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Dear Nate and Ron,

As I reflect upon my Southwestern experience, it's hard for me to believe that it has almost been 10 years since I first picked up my teal bag. I have to admit, every summer there is still a small part of me that thinks, "I could do really well in this neighborhood!" ☺ Alas, I am getting old and now working in the corporate world...and loving every second of it.

How do I begin to summarize what I conclude is one of the most formative experiences of my life? Fittingly, with a quote I thought up as a result of my three summers of knocking on doors along the Mid-Atlantic coast:

"The greatest yet most underutilized asset, on this Earth, is each other."

To me, any success I've had in life up to this point is due to this very fundamental lesson. Selling books is this unique, paradoxical experience in which one faces utter loneliness and introspection while, at the same time, being supported and loved on by many, like never before. It was in that period of being broken down and then built up by my org, summer after summer, that helped make me the man I am today. The friends that I've made (my first roommate, Tommy, is going to be the best man in my wedding) and lessons that I've learned have enabled me to stand above most others.

The vast and very diverse "problem solving" situations one faces in even one summer of selling books empowers them with wisdom that commonly takes decades to acquire. The truth is, I rarely using any of my business school education in my career, whereas, I use my bookfield knowledge on a daily level. Whether it be public speaking skills, problem solving in situations where there may not be a clear answer, working collaboratively with team members who are immensely different than me, or even something as simple as maintaining a P&L record for my business group - these are daily occurrences where I draw upon my bookfield experience.

Simply put, I believe selling books is one of the most valuable experiences any college age person is privileged with.

Thanks for all that you continue to do (*You Do a Good Thing!*),