



## DAVID HALE HILTON “Spirit of ’51” Award

Dave, when we first gathered here in Hanover in the golden autumn 50 years ago, you were an earnest, shy, slender (some even say “scrawny”) kid from Evanston, and there still was red hair under that pea green beanie. But it didn’t take long for others to see that beneath your discipline and drive there was a great sense of humor, an infectious laugh, a penchant for a little wackiness. You did a mean imitation of Nat King Cole. When they dubbed you “The Red Ant,” it was with affection. In your careful, determined way you made your mark, as advertising manager of the Aegis, member (and treasurer) of Alpha Delta Phi, Green Key, the Undergraduate Council, Casque & Gauntlet and Palaeopitus.

You chose Tuck School, and your friends thought it perfect casting when you went on to accounting with Arthur Andersen & Co.; you seemed just the guy to excel as an “inside man” in an “inside” field. When you applied, two years later, to sell insurance for Northwestern Mutual, their psychological test indicated that selling should be anything but your forte. Boy, did you show them! You trudged through 253 “no-sale” calls in your first nine weeks, then quickly became a superstar with a permanent chair at the Million Dollar Roundtable. In your 38-year Northwestern career you sold an astonishing total of \$458 million in policies. You were to American life insurance what your fabled idol, Michael Jordan, would become to basketball. The Wall Street Journal front-paged your talent for planning and your unparalleled work ethic. But your real secret was known best only to your clients. You reasoned rather than hustled, low-keyed it rather than high-pressured. You earned their abiding trust and proved it well-deserved.

Outside the office, too, you were a prodigious steward. It was only fitting that you first met Ginny at church, for faith has been a cornerstone of your fine marriage. In 1952, as our first head agent, you set an Alumni Fund record for a newly graduated class, and you have kept on giving back to Dartmouth ever since. You wrote the book on deferred giving, serving 20 years as class bequest chairman and heading the Alumni Council Committee on Bequests and Trusts through the Will to Excel Campaign. You’re class vice president now, as we head toward our milestone 50th reunion. At home, you’ve put in years as governor and chairman of the Winnetka Community House, and you’re now a village father, sitting on the board of trustees.

Ever the Renaissance Man, you’re still going to class, zestfully plumbing the verbosity of Proust; no great book or old master is safe from your inquiring mind. But nothing else counts when Jordan and the Bulls are playing, and you even keep a candle burning for those hapless Chicago Cubs. And so, Dave, when it comes to conferring this solemn honor, you are simply the Man for All Reasons. Through every walk of a truly admirable personal and professional life your achievements have been stellar, your role models exemplary, your care and affection for friends and colleagues heartfelt, your modesty and humility unmatched. It is our privilege to present to you the 1997 “Spirit of ’51” Award.