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June 3, 2015

Dear Women of Influence: Business Owner of the Year Selection Committee:

Stress...doubt...worry...anger...frustration...guilt...shame...panic...despair...Few topics in life evoke as many negative emotions than those experienced surrounding personal finances.

For over two decades, individuals and families have secured their financial provisions by putting their wealth to work with Gilbert & Cook.

Linda Lundstrom Cook, CFP® founded the firm in 1993 at the age of 28. Her early career in investment planning with a major financial corporation helped her refocus her goals as a strategic financial planner that focuses on building lasting relationships with clients. Linda set out to truly understand her clients, listen to what they wanted to achieve, and find the right solutions to meet their needs. She is dedicated to empowering a unique group of people to live a life of abundance.

As her company has grown and changed, one thing hasn't changed. Linda is committed to an ethic of integrity and a belief that deep client relationships are an essential business ingredient. The emotional needs of those served by Gilbert & Cook are as important to her as are their financial needs. This is a commitment Linda has woven into the cultural fabric of her organization since 1993.

Linda has received many honors and awards including:

- The President's Award: VSR Financial Services, Inc.
- Des Moines's Forty under 40
- The Top 50 Independent Broker/Dealer Women Advisors in 2011.

She is a proud graduate of Greater Des Moines Leadership, a Board Member of the Entrepreneurs Organization (Iowa Chapter), and serves on the University of Northern Iowa Foundation Board.

She is also the Past President of both the Financial Planning Association of Iowa and the CFP Iowa Association.

There are many qualities that the Women of Influence Selection Committee will consider when choosing the Woman Business Owner of the Year in 2015. More than 20 years of business success and growth, respected reputation, commitment to building the next generