

Interview with Ms. Elizabeth Brothers
Associate Vice President of Development

Wednesday June 16, 2010

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Mayflowers Retirement Community, Winter Park, Florida

WZ: Good afternoon, my name is Wenxian Zhang, Head of Archives and Special Collections. Today is Wednesday, June 16, 2010. With me are two students, Jennifer Ritter and Alia Alli. We are going to interview former Associate Vice President of Development at Rollins College, Elizabeth Brothers. Can you tell us about your background, where you grew up, where you went to school?

EB: I was born in Brooklyn, New York. I'm very proud of that because that was the home of the Dodgers, the greatest baseball team there ever was. I lived there all of two weeks because I was born in the Brooklyn hospital. My parents meanwhile had bought a house out on Long Island and we went there, but I proudly say that I was born in Brooklyn. And most of my growing up years were spent in New York State because my father worked for IBM - International Business Machines. We traveled around a lot because they used to say if you worked for IBM that stands for I Will Be Moved. So, we moved and I went to three different high schools. Then I chose to go to Vassar because my favorite cousin was a Vassar graduate and I also chose to go to a college for women; Vassar was all women at that time. I felt I would be able to develop more and get a better education if I didn't have boys in the classroom to distract me. So I ended up going to Vassar, but I interrupted it for a year and spent my junior year in Mexico with the Smith College group because I majored in Spanish. After I graduated, I lived at International House in New York City while I took my graduate work. Then I tried working using my Spanish and didn't like that as much as I thought I would, so I went to work for a publisher. I worked for a publisher for a few years and then I heard about an opening for a fundraising trainee. I thought, oh, that would be fun because I did a lot of volunteer fundraising for the YWCA and for my church. So, I applied for the job and that's how I went to work for Mount Holyoke College. It was a temporary job that lasted about eighteen months. When the campaign was over, they invited me to stay on as a permanent employee so I moved up to South Hadley, Massachusetts where the College was based. Mount Holyoke, in case you don't know, is the oldest continuing institution of higher education for women in the United States. I was very much committed to women's education having gone to Vassar when it was all women, so I started out working at Mount Holyoke and I was promoted and I ended up being the head of development there.

Then President Seymour of Rollins called up one day and said that he was looking for someone to help him start a professional development program at Rollins. He invited me to come down and visit with him. Now this was January; January in New England is very cold and it's snowy. Dr. Seymour said, "What do you see when you look out your window?" And I said, "I see some dirty snow and a bedraggled squirrel." He said, "When I look out of my window, I see a camellia bush in full bloom and the sun is shining and the birds are singing." (laughs) That sounded pretty tempting, so I arranged a business trip to Florida and I took a small detour. I spent a couple of hours with President Seymour and the treasurer, who at that point was Jesse Morgan. Does that name ring a bell? He had been the treasurer of Tulane University and President Seymour invited him to come and get us on an even keel financially. I spent a couple

of hours with both those gentlemen and enjoyed them very much. I was also intrigued by the challenge that Rollins offered. There was this beautiful college in lovely Winter Park and no money. Any fundraiser worth her salt cannot resist a temptation like that; the possibilities were just enormous. They offered me the job and I was very grateful, but I said, you know, I've enjoyed meeting you, but I really need to meet some of the other people. Rollins has many people there. I would love to meet some students, some faculty members, some trustees, and some of your big donors. Don't you think I had a lot of nerve? But I did anyway. (laughs) President Seymour said, "Alright, you come down for the weekend, and we'll arrange for you to meet a lot of people." And so, one of the things he arranged was lunch with some of the trustees and Harold Ward was one of them, and John Tiedtke was another one. Have you come across John Tiedtke?

JR: We've heard him referenced.

