

# Public board to teach 'people' skills to business world

By **MIKE ADLER**  
Staff Reporter

Describing his Mississauga operation over the phone, John Danson is actually giddy with success.

It has more work selling "adjustment services" for businesses than it can handle. It helps fire thousands and hire hundreds. It counts government ministries as clients. It has offices in Etobicoke, Toronto, Scarborough, North York.

It's really just the glorified corporate arm of the Peel Board of Education. Danson, a teacher, joined a continuing education program offering service to businesses seven years ago. It had seven employees then. Now, 200 to 250 people work for what is called the Centre for Education and Training.

Inspired by its bank balance, officials at the York Region Board of Education are trying to start something like it. And after meeting Education Director Bill Hogarth, Danson declared success for the York board's new "business development" venture. The board "will be the closest thing to us," he predicted last week. "If they didn't do it we would've moved into York. But we won't — unless we're in partnership with them," he said.

Consultant Michael Muir said the York program is looking for chances to show businesses what it can do.

The board's continuing education division, he said, has experience helping companies improve basic skills in the workplace with English as a second language courses, academic assessment, and literacy training. But now, it wants them to consider paying for "employee orientation," or "leadership assessment" for workers being considered for promotion, or "supervisory training" for the people in charge.

"The York Board of Education

wants to be your business partner," entreats a promotional flyer, "engaged in a profitable joint venture with immediate returns for a modest investment."

Muir said even though the school board may know nothing about your product, it can teach you plenty about the "people side" of your business. "It's the same kind of thing

(the board does), trying to get people to work together," he said. "Our costs (to customers) are about half of what commercial programs charge," said Muir.

# ★ ★ ★ EATON'S ★ ★ ★

**25%<sup>\*</sup>**  
**off**

All Vanity Fair hosiery, socks, tights and underwear

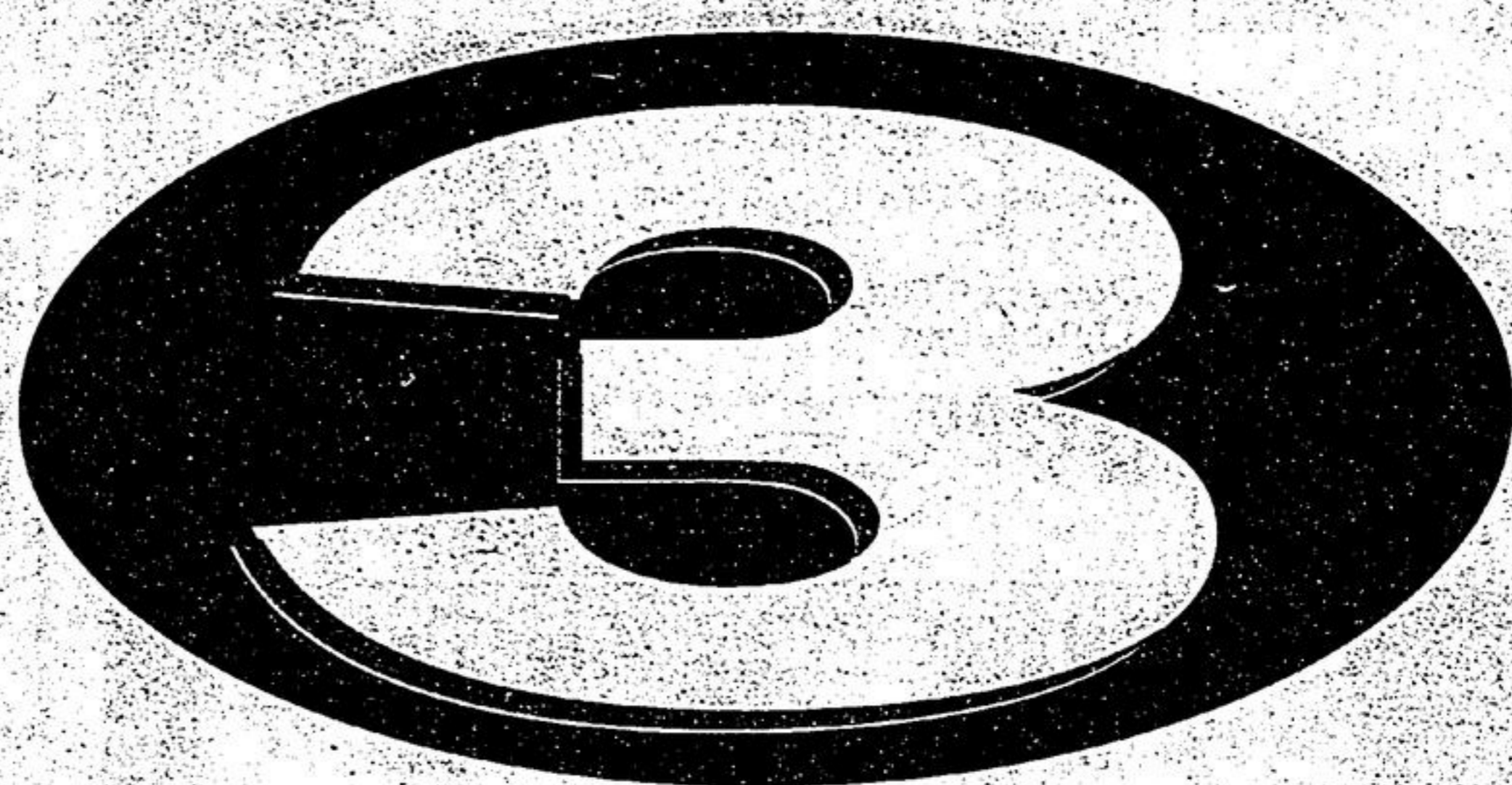
**25%<sup>\*</sup>**  
**off**

selected  
• Women's spring T-shirts and sweaters  
• Men's Retreat piqué polo shirts, chinos & sports shirts

**30%<sup>\*</sup>**  
**off**

All Women's and Men's dress shoes (excludes Rockport, Prospector, Women's designer fashions and Easy Spirit)

**up to \$100<sup>\*</sup>**  
**off**  
all Serta mattress sets



# DAY WEEKEND SALE

**Lots more in-store. Watch for great deals in every department.**

**Free Delivery**

on all furniture, major appliances, home electronics and mattress sets

**Last 3 days of Baby Days**

**25%<sup>\*</sup>**  
**all off**  
**Men's Jockey®**

**20%<sup>\*</sup>**  
**off**  
all glassware and flatware (excludes Oneida)

**50%<sup>\*</sup>**  
**off**  
**Royal Velvet**

Buy a set of towels (bath, hand & face) at regular price and get 50% off your 2nd set



**February 21st to February 23rd**

\*Savings are off the regular price. Selection may vary by store. While quantities last. Excludes Factory Outlets, Warehouse Stores and Clearance Centres. Not available in conjunction with any other offer.

**ONLY 3 DAYS**

**ONLY 3 DAYS**

Eaton's. We want to be your store.

**ADVICE ON BANKRUPTCY AND ALTERNATIVES**  
**FREE CONSULTATION**  
To discuss your options with a Trustee in confidence  
Call Anytime Evg. & Wknd. Appts.  
**Starkman Kraft Inc.**  
Trustee in Bankruptcy  
Personal & Corporate Services  
Markham: (905) 889-7529  
7030 Woodbine Ave. (at Steeles)

**LAWYER**  
**PETER J. LEWARNE**  
Matrimonial / Person Injury (legal aid accepted)  
Small Business Law / Bankruptcy  
Real Estate / Wills  
Over 20 years experience  
**Low Rates - Quality Service**  
4701 Highway No. 7 (at Kennedy Rd.)  
Unionville, Ontario L3R 1M7  
Tel: 477-4381 Fax: 477-7668  
24 Hour Availability

**OMNY CLEAN**  
RESIDENTIAL AND COMMERCIAL  
CLEANING SERVICE  
**Wayne Armstrong**  
(905) 471-2357  
"Servicing York Region"