

INDEX	COUNTER	SUMMARY
<p>music entertainers, favorite -musical</p>	003 to 012	<p>(Tape 6, Side 2, Opening Announcement)</p> <p>My favorite music is pop, semi-country. Lee Greenwood is favorite artist. In past at college: Seals and Croft, soft pop music. Don't like hard rock at all. Tom loves MTV. I can't stand it. He listens to rock stations in car. I can't change stations. In my car, he gets to change the station. Learn to live with it.</p>
<p>motivation -audio tapes</p> <p>goal-setting</p>	013 to 043	<p>I think my signs and selling philosophies have had an influence on Tom. Influenced each other. He influenced me to listen to tapes. He listens because he is on road with his selling job a lot. Zig Ziegler, Joe Weldon and other motivational speakers. Tom worked with Weldon on a presentation. His saying is "Success comes in cans, not cannots." Symbol is three ounce can with this label. Picked up things from him and his company magazine <u>On the Upbeat</u>. Monthly motivation with sayings and stories. When we first got married, his first two years with company, he had a lot of sales training, courses. Mary Kay did not talk much about clothes. Getting more into it. But I got a lot from him. I share tips. He doesn't put up signs but he likes mine. Have big goal weight signs all over: "132 Pounds by Thanksgiving" every room. His only objection when I started was "You are going to have to motivate yourself." We share tapes.</p>
	045 to 076	<p>I've had to deal with rejection in my life. Wore feelings on my shoulders. When you feel you've done your best and receive criticism, take it very personally, feel attacked. I've always been defensive. Hard at first in Mary Kay to accept a "no." "No, I don't want a facial." "No, I don't want to buy the product." Wondered what I did wrong to make that person not buy? You have to learn how to take "nos" Now I feel every no is that much closer to a yes. Numbers game. After several "nos" there's bound to be a "yes." Odds with you. Director challenges me to get twenty-five "nos" in a row. Can't do it. They're not saying "no" to Janet Stratton. They're not saying "I don't like Janet Stratton." They're saying "Tell me more." When someone on phone upsets me, my director has taught me to hang up and say "Well, wrinkles to you, Lady!" Feels so much better. It's not me. Her problem.</p>
<p>seminar -program theme -goal-setting</p>	078 to 110	<p>I found the words to another song. This is the program from the Dallas seminar. The theme was "Applause, Applause." She says (Mary Kay) to get applause, you first have the preparation, the performance, the progression, and the epilogue. We had to fill in our next goal in this section. We had</p>

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Mary Kay (the woman) -personal correspondence		to fill out a commitment card and say when you will become a V.I.P. or director. I wrote V.I.P., September. Wrote to Mary Kay and received nice letter from her saying she was glad for me and knew I could do it. Third letter from her. It's really special to receive a reply from her.
Mary Kay (the woman)	112 to 118	You said last time that Mary Kay might be looked upon as a cult figure. I think a better analogy is a bi "sorority." Good friends, sister to sister with Mary Kay like the mother.
seminar -songs -songs-VIP	119 to 145	<p>This is Mary Kay's "VIP Song". She has a "Team Leader Song" and "Red Jacket March." Only words I remember: "If you want to be in a red, red jacket" Song plays as they cross stage for recognition. You hear it over and over. Think you'll never forget the words, but you do. "Regal Song" when directors cross, "Cadillac Song." Taught us "VIP Song" when we were in class:</p> <p>Hey look at me I'm a VIP now, Marching for Mary Kay. Being the best I can really be now, Trying every day. VIP's just feel like shouting -- Don't want to keep it inside. VIP's (clap, clap) We're bursting with pride! VIP's (clap, clap) We're bursting with pride! Hey, look it's true -- It can really happen You have the spunk to try I did my best -- Now I've earned the right to Hold my head up high VIP's just feel like shouting Don't want to keep it inside. VIP's (clap, clap) We're bursting with pride! VIP's (clap, clap) We're bursting with pride!</p>
motivation -songs		There's a song you get on tape with your Oldsmobile when you get it. All the cars have themes. These songs motivate you. Help the adrenalin flow.
family-celebrations- Christmas	150 to 203	Did I talk about our family Christmas? Establishing new custom this year. Christmas Eve at home for just the three of us. We'll make it special. We used to go to my grandparent's on Christmas Eve. Kids my age by second marriage. One year there was a huge snowstorm and I was afraid we wouldn't be able to go. Dad got four-wheel drive truck from his dealership and we made it. I got a baby doll bed, wooden with stiff cardboard bottom. My uncle who was my age jumped right in the middle and broke it. First night and I was in tears. When we got home we visited neighbors. Had great food.

