David McGee loves two things: driving fast and working out. A little less than four years out of college, and he’s been able to incorporate both into his career.

“I’m big into health and fitness,” he said. “It aligns with my core beliefs and my passions. Now, through my job at Eli Lilly, I can help others with their health.”

McGee is a diabetes pharmaceutical sales representative. It’s a job near to his heart because he is helping people who are trying to get their diabetes under control. He’s helping his family. “My dad and grandmother suffer from diabetes,” he shared. “My dad was diagnosed with Type 2 diabetes about 10 years ago. Treatment options have changed a lot since he was diagnosed. Over the phone, I was coaching my dad. Now, he’s losing weight. He’s in control. One thing that melted my little heart was that my dad thanked me for saving his life. That’s not something you expect to hear from your dad.”

The sales industry isn’t typically associated with helping others, but that’s exactly how McGee sees his career.

“People innately want to help other people,” he said. “This is one way I can do that. I am out here to help people. I think this is what God intended for me.”

He moved to pharmaceutical sales about a year and a half ago, after working in the automotive industry following his graduation. As an automotive aftermarket sales representative at 3M, he worked with distributors as well as body shops to ensure processes worked smoothly and effectively. He admits he misses working with cars some days, but thanks to a body-shop-owner-turned-friend he met at his previous gig, he has a place to work on cars and small automotive projects.

McGee said the shift from auto to pharmaceutical sales wasn’t too difficult.

“Sales are sales. It’s not easy being a rep… but I love sales, and I love being an outside sales rep.”
Both jobs have kept the native Texan in the Pacific Northwest, which he loves despite the scarcity of sweet tea. The location and the job challenge him, but that’s why he has stayed. “I’ve been in Seattle for three years for both roles,” he said. “One of the reasons why I stayed in Seattle was for personal growth. Being outside of Texas and away from home is a challenge. I love Texas, Whataburger and my mom. I always want to move back to Texas, but God has led me to everything I’ve done, from going to Baylor to taking my job.”

McGee credits joining the Professional Selling Program as “one of the best decisions he’s ever made,” since it got him on the right career track, but he imagines his career moving beyond outside sales eventually. “I don’t see myself being a sales rep forever. I understand this is where it starts,” he said. “I’m growing my personal skills and personal brand. Eventually, I’ll go inside and do a more traditional 9-to-5—maybe as a vice president of sales or an area manager. That really tickles my fancy.”

Inside or outside, one thing is for sure: McGee will find a way to continue to drive fast and promote a healthy lifestyle.

“I LOVE TEXAS, WHATABURGER AND MY MOM. I ALWAYS WANT TO MOVE BACK TO TEXAS, BUT GOD HAS LED ME TO EVERYTHING I’VE DONE, FROM GOING TO BAYLOR TO TAKING MY JOB.”

‘PHUBBING’ IS CHANGING LIVES, AND THE EFFECTS ARE NOT ALL GOOD

Research on phone snubbing, referred to as “phubbing” by Jim Roberts, the Ben H. Williams Professor of Marketing, and Meredith David, assistant professor of Marketing, has been featured in multiple media outlets. The line of research explores the impact of “phubbing” and phone addiction on relationships, mental well-being and even bathroom time. The research has been referenced in the following media outlets: Thrillist, Women’s Health, ScienceDaily.com, KSL-AM Outlook Series, Huffington Post (Canada), Newsweek’s What’s New, PopSugar, MarketWatch, The Toronto Star, Yahoo! News UK, WWOR-TV, The Conversation, Delaware Online and The Washington Post.

REASONS TO DELAY APPLYING TO BUSINESS SCHOOL

Gary Carini, vice provost for graduate professional education and former associate dean for graduate business programs in the Hankamer School of Business, offers advice on things to consider when contemplating applying for business school. The advice appeared in U.S. News & World Report and Yahoo! Finance.

HOW TO CREATE BETTER WORK-LIFE BALANCE AND TAKE BETTER BREAKS

Recent research from Emily Hunter, associate professor of Management, looked at how technology is blurring the boundaries between work and family, which can have daily consequences on workers. The research was referenced in Nebraska City News-Press. In addition, research from Hunter and Cindy Wu, associate professor of Management, shows that workers who take regular breaks have more stamina, especially if breaks are taken earlier in the day. The research has been featured on WBOC-TV, WWOR-TV, Rochester Business Journal, Killer Startups and TIME.

SOCIAL SECURITY INSIGHTS

William Reichenstein, The Pat and Thomas R. Powers Chair in Investment Management, continues to share his Social Security expertise on various platforms, including WealthManagement.com, The Wall Street Journal and AARP.

CENTRALIZED PATIENT-CENTERED MEDICAL HOME MAY REDUCE BURDEN ON PRACTICES

Although centralized patient-centered medical homes (PCMH) reduce burden on practices, overall, time and cost remain significant and should be weighed against the mixed evidence regarding their impact on quality and costs of care, according to research by Neil S. Fleming, clinical professor in the Robbins Institute for Health Policy and Leadership. The research was featured on Wealal.com.

PROFESSOR LENDS NONPROFIT, ENTREPRENEURIAL BUSINESS EXPERTISE

Peter Klein, W.W. Caruth Chair of Entrepreneurship, professor and director of the Entrepreneurship PhD Program, lent his expertise on nonprofit entrepreneurship, and the differentiation of government and business leadership. Klein’s insights have been featured in The Atlanta Journal Constitution, Nonprofit Quarterly, the Wixes Institute and Business Insider.

THE EFFECTS OF HURRICANE HARVEY ON THE TEXAS ECONOMY

Tom Kelly, professor of Economics and director of the Center for Business and Economic Research, was quoted in a story about Hurricane Harvey and its potential to damage the Texas economy on CNN Money.

FOUR BAD HABITS EXECUTIVES SHOULD NIX

Andrea Dixon, executive director of Baylor’s Keller Center for Research and the Center for Professional Selling, was a featured expert in an article in The Economist about career-limiting habits and behaviors C-suite executives should avoid.

SELF-BELIEFS SHAPE DEFINITION OF LUXURY

A recent study by Jaeshin Kwon, assistant professor of Marketing, looks at the way consumers’ self-theories interact with luxury brand values. The research suggests unconscious self-beliefs influence what people value in luxury items. The research was featured on PhysOrg.

BAYLOR BUSINESS / MAKING AN IMPACT AROUND THE GLOBE