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"Our first two years were a shake down." 2 senses getting office procedures working and getting a settled reputation back home.

✓ As to second item: "When he ran against John McClellan in 1970, he got tagged with the liberal label. The problem was that he couldn't raise any money in Arkansas because McClellan had all the sources tied up. Labor wanted to defeat McClellan because of his anti-labor record, and so they gave us money. McClellan wrapped Pryor in the liberal-labor flag. Then when Pryor became governor, the state was in such a mess that he got the reputation as a conservative--as a fiscal conservative anyway. When he came up here people were a little unsure of just what kind of Senator he was going to be. So we spent the first two years demonstrating that he's not as conservative as some people thought he was, but not as liberal as McClellan had painted him. Our polls show he's got 95% name recognition and an 85% approval rate. In fact, right now he's the most popular politician in Arkansas."

Do you get some of that popularity by comparison with Bumpers? "Yes we do. Bumpers staff has the reputation of being arrogant. People will go to his office for help and they will say to them 'Why are you coming to us? We can't help you. Why bring your problems here?' If anyone said that in our office Pryor would have him fired. If we can't help you ourselves, we will find out who can and arrange to have them talk with you. People come into our office all the time and say how much better they were treated by us than by the Bumpers staff. I assume those people go back home and talk."

He spent a lot of time talking about office procedures. "I think we have one of the most effective constituency operations around. Pryor cares a lot

about how people are treated when they come to the office. Are they treated right? Do they get to see someone who can help them? Do they feel at home? We give out a little packet of information and passes to people who come in. If he meets them in the hall, he'll ask them if they got there passes. If they say, 'no' he'll come back in the office and want to know why. He gets very upset if each person doesn't get the best possible treatment. He gets very upset, too, if the mail doesn't go out in a timely fashion or if he hears that someone back home gets the wrong letter. We have a big direct mail operation--letters to lawyers, auto dealers, doctors and so forth. And for a while we heard from people back home that the mail wasn't getting through to the right people. It took us a year or more to straighten out. Twice a year we have a meeting with the top people in the Washington office and the home office. For the first year and a half or two, those were the things we would talk about almost exclusively. Are people getting their White House passes? Are we telling people who have their White House passes that they can also go to the FBI? Is the mail being answered in a timely fashion? We had a girl who fell in love, couldn't concentrate and got way behind in her mail. Those were the problems we talked about. Now, those problems have been ironed out and the constituency operation in Washington is running smoothly. So we have begun to talk in our recent meetings about other things--broader things (like what?)-- improving our constituency operation back home. We have moved our agriculture aide to the state; our water projects aide is back in the state. We will have one person on the road almost all the time-- showing our slide show, "A Day in the Life of a Senator" to junior high groups. We have shifted from office procedures to broader constituency concerns."

His idea and description of the shake down followed his comment that, yes, the idea of change over time did make sense."

He started by saying DP would be spending time on defense procurement issues.

With the nursing home, with consultants, with defense contractors and with tomorrow's projected speech on "lunacy of buying security--we can only get security by negotiating with the Soviet Union."--he begins "with a sense of outrage about some part of the process, some part that is not working, and then he gets curious as to why it isn't." He agreed that DP "needs a cause."

"Tomorrow's speech started with his outrage over the death of Sadat. He visited the Middle East and Sadat impressed him so much that he came back and wrote a speech calling him "the greatest world leader." We toned it down by putting in 'one of the greatest.' But when Sadat was killed, he went back, in a speech, to 'the greatest.' He was in Little Rock to talk to the Rotary; and he was so upset that he decided that instead of giving his usual Rotary Club speech on 'what's going on in Washington and what it's like to be a Senator,' he would give a substantive speech on national security. So he gave a speech, really, on the lunacy of trying to buy security, that the only way to get security is to negotiate it with the Soviets. It went over very well. We've had 80 or 90 letters, from people who heard it or heard about it, saying how much they liked it. I'm sure there are those who think we need to build up the military till we outdo the Soviets, but we haven't heard from them. He's decided to give the same speech on the Senate floor tomorrow."

I said it was like trying it out on main street first and he agreed. DP may not have thought about it that way--but it is a connection between home and D.C. Had his speech bombed, in Little Rock, he would not have given it in Washington. Bruce Oppenheimer dress rehearsal idea - but it's more like trying it out in New Haven--. But not that either, because in this case, he really wants to see how constituents respond and they are the ultimate

judge, whereas in a play, New York is the ultimate judge. This is a case where the play moves from New Haven to NY and back to New Haven for final judgment.' Or, Little Rock to Washington to Little Rock.

Bill
Lindsay
He talked about how "Pryor gets edgy or nervous or itchy when he's sitting around. When the Democrats los the Senate, some people said, 'Senator you should use the next two years to think.' But he is uncomfortable if he isn't doing something. He can't sit still. Whenever someone comes up with a good issue, he'll say 'How come we didn't think of that?' Or 'I wonder what staff thought that one up.' Yesterday, when Gary Hart proposed boycotting Libyan oil, because we are financing terrorism, he came back to the office and said "Why didn't we think of that?"

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There is a restlessness about him that is related to his need for a cause. Bruce used the idea of "outrage" a lot and said at one point "he enjoys bucking the establishment."--that was said, I think, re. nursing home thing-- but it may be a clue to his attitude on consultants defense procurement etc. his comfortableness index at home - less at home at country/^{club}in Little Rock. Did he knew Stewart? Like him?