5-24-2009

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

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**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**

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<td>1985</td>
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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.
6 folders. 26 items. Originals and cassette tapes.
1985.145.1

SUBJECT ANALYTICS

Cosmetics
Mary Kay, Inc.
Sales personnel
Selling
Venable, Brenda Sue Whitson, b. 1951 (Informant)

Dockery/Jeffrey 5/24/2009