EB: And then there was Bill Miller, who was an alumnus and a long time trustee. So I sat with those three gentlemen at a restaurant in Winter Park and they thought they were interviewing me, but I was actually interviewing them (laughs), because I wanted to find out what kind of people were interested in Rollins. I met the Cornells – I'm sure you recognize that name – and the president of the alumni association, and a whole lot of students, and I could see that everyone cared a great deal about Rollins and I was very impressed with the quality of the faculty. One of the people I met was Jack Lane - perhaps you've come across him – I met Hoyt Edge, who is still there, and his field was parapsychology. I thought any college with a parapsychologist on the faculty must be on the cutting edge. I met Arnold Wettstein, who was the dean of the chapel; I met Karl Peters. Well, I thought, they've got a terrific faculty here, so I did agree to come, and never regretted it for a minute. And in some ways, Rollins was like Mount Holyoke because it was founded by Congregationalists. So the atmosphere was very much the same here. Mount Holyoke had a beautiful chapel and Rollins has a beautiful chapel, and the people were so friendly and so receptive to new ideas. Dr. Seymour also hired another person to help in development and his name was Robert Duvall; have you come across that name? He was only there for three years and then he left to be the president of Pacific University. That's what he really wanted to do – be a college president – but he was working in development; he came from the University of Pennsylvania. And so Bob and I sat down together and we decided what Rollins needed to have to a well-rounded development program because there really wasn't much in place at that point. The annual fund, the Rollins Fund, was run out of the alumni office and the alumni director had his hands full with running alumni programs, reunions and things like that. He really didn't have much time to spend on the annual fund and so the participation was very low. So we talked it over with the alumni association and decided that it would be better to have a special person who did nothing but the annual funds so that could be built up. We needed to establish a public relations program and we needed to have a research program because we didn't have any records in place. You have to know what's happened before and what people have given before. So we had to research, then we had to report to people on what happened to their gifts. We needed a major gifts program. We needed to start a planned giving program to encourage people to remember the College in their will, and set up various kinds of life income arrangements. We started working in these fields. Bob decided that he would oversee the work with the alumni association and with the annual funds and with the public relations program; and I took the major gifts, the planned giving, the research and the

stewardship. That's how we organized the program and then we hired some people that would help us to do that. We started out; the first thing that I asked the president to do was to allow me to meet with the trustees so that I could explain what we were doing and ask for their support. We discovered that not all the trustees were supporting the college financially. They would come to meetings, but they weren't giving to the College. Where Bob and I came from, that was expected; if you were a trustee, you would give to the best of your ability in a leadership position. So, what I needed to do was talk with the trustees and explain this concept to them and ask them to help us jump start the development program by making some significant major gifts. And so we worked with each one on what he or she felt would be the best way to participate. How much detail do you want me to go in to?

WZ: You can tell whatever you feel is significant. It is fine with us.

EB: Well, one of the first ones to step up to the plate was John Tiedtke. He had some tax-exempt bonds and he wanted to know if he could use them to fund a charitable remainder unitrust, and I said yes he could. He could put them in there and get a big deduction and he would continue to get his tax-exempt income. I explained all of this to him, and then he excused himself and he left the room, and he made a phone call. Then he came back in a little while and he said that yes, he would do that for a quarter of a million dollars. I found out later to whom he made the call; he called Dartmouth College. He was a graduate of Dartmouth and I had some friends in the development office there. They were laughing when they told me that he called up and asked if what I was suggesting was alright for him to do. (laughs) That was a very nice gift and I don't think he ever regretted it. Mr. Miller – Bill Miller; he liked the pooled income fund and so he set up a pooled income gift for himself and one for his wife, who was also an alumna of the College. Harold Ward established a charitable remainder unitrust. And another trustee who was younger set up a life insurance policy and the way that worked is the premiums would be tax deductible. She continued to pay them, and then when she died the College would get the principal, and that's a very good way for a younger person to participate. So we had got some very nice gifts from the trustees. Everybody did something and then I asked their permission to write a brochure about these gifts. People allowed me to use their names. People like stories; you always tell stories about real people, with their permission of course; and then you get much better attention than if you write something all about statistics and tax deductions and that type of thing. You try to humanize it. So this brochure was sent out and then I started getting phone calls, people wanting to know, you know, would this work for me?

And that is how Kenneth Curry came into the picture. Does that ring any bells with you? He was a Rollins graduate and then he went on and got his doctorate from Yale and went to teach at the University of Tennessee where he spent his whole career. He taught English, but he liked to invest and he had some long term appreciated stock that didn't pay much in dividends. And so, I explained to him how he could make a gift to Rollins and he would get income for the rest of his life. He would get a tax deduction and then when he was no longer here, the College would benefit from the remaining principal. He liked that, so he made quite a substantial gift. I think it was about \$25,000. He used to come down every year and stay at the hotel Langford. He had some citrus groves that he had inherited from his father. This used to be a big citrus country around here before the freezes. He hired somebody to look out for the citrus groves and harvest the oranges. He got a little bit of income from this, but not much by the time he paid the groves manager. Meanwhile we got to know each other pretty well. He said he didn't know anybody at

