Russell W. *Gluck* Dozier, '21 bus., led all Oklahoma insurance representatives in the volume of business sold during 1930. During the same year he ranked third nationally in sales in his own company. While in the university, Mr. Dozier founded *The Whirlwind*.

A life insurance leader

The late lamented war, they say, taught the American people the value of life insurance. That was one service the government rendered the people—it made them conscious of the necessity of making life's uncertainty less uncertain, as far as dependents are concerned.

More and more, alert university graduates are entering the life insurance field. Selling life insurance is no longer a mere matter of salesmanship; it is a service, just as a doctor is consulted as often to prevent disease as to cure it. The modern life insurance representative is therefore a professional man, who will take your own particular problems concerned in building an estate and help you create for yourself something you can leave to those dependent on you.

In the roster of the Massachusetts Mutual Life Insurance Co. are a number of Sooners, as the list of representatives carried in The Sooner Magazine advertising pages reveal. The veteran in this group is also the state leader in the volume of business done. He is Russell W. Dozier, '21 bus., of Oklahoma City, and known to hundreds of Sooners as "Gluck."

Mr. Dozier enrolled in the university in 1917, was a member of Phi Gamma Delta and other campus societies. As Mr. Dozier says with amusement, "I belonged to several clubs that we thought important at the time we were in school but which have long since been kicked out so it is needless to mention them."

Mr. Dozier was in the university in the somber after-the-war days, when young high school graduates mixed with older men just back from France, when credulous youth rubbed elbows with serious middle-age. There was a spirit of unrest abroad, natural enough, after the uncertain days of the war, which manifested itself in the then famous protest Tully Nettleton, '23 journ., of Boston, and several others made against continuation of military training on the part of the S. A. T. C. members. Prexy Brooks came to that meeting in the auditorium of the new education building and dissuaded the militant anti-militants from being too militant.

The Jazz Hounds were organized about then by Campbell LeFlore, '21 sc., the D. D. M. C. got into a shooting scrape, and things were happening right and left. Mr. Dozier sensed that what was needed by the sedate campus was something to lighten the seriousness of things. The Ruf Neks thought the Jazz Hounds amusing, but then, the Ruf Neks were a prejudiced lot anyway. And then too, the University of Oklahoma was becoming a university in the real sense and so was taking itself seriously. It needed a leavener.

The leavening was what Mr. Dozier supplied in the form of a humorous magazine, *The Whirlwind*, which he founded around 1920, and served as its first business manager, Hal Crouch, '23 law, of Tulsa being the first editor. It was the university's first attempt at a legitimate humor magazine, although not the first humorous publication on the campus. There are faculty members like C. F. Giard, Larry Moran, H.H. Herbert and others who will today be startled slightly when you mention the *Mollycoddle*. Once there was a *Mollycoddle* with which the honorable members of Sigma Delta Chi had nothing to do, but which did interest the ministers of the town of Norman exceedingly. They were around Prexy Brooks' neck like nobody's business and Prexy had Messrs. Morgan, Giard, Herbert, T. H. Brewer, Jesse Rader, '07 arts-sc., and other unfortunates up on the carpet. Absurdly, there must be no more *Mollycoddle* if the state was to continue as the means of livelihood of these professors, said the administration.

It had been some time since Sooners had made a dash for the Spoonholder to get their copy of the celebrated *Mollycoddle*. They were ripe for something light. They got it in *The Whirlwind*. Since then, it has remained the humor magazine of the campus, sometimes in hot water, sometimes not, but the "not" times are not as often as the other.

On leaving school Mr. Dozier went with the Massachusetts company. It was his forte. Every year but one he has led his company in Oklahoma in sales, and in 1930 attained the greatest volume of business, considerably over a million dollars.

The Underwriters association in Oklahoma City credited him with having paid for more business in 1930 than any other representative in the state of any life insurance company. With his own company he attained the third highest rank in the United States, only two other representatives exceeding his volume of business.