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<p>childhood</p> <p>-games and pastimes</p>	<p>204 to 227</p>	<p>Mom and Dad's best friends and neighbors got together and shared food, eggnog, sang carols. Santa would come by and my sister would be scared. I figured out how to peek around the corner on the stairs to see gifts. Weren't allowed to go down till Mom and Dad had cameras ready. Twice I tried to peek ahead and once saw the bicycle I wanted. Gifts not wrapped from Santa, but from Mom and Dad. Everyone sat and watched as each opened gifts one at a time.</p> <p>I really like games. Monopoly was a favorite when I was young. We jumped rope. We did "Down in the Valley Where the Green Grass Grows." Saw who could jump the most. We played kickball, but I didn't like athletic games because I was so big up top. We didn't play jacks, but we did play hopscotch. We played with Barbies. I did everything with a close friend throughout school. I still played with Barbies till 13 or 14 years old, after everyone else stopped. We'd make big weddings and fantacize. We'd have beauty shows and contests at our slumber parties. You'd do your talent. I've always liked to play the piano.</p>
<p>adolescence</p> <p>-fashions</p>	<p>230 to 260</p>	<p>I was into a lot of things at school. I remember fads like fishnet hose. 4th or 5th grade. A guy tripped me; I fell down and ran a big hole in a brand new pair. I was so upset. Go-go boots were big. Sang "These Boots Were Made for Walking" in them. Mama Cass Elliot was big and we'd pantamime to her in our boots and mini-skirts. Mini-skirts were in till my senior year in high school. I have a picture taken in a skirt so short I wouldn't let Betsy out of the house in one like it. I didn't want to go back to the longer skirts. I liked really high heels. Now I wouldn't be caught dead in them. Tie-died T-shirts were in. Long straight hair. I did hear that some girls ironed it. My friends and I didn't wear a lot of make-up. Just blush.</p>
<p>entertainers, favorite musical</p>	<p>263 to 282</p>	<p>I don't remember individual heartthrobs; mainly we were into groups like The Grassroots, Seals and Croft, Art Garfunkle had his album "Breakaway," Eagles. I was more into hard rock then. I saw Boston and Queen and Kiss at concerts. Barry Manilow was big. Probably the most significant year of my life was that first year of college. Remember that the most.</p>
<p>adolescence</p> <p>-parental discipline</p>	<p>286 to 336</p>	<p>Before I turned 16 they very stict about what I did and with whom. My boyfriend was a year older with a car. I couldn't ride on his motorcycle. Like night and day when I turned 16. Drastic change to not checking whether I kept curfew,; had own car.</p>

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		<p>Drastic change. I loved it, but not so great as I look back. I didn't always like their strictness. I wasn't allowed to stay with my boyfriend when He babysat his brother. Resented it. One of my best girlfriends allowed to babysit, got pregnant, had to marry at 16. I could babysit, but not with guys over. When I turned 15 I didn't want extra jobs; I was running around carefree. Only worked summers as waitress and pumping gas. I don't know exactly know why they (parents) changed so drastically when I became 16. Shortly thereafter my boyfriend and I broke up, which changed my behavior more than anything. I had done everything with him and he was too straight for us to get in any trouble. Didn't kiss me for four months. Had boyfriends from 4th grade.</p>
<p>adolescence -first date -first kiss</p>	<p>338 to 348</p>	<p>I remember my first date. High school boyfriend. I was in 5th, he in 6th. Sadie Hawkins dance. I "patched" him. We picked him up. My dad took us there and home. My first kiss was in 8th grade. I was cheerleader; had crush on guy "Turtle". He played basketball. Walked me home one night and gave me my first kiss.</p>
	<p>349 to 365</p>	<p>After I broke up with Tony was biggest thing. Began running around with bunch that drank, ran wild. Lived in dry county; would go to Jaleco in Tennessee with lower drinking age than Kentucky. I was 15 but could pass for 18. Never carded. Drink Saturday night, go to church on Sunday. Thankful now for church or might have been worse.</p>
<p>-cruising -parental discipline -parking</p>	<p>369 to 415</p>	<p>We cruised all the time. Highland Park Drive-In, the Loop. Different routes around so you could see different group both ways. Picked up friends about 6:00p.m. My curfew was about 11:00 p.m. Fall was most fun because parents at the ball games. Could start partying early. I had to be able to walk in and not smell from liquor. They didn't check up on me enough. All of a sudden they quit. If they had ever caught me I would have stopped to get their approval. We parked in several good places. Behind the school building. One of my friends was parking with her boyfriend and they found out the next day that the school had been vandalized while they were there. About \$50,000 worth of damage. Another good place was up at the track field, some out in the country. Parents didn't let me go to drive-in movies. Well, I guess that's "everything you always wanted to know about me.</p>
		<p>(END SIDE 2)</p> <p>Manuscripts & Folklife Archiver Library Special Collections Western Kentucky University</p>