Rollins and so I made sure that every time he came to stay at the Langford, he met some people from Rollins. He liked Ed Cohen very much, who is in the English department, and he liked Socky O'Sullivan and a number of people - some of them are no longer there - he met when he came down. We had two big freezes back to back in 1988 and 1989 and I saw in the paper that the person who managed the groves had gone out of business. All the groves were frozen and they had no business, so they closed. I asked one of the trustees who was in the citrus business to go over and look at Dr. Curry's groves, and he said they were a total loss. So, I clipped the article about the grove manager and then I wrote him a letter commiserating with him. I said you know you need to make some decisions. One alternative is to replant your groves and then you wait for seven or eight years before they bear fruit unless there is another freeze, or you sell it to a developer, but you would have to pay a big capital gains tax. I knew that the value of the groves was only \$20,000; that's what they cost in the depression and I knew they would be worth a lot more than that. I said the third alternative is would you like to think about how you might use these to increase your income. He liked that idea, so we had a big meeting. I invited a lawyer, a CPA, somebody who knew a lot about groves, somebody who knew about commercial real estate and the treasurer of the College and I were there. And we talked about the various alternatives. Well, Dr. Curry decided that he wanted to set up a charitable remainder unitrust and we put the frozen groves in there. Then it was sold from inside this charitable instrument. See, if he sold it himself, he would pay a big tax; the trust paid no tax. What do you think we sold it for? \$900,000. And so that was invested in his trust at 8%. The idea that he would get income for the rest of his life - he was thrilled because by then he was retired from the University. He said now I can afford to go to England every summer.

He started buying art, and he liked the Bloomsbury School and as you probably know if you're English students, you know that the Bloomsbury group had an art school and they had a literary school. He had taught the literary school and he became interested in the art school. He started buying these paintings until he had a very nice collection. He said, you know, I don't know what I'm going to do with these when I die. And so, I'm always very helpful and I said, have you considered giving them to the Cornell Museum of Art? (laughs) Oh, no he hadn't thought of that. So I asked Arthur Blumenthal, who was the director of the Cornell Museum, if he would go up to Knoxville and meet Dr. Curry and see the paintings. Well, Arthur was thrilled and so he said we'll have an exhibit. We'll have an exhibit at Rollins of this Bloomsbury School, and then we'll have lectures from the English department. That's something we always wanted to do - to connect the art museum with the other disciplines in the College so this was a natural for that. Well, Dr. Curry was thrilled; he not only agreed to loan the paintings, he wrote the catalogue and you probably have that in your archives. So of course it was beautifully written. Well, he decided that he wanted to leave the paintings to the College. He enjoyed them as long as he lived. Well, for all of these - oh and then he made another big gift for the library - I'm sure you're aware of that - because the library is very close to his heart. When all of these gifts were added up, it came to over a million dollars. At that time faculty chairs were a million dollars, so I asked President Seymour he if he thought it would be appropriate to name a chair in English for Dr. Curry. After these gifts were released - Dr. Seymour told Dr. Curry he was going to do this - but after he died, and this money was released, that chair was established. And I think that Socky O'Sullivan is still the occupant. So that is the story of Dr. Curry.

And I tell you about him in detail because this was a happy donor. This is somebody whose life was enriched because he was generous, and that's something that I always look for in any dealings with a donor - a win-win gift - something that the College would benefit from and

something that the donor would benefit from in terms of satisfaction. That is more important to most donors than any tax benefits there may be, the happiness of doing some good in making the world a little better. And of course if the people can benefit their college, that has great appeal. There were so many wonderful people that I met along the line and that's what made my job so much fun. When the phone would ring, I never knew who would be on the other end. Everyone was a delightful adventure.

