

Interviewer's tape no.: 4 WKU FL, FL & OHA Accession no.:

Interviewer: Sandra Jean Pomerantz Address: 1334 State St., Apt. 2
Bowling Green, KY 42101

Interviewee: Janet Lee Barton-Stratton Address: 3118 Huntmaster Dr.
Bowling Green, KY 42101

Date: November 1, 1985

Place of interview: 1334 State St., Apt. 2, Bowling Green, KY 42101

Other people present: none

Equipment used: Sears LXI Dual Tape Recorder, Realistic Microphone

Reel-to-reel tape: Brand: Size reel: Tape Mil: Speed:

Cassette: Brand: Scotch AVX60 Studio C-30/C-60/C-90/C-120 (circle size)
Master Cassette

Amount of tape used: (Side 1): 30 minutes (Side 2): 30 minutes

Brief description of interview context and tape contents:

Janet Stratton is a Mary Kay saleswoman. On this second tape of the two hour interview of November 1, 1985, she concludes her description of the annual Mary Kay seminar and sings the "Husbands' Song". She talks about the affects of the popular Color Me Beautiful book on Mary Kay and on her own life. She talks about her personal beauty regimen and sings two consultants' songs.

INDEX	COUNTER	SUMMARY
seminar	002 to 043	Opening Announcement) J:S:: An Oriental lady who could barely speak English had told her husband to stay home, not knowing she would get a top award. These women motivate you. My "national" got together for a late-night breakfast after the awards. You float with the excitement.
closing ceremony		Next morning there is a general assembly. Mary Kay speaks. Top director speaks. "I" stories motivating. Close seminar with candlelight ceremony. You don't need an airplane to fly home because you're so high on the experience. It's very motivating. Other people's success makes you think you too can do it. You can see the big picture. Learn so much from the experience and classes. New things for you to try.
husbands song	029 to 037	Husbands' Class with Richard [Mary Kay's son and company president] and Mary Kay on financial aspects. Husbands' Song: We are the men of Mary Kay We are the men of Mary Kay You can bet your life, I support my wife We are the men of Mary Kay.
entertainment	038 to 041	Saturday morning they sing it for wives. There are golf and bowling tournaments for the men. Big entertainment on Friday night. Tony Orlando, Paul Anka, Johnny Mathis. Girls go nuts.

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<p>color categories analysis</p>	<p>051 to 110</p>	<p>S.P.: Sandra mentions bestseller on color by Carol Jackson and asks how its popularity has affected Mary Kay.</p> <p>J.S.: Phenominal! Book is <u>Color me beautiful</u>. Four color categories based on hair, skin. Whether you should wear warm or cool colors. Warm have yellow undertones, cool have blue undertones. Takes practice to learn difference. She sets them up by soft colors and intense colors. Summer - cool, muted tones. Only winter can wear black and white, very dark hair and eyes. Winter greys with silver. I agree with a lot. Most women lean toward either cool or warm colors. I looked washed out in white so I chose an ivory wedding dress. I looked great. Warm colors are autumn and spring. Other companies have come out with same idea, using color swatches. Women are 100% faithful. Companies charge from \$40 to \$100 to color coordinate your personal wardrobe and make-up. Illinois Mary Kay consultant had own color program. Art major. Showed us slides of partner. None recalled correct color of hair and eyes because of gold shirt that distracted. Don't see person if clothes wrong. I did color analysis. Wanted to teach it to us as booking tool. Had her own company called Images, but trained Mary Kay consultants, because everybody was into it and we did it free. Good color training.</p>
<p>Mary Kay color program</p>	<p>111 to 156</p>	<p>Mary Kay researches everything before presenting it. Introduced color program in February - "Color Awareness." Philosophy - everybody can wear any color if make-up harmonizes with it. Cool glamor with cool colored clothing, warm glamor with warm. Can still have preference. Not broken down into muted or vivid colors. Pastel - natural to light look. Yes, it may mean more make-up if you have larger wardrobe, but if she didn't believe in it she wouldn't do it. She doesn't limit herself. Puts doubts in my mind about the other color philosophies I used to believe strongly. I had clothes that were "wrong" for me that I got rid of. Then I tried the warm glamor with a teal outfit and I looked better. Learn to harmonize with whatever you wear. I had change of heart.</p>
<p>beauty products, personal beliefs</p>	<p>160 to 239</p>	<p>S.P.: Sandra asks whether Janet has heard of home-made beauty concoctions.</p> <p>J.S.: Just eggwhites in my hair. I didn't have blemish problems, but my sister had acne. My step-grandmother had a Merle Norman shop where I tried a lot of make-up, had a facial. Because of that I took good care of my skin. I haven't run into any strange things, but I'm amazed that</p>

