleasure to provide such consultation service without charge. You'll receive courteous treatment . . . and you'll find that "Every day is ladies' day."

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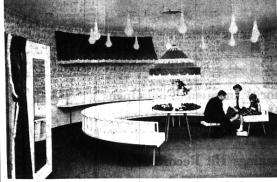


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P. J. Turner, 1251 Lenox road, Bloomfield township, recently cel-ebrated his 30th anniversary with Shell Oil company. Turner is real estate representa-tive in Shell's Detroit district.



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