I remember when we decided to work on the reunion gift program and we never had very good participation in reunions; it's probably much better now. In those days, it was very low; they didn't make much of a deal about reunion. Reunion was every year so there was no excitement. They'd just say, you know come back in the spring, and they usually had reunion the weekend of the art festival. Well those of us in the development program said this is a bad idea because that's going to tempt people to go off-campus. When they come back, we want them on-campus. We want them to know the exciting things that are happening, we want them to hear from faculty members and visit some of the classes, see the students, just get them recharged about the College. So we changed that weekend; we stayed away from art weekend. Now alumni loved to have parties when they come back, and that's fine, they like to go to sports events, and that's fine, but we started working in some lectures and class visits and the faculty was very cooperative when we did that. Then we went on what's called the quinquennial program – have a reunion every five years. You know, people can come back in between if they want to, but make a big deal every five years, encourage people to come back then, and encourage them to contribute to the annual fund in honor of the anniversary. When I'd been at Mount Holyoke the fiftieth reunion class had achieved one hundred percent participation in the annual fund and they gave a million dollars. So I thought, well, these people aren't trained in giving, we won't shoot for that, but we can shoot for one hundred percent participation and the way you get that is that you contact everybody personally; you never do it just by mail. So that's what we did. We had a class committee, every single person was contacted individually, either in person or by telephone, and then they came to me and there were about maybe ten people that had never given anything since they graduated – and this is nearly fifty years. So I said well, I'll call them. So I'd call each one and we'd visit and I'd tell them what was going on, and I would ask for participation, a modest gift, and they said yes, we'll do that. I can send twenty-five dollars; I can send one hundred dollars, something like that. But you see, no one had ever asked them personally and some of them came back. Well, we got one hundred percent. Not much money, but one hundred percent. So then I went to President Seymour and I said, can we do something special to celebrate this, and he said well what do you have in mind? And I said let's ring the chapel bells in honor of the class of 1937. So he said alright, and it was in the summer, things were kind of quiet, but we notified every member of the class of 1937 that we were going to ring the bells for them and if they lived around the area we said come on over. (laughs) Well, that was quite exciting. Wouldn't you like to have the chapel bells rung for you? (laughs) So, what else can I tell you?

WZ: Well, that's really fascinating. Let's go back a little bit. I'm interested about your experience working for the magazine in your early days – is it McCall?

EB: Yes

WZ: Yes, tell us about that experience.

EB: Well, actually I worked for the McCall Corporation and they had various publications. I worked for two of those publications. One was called *Better Living*, which was sold in supermarkets; it was sort of like *Women's Day*, which I think is still around. And then that went out of business. They really couldn't compete with *Women's Day* and so then I transferred to another publication called *The Needleworks and Crafts Magazine*. So in order to be an editor there, I had to learn how to sew, so I bought a book. (laughs) Sort of like computers for dummies (laughs), well, this was sewing for dummies, and I got a little sewing machine. So I learned to sew so I could write sewing directions and then I learned to embroider. I went to night school and worked with somebody who had graduated from the Royal School of Needlework. Then I decided that in order to be a copy editor I needed to know more about the printing process, so I went to night school. There was a school in New York called the New York School of Employing Printers, and this is where the printers learned to be printers and I thought even though I'm an editor, I have to learn about what they do so I can work better with them. I didn't want to have an adversarial relationship between the editorial office and the printing people and I noticed there was one. Anyway, I enrolled, I took a course there and I was the only woman in a class of ninety-eight men. (laughs) That was an interesting experience, and in those days I wore a hat and gloves everyday when I went to the office. So, I would show up in a hat and gloves. (laughs) Well, they were very kind to me, and I finished the course and I really felt like I became a better editor because of that and I had a very cordial relationship with the printing department. So, that's what I did, but I had to do quite a lot of writing as a copy editor and editing, and that experience stood me in good stead because I was able to write all my own brochures when I went to Mount Holyoke and when I went to Rollins. That saved a lot of money, because if you can't write your own brochures you have to hire somebody to do it.

So that was – I really feel in my life, all these things have kind of worked together and if we acquire a skill, even though we don't know why, we usually end up using it. I was nervous about public speaking, so I decided that I better get over this, so at my church I used to make announcements and do different things like that until I got over it. Well guess what? Because I could do that, that was the main reason that I got the job at Mount Holyoke, because I would have to train people to do fundraising. And that's why I always advise people to go to Toastmasters and they say, well I don't know when I'll use it. If you have a skill, things are going to work out so you can use it. I understand that Rollins has a Toastmasters group. Do you know about that?

WZ: No, I'm not sure.

EB: Well, they do.

WZ: I know they have a public speaking class –

EB: (speaking at the same time) They have a club. They have a Toastmaster's class, and you want to look into that.

WZ: Sure.

EB: And if you want to come and visit – I started a club here at the Mayflower and our age range is twenty-two to eighty-plus, so come up and visit. We meet every Friday from 12-1.

