



Hunter Murray
Director, Life Sciences
Haystack Associates

Glenn,

Every year as school comes to a close, I think back on my time on the bookfield. It was an extremely hard, but rewarding time in life. We worked hard and then played hard during the school year. I still remember going to see UT open the football season in the Rose Bowl against UCLA. It was nice to have the freedom to make those trips with other bookmen. I really enjoyed the trips to the islands and the growth that I experienced during my four years.

I calculated that I knocked on some 20,000 doors and sat down with almost 5,000 families. You can learn a lot about dealing with people in that amount of time. What now comes as instinct in social situations, I learned on the bookfield. It was great to learn to relate with people of all ethnic backgrounds, personalities and classes. I also appreciate the stories that I have to tell from those times. I think that I faced my toughest enemy when I faced myself. The friendships that I gained during that time still flourish to this day. I went through a lot with those men and women. It is almost like we went to war together. As a team we faced the highest highs and lowest lows and we were there for each other. There is an inherent quality to the people who can make it in this job.

I now do executive search work with biotech and pharmaceutical companies. My Summers with Varsity were not only the reason that I got the job, but the skills I learned knocking on those doors help me in my approach to this day. I still appreciate the book selling experience because it drove me out of my comfort zone and drove me to a point where I was unwilling to accept mediocrity. There was a point during those summers when it was no longer good enough to work hard everyday. The results had to be good and they had to be consistent. I had to be an example to those around me. Our group had to see me pressing on at all times and sticking with it. Many times I wanted to coast, but I couldn't because Sunday meeting was coming. As I now look at my life as a committed disciple of Christ. I find the same principles at work. I now disciple several groups of men. My life is bound up in Christ and I still have a group of men watching my life and learning from me. There are times that I want to coast in my faith, but I can't because I represent Christ and He has me here for a purpose.

The book field taught me how to pace myself and develop margins without simply coasting. There are always people who are looking to leaders to see if they will compromise or become indifferent about what they say they value. I do not wish to think about what my life would be like had I never carried a bag. In tough times I learned to mentally suck it up and take that next step and knock on that next door. I use book examples almost everyday and each day I operate within the habits that I have formed.

The disciplines that I have gained, learning how to say no to my emotions and my focus will always guide me in my relationship with Christ, my relationship with my wife my son, and my work. The Lord humbled me during those times and taught me to depend on Him. I am glad He did. Thanks for giving me the opportunity.

Hunter