

Mike Beirne (1937-1983) video:

This is a video produced as a sales training tool with my brother Mike as Jeff Bailey. It is available at the link (see below) but it does take some time to load, according to several people who tested it for me.

During the 1960s, Mike's acting career had taken him into a number of venues. In 1964, I was visiting with him and we went to the World's Fair in NYC. He walked me to a central kiosk where he was the main person in a GE marketing video that millions would eventually see. Of course, after we saw it, I was more interested in experiencing the Schaefer beer pavilion and, what was then, the world's longest bar!

This video is one of a series of training films with Mike as the main person. He once told me about doing it but I had not seen it. I shared it with our old and dear friend Chandler Warren and we think that it was done circa 1970-75.

I received this video as a VHS tape from a neighbor about 24 years ago right after we relocated back to Charlottesville. We had an open house to greet and meet people. One of the neighbors was downstairs in our billiard room where I had a poster of Mike from one of his performances.

Later, when we were back upstairs, she inquired:
"Where did you get the picture of Jeff Bailey?"
My reply: "I don't know anyone by that name."

"Well, you have his picture downstairs."
She then walked me downstairs and pointed to the picture.
I told her: "That's not Jeff Bailey; that's my brother Mike."

We had quite a chat after that. It turns out that she and many of her colleagues worked for Xerox Learning and that Xerox Learning developed a series of training films about "selling." All of them included Mike as Jeff Bailey, the consummate salesman.

I guess that I had heard Mike say something many years ago but did not know the details. I was told that there were thousands of people who had been impacted with these training films and that Xerox had exited this business many years ago. I asked if anyone had any of the old videos and my neighbor was able to get me just this one.

I have had it for years along with some other videos of various family members and occasions. I converted all of them to DVDs but still struggled with how to share them before anything happened and then no one would know who these people were/are. So far, I have done 3 videos on UTube but they rejected the one below because it is too long (22:27). Therefore, I posted it on another site that is slower to load so give it chance.

I hope that you enjoy seeing Mike and the various attire and habits from 40 years ago.

<https://www.yousendit.com/download/UIRSOU1YTkF6NE13anNUQw>

Ken

Ken Beirne

www.Beirne.com