WZ: Good; I want to ask how you went from an expert in needlework to become an expert in financial advisement –

EB: Well, I was very interested in financial things. It started out with my father; he always did his own income tax and I used to “help him.” So when I got a job, I did my own income tax and I still do it to this day and (laughs) it’s gotten pretty complicated, but I still do it. I haven’t gotten arrested yet. I really recommend that people do their own tax returns. So I was interested in that, and then I had a cousin who was an investment banker. He gave me some IBM stock when I was twelve years old, and he taught me how to look up the stock values and to read the *Wall Street Journal*. Then as soon as I got a job I started buying stock. Well, then so I was interested in it, and I read about it, and then when I went to work for Mount Holyoke College where so many women were suddenly alone, they were widowed or they were never married or they were divorced – people took advantage of them, I felt. This was in the 1960s and women are much more astute now, but in those days some of them were at a loss. And here I am working for a college for women and I thought we’ve got to do something to help these women. So I looked up various alumnus of Mount Holyoke and I talked to lawyers and CPAs and bankers and brokers and I said, will you help me put on a program for women only, to teach them about financial planning? Well, they liked this idea, so we started doing it. We started in Massachusetts and then I went all over the country giving it for various alumnus groups. Mount Holyoke had clubs all over the country, and then other people heard about it, so I was invited to go to other groups to talk to women.

I was very much committed to this, so when I came down here, I asked President Seymour if I could continue my work with women, teaching them about investing. By the way, of course, going to all these programs, I learned a lot myself. And he said, “Yes, are you sure these will be self supporting? Why don’t you go and talk to the Edyth Bush Charitable Foundation, see if they’d be interested in supporting it.” So I went to see David Roberts, the president, and I talked to him about it. Well, he was very excited because his second wife had been a widow before they were married and he used to help her with her finances. He said I know that women are taken advantage of, so he said we would be glad to support this. I went and I showed him the program to the first one, and he said oh, this looks interesting, I’d like to come. Well, that was a problem because it was for women only. All the speakers were women. I knew one man in the room would make the ladies feel shy. “Oh,” I said, “I’m terribly sorry, but you can’t come, but why don’t you send your wife?” So he did. So that’s how that started.

Well, Mr. Roberts was also interested in the financial luncheon group, and I went to it, and they got brokers and other speakers, trust officers – but I thought it could be so much more. And so I went up and I said, “Dave, wouldn’t you like Rollins to help you? We have some wonderful professors in the Crummer School.” (laughs) “Oh yes,” he said, so Rollins became a sponsor. And then the University Club of Winter Park wanted in, and so David Roberts said, “If you admit women” – the University Club did not admit women until 1981 and David Roberts said, “We will not take the financial programs to the University Club until you admit women as full members, and I want Elizabeth to be the first women member.” And so he went to President Seymour who told me I had to join, so that’s how I became the first woman member of the University Club and it was not very easy.

WZ: Were you also the first female president of the club?

EB: Yes, the first woman president. It was a few years later before they were ready for that. (laughs)

WZ: That's really amazing. You also developed a talk called "Putting the Fun Back in to Fundraising."

EB: Yes.

WZ: That sounds so interesting. Tell us more about that.

EB: Well, fundraising is fun. Well, I think I sort of explained why it is. It's the people that make it fun, because you get to know people and you find out what their dreams are, sometimes there is something you can do to help them realize their dreams. I worked with one woman who had a brother who was a spend-thrift and as long as she lived, she gave him a little money. But she said you know, I don't know what's going to happen when I die. If I leave him a lump sum, he's going to go through it. So I said, do you think you want to set up a trust for him? So I explained to her how that would work. The income would be doled out to him in quarterly payments. He might spend the whole quarterly payment, but there would be another one coming along in three months. Well she liked that idea, so she set up a life income arrangement for him. We helped solve her problem. But the only way you do this is to know people. You don't do this by sending them letters, and that's the mistake that a lot of fundraisers make now is that they just mail out these reams and reams and reams of letters. In fundraising that's what we call the shotgun approach. The better approach is the riffle approach. You take aim and fire. (laughs) So, it really is all about helping people find the win-win gift and that's what makes it fun. Now, sometimes somebody's going to turn you down, but you shouldn't take it personally. I used to say to some of the volunteers, now think about it. The donor may have refused to support right now, but maybe you're asking for the wrong thing at the wrong time. And then think further, has your house burned down, has your husband left you? No, no. Well, your life hasn't been ruined by this. Just keep thinking and pick the person up on your way back.

Well that happened with a donor that I worked with at Mount Holyoke. He was so offended – this is one of the trustees – when somebody he wanted to give a lot of money gave \$10,000 to the campaign. They lived close together. And I said, "Bill, we just haven't found the right thing so why don't you get to know him better and then we will have some guidance about what to ask for next time." Well, Bill did that. He got to know him and then we were putting up a new building – a faculty-alumni student center. Bill talked to this man about it and he perked right up. "Oh," he said, "That sounds interesting. I'd like to know about that." So, he and I talked about it and he – this man used to like to low-ball everybody. So he said, "Well, now if I gave \$40,000, what could I get for that?" Oh I thought a minute, I said, "A broom closet, but a very nice one." Well, you see, I knew this man and I knew he had a sense of humor. Well, he called back the next week, and he said, "What could I get for \$200,000?" "Oh," I said, "You could get a very nice bedroom for that – a bedroom and bath." So I said, "Would you consider naming the building?" "How much would that take?" "\$700,000" "Oh, that's too much." You see, you're dangling the hook. (laughs) He calls back. "Well," he says "I think I could come up

with \$500,000.” Well I said, “Let’s talk about various ways of funding,” so we ended up putting together something from him and his foundation. Those days we had tax shelters that were burning out and it’d be a big tax hit for him, and whereas if he gave them to charity, under the law at that point he would avoid the gain. So we put together a package payable over a number of years, but this is a man of mature years and I knew that if a person dies and a pledge is in force, his estate has no obligations to honor the pledge unless you have a written agreement so that was my next job – to get him to execute a document saying that this pledge was binding on his estate. You always have to protect your charity because you go ahead and put up a building and then you can be stuck with it. That happened to the Metropolitan Opera. One of their donors was the a hedge fund manager and he lost his money. Well, they took his name off the rotunda. (laughs) So, anyway, this was the happiest donor you ever saw. Every time he was traveling in that area, he wanted to go for dinner at the Willits Hallowell Center. He named it for himself and his wife, who was a Mount Holyoke alumna. He’d call up and he’d say are you free for dinner? So we’d go over there and have dinner, and he’d call it his “oasis of tranquility.”

WZ: That’s great. I forget, you mentioned that you need to be done by what time? I just wanted –

EB: I need to be through about two.

WZ: Okay, so we have a few minutes left. So how do you view your Rollins career? I remember that you received a William Blackman medal, right?

EB: Yes I did. I was very honored. I should have worn it (laughs).

WZ: Yes. So tell us about how do you see your Rollins career?

EB: Oh, I enjoyed it immensely. I stayed for thirteen years until I felt things were well launched. And then I had a dream. I had never had my own business, so I left in ’93 and I took a sabbatical. I’d never had a sabbatical. Administrators didn’t get them – I took a year and I thought I’m going to do something rewarding, so I joined Toastmasters and got my first certification, and then I started a consulting practice. My first client was Rollins. They asked me to come and train their Planned Giving people. And I worked first with Marina Nice and then with Dan Linquti and then with Bob Cummins, all of whom became good friends. And then I had some other clients and I loved it – loved doing the consulting, but I do cherish my years at Rollins. I’m still in touch with a lot of the people and I suppose you know the College made me an adopted alumna, and I’m very grateful for that, so I support the annual fund every year; I know what an alumna should do. And the library’s always been very close to my heart and it still is. You probably know that I used to administer the development end of the Book-A-Year program and I wish they’d give that more visibility.

WZ: Great. Anything else you’d like to say before we close?

EB: Oh, I think Rollins is wonderful, and I am proud to be an alumna.

WZ: Thank you.

EB: Any questions ladies? Well, tell me a little bit about you. What years are you?

JR: Well, I finished my freshman year this year, and I'm a history major.

AA: And I'm an English major. And actually you were speaking about Dr. O'Sullivan and I'm one of his students. And he came to interview with us as well.

EB: Really?

WZ: So, he's part of this round of oral history interviews that we are working on his transcript along with yours. So, we really appreciate your time and thank you for all your contributions –

EB: You're welcome.

WZ: – and for helping us preserve this history of Rollins College. Thank you.

EB: Well, I'm honored to be in the archives. I thought it was a little premature. Usually they wait until you're dead.

WZ: Well, we want to catch it while the memories are still fresh. Thank you.

EB: You're welcome.