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skin care		<p>J.S.: people clean their skin with soap and water, then put vaseline on. Soap dries your skin out.</p> <p>S.P.: Sandra reads a paragraph from a beauty book urging women to return from moisturisers which may cause clogging of the skin and contribute to blackheads, to go back to soap and water. She asks Janet to comment on the statement.</p> <p>J.S.: Soap is extremely hard on the face. The skin on the body is different. I don't use soap on my body now. We also have a body care program. It dries out oily skin too much, dry skin even worse. Five step skin program is designed not to cause a buildup. Night cleanser cleans without drying out Dead skin cells that don't make it to the top may clog pores and cause blackheads and whiteheads. Extra moisture or oil may clog pores. Pull them out regularly with beauty mask. Astringent re- stores acid level to skin. Balances and takes off any remaining residue. All works together. Need this five-step program for it all to work properly. Need moisturiser around the eyes where age shows first.</p>
acne	240 to 262	<p>People with acne who are under the care of a dermatologist's care, I work with. I'm careful. My sister had bad reaction, but sister-in-law had regular acne and there was a great improvement. Not good for cystic acne. I've given a couple of refunds.</p>
allergies	264 to 291	<p>Only about 2% of market have an allergic reaction. Break out in a rash in first. I've had a couple of people. Within twenty-four to forty-eight hours for reaction. Company dermatologists send forms and try to determine problem, change formula to fit. We do patch tests on the arm to find out which product caused the reaction. I've always been able to pinpoint problem Usually a fragrance. Give them unscented product.</p>
skin care, personal beliefs	295 to 344	<p>I read a book called <u>Clearskin</u> which says diet does not affect the skin. I think stress is a large factor. Mary Kay doesn't talk about it.</p>
facial massage		<p>We don't teach facial massage, only how to stroke our products onto the face properly.</p>
sponges		<p>Mary Kay doesn't say anything about special sponges like the loofah. Companies that supply us may have loofah sponges. I have some to use with body care. I don't think there's any harm. As long as they're kept clean.</p>
facial hair		<p>I don't have a problem with women who have a lot of facial hair. Just to brush powder down.</p>

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local meetings songs	349 to 371	<p>J.S.: Meeting song:</p> <p>I've got that Mary Kay enthusiasm up in my head Up in my head Up in my head. I've got that Mary Kay enthusiasm up in my head Up in my head to stay.</p> <p>I've got that Mary Kay enthusiam down in my heart Down in my heart Down in my heart I've got that Mary Kay enthusiasm down in my hear Down in my heart to stay</p> <p>I've got that Mary Kay enthusiasm down in my feet Down in my feet Down in my feet I've got that Mary Kay enthusiasm down in my feet Down in my feet to stay.</p> <p>I've got that Mary Kay enthusiasm all over me All over me All over me I've got that Mary Kay enthusiasm all over me All over me to stay.</p> <p>I've got that Mary Kay enthusiasm up in my head Down in my heart Down in my feet I've got that Mary Kay enthusiasm all over me All over me to stay-ay-ay. Hey!</p>
seminar songs	375 to 395	<p>I don't know who created it. Probably someone at a meeting somewhere and then it spread to the other groups. Another one we sing at seminar:</p> <p>(Tune: "I was Born About Ten Thousand Years Ago")</p> <p>I'm alive, awake, alert, enthusiastic I'm alive, alert, awake, enthusiastic, I'm alive, alert, awake, I'm awake, alert, alive I'm alive, alert, awake, enthusiastic.</p> <p>There're four or five others we sing. Maybe I can sing them next time.</p>
hair care	405 to 425	<p>I don't know much about hair analysis. My beautician and I discuss things involving my own. We have protein conditioners to add protein back to the hair. Balanced shampoo. Small part of the line.</p> <p>(END OF SIDE ONE)</p>