

Our First Account Executive

I was our first salesman. And Jim Lipsey was our second. But the two of us did lots of other things as well. Our plates were full. In November of 1975 I asked the Board for permission to hire a full-time sales executive and in December I hired a young man who'd previously sold books for Southwestern named Steve Counts. He was from West Central Missouri; and a good guy. We opened an office in Kansas City for him and he was to also work New York and Chicago. He lasted five months. So, at the May meeting...

"Lear reported upon the resignation of Steve Counts, manager of the Kansas City office. Lear suggested three moves be undertaken: First, closing the Kansas City office; replacing sales efforts there and in Chicago and New York by himself; the hiring of a second secretary so that some of the administrative workload could be transferred to the clerical staff; a search be instituted for another salesman...but that no urgency be put upon this so that a good man could be found. Lear said that Steve Curran would be used some in Kansas City."

Sorry, ladies we were definitely sexist back then. And, I'll write more about Steve Curran in a future blog.

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