

5-24-2009

Lee, Laura Harper, b. 1946 (FA 515)

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Descriptive Inventory

FA 515 LEE, Laura Harper, b. 1946

1 box. 6 folders. 26 items. Originals and cassette tapes.

1985.145.1

COLLECTION NOTE

This collection includes three interviews conducted between September and November, 1985 by Laura Harper Lee, a Western Kentucky University Folk Studies professor with Brenda Venable on the subject of itinerant selling. The collection consists of six cassette tapes, a transcription of tapes 1 and 2 and indexes for tapes 3 through 6. Venable is a graduate of Western Kentucky University and grew up in Warren County and Daviess County, Kentucky. She discusses her sales techniques, the various products offered by Mary Kay Cosmetics and its distribution system, and what it is like to be a Mary Kay consultant.

SHELF LIST

BOX 1	Itinerant Selling	1985	26 items
Folder 1	Inventory		
Folder 2	Interviews with Brenda Venable	1985	4 items
Folder 3	Interviews with Brenda Venable	1985	16 items
Folder 4	Interview with Brenda Venable	1985	2 items
Folder 5	Interview with Brenda Venable	1985	2 items
Folder 6	Interview with Brenda Venable	1985	2 items

BIBLIOGRAPHIC RECORD

FA LEE, Laura Harper, b. 1946 1985
515

Interviews conducted by Laura Harper Lee between September and November of 1985 with Brenda Venable on the subject of itinerant selling. Venable discusses her five years as a Mary Kay consultant, including her sales strategy, the products offered by Mary Kay Cosmetics and its distribution system, and what it is like to be a Mary Kay consultant.

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SUBJECT ANALYTICS

Cosmetics

Mary Kay, Inc.

Sales personnel

Selling

Venable, Brenda Sue Whitson, b. 1951 (Informant)

Dockery/Jeffrey 5/24/2009