



Sun photo—Walter M. McCardell

**Hosts Marvin and Jeanne Mandel greet guests at investment seminar.**

# Mandels promote real estate seminar

**By Doug Struck**  
Annapolis Bureau of The Sun

Annapolis—The advertisement seemed clear: "Jeanne & Marvin Mandel," it said in bold type, wanted the public to come to a seminar.

The purpose, smaller type in the newspaper ad explained, would be to hear about investments and tax breaks at the meeting held by the Mandels "in cooperation with Norris Properties."

Last night at the Annapolis Hilton, former Governor Mandel greet-

ed at the door the 60 or so guests who came to the free seminar. And then he sat down in the audience.

Jeanne Mandel, the governor's wife, made a very short introduction of the speaker. And she sat down at the head table.

And then Norris Properties, in the person of 43-year-old Norris Ashe, stood up and launched into a two-hour spiel on the attractiveness of investing in real estate.

Which, incidentally, Mr. Ashe's

See MANDEL, D2, Col. 1

# Mandels help to promote land seminar

**MANDEL, from D1**

company sells. And brokers. And manages.

"I think Mr. Mandel was being used," confided a retired Annapolis man who acknowledged that he and his wife were drawn to the seminar primarily to see the former governor.

"It's a sideshow," shrugged Phillip Tice, a Severna Park man who came for some tax tips. "Circuses have always had someone to sell their product. I think [Norris Properties] must believe the governor is attractive to people, because I can't imagine what else he would be doing here."

Mr. Mandel, who was released in December from a federal prison after serving 19 months for mail fraud and racketeering, acknowledged that he was no expert on the tax laws or the "investment opportunities" mentioned in the newspaper ad.

"My expertise is more in the financial end of it, arranging investments and financial analysis and whether they would make good investments," Mr. Mandel said.

He and his wife helped put on the seminar, he said, as part of the consulting business they had formed after Mr. Mandel left office. Norris Properties were "people Jeanne had



**Marvin and Jeanne Mandel mingle in crowd at seminar.**

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been working with" while he was imprisoned, and were paying clients, he said.

Mrs. Mandel explained it somewhat more altruistically: "We saw such a great need for this kind of thing for the public. People don't know where or when or how to invest their money and come out making money. Everybody's concerned about money these days."

In his amiable spiel, complete with

displays and pictures of real estate, Mr. Ashe extolled the financial virtues of investing in real estate, and offered such tips as:

"Baltimore properties are undervalued."

"Everybody's interested in shopping centers."

"Never manage your property yourself."

Mr. Mandel, who does not have a real estate broker's license and is

fighting to win back the right to practice law, said he believes most of those who came to the seminar came for the investment tips and would benefit from the talk.

He dismissed any notion that he was allowing Mr. Ashe to trade on his name to swell the crowd. "I am not using that at all," he said. "I am not going to say to you that people are not curious and some might not have come out of curiosity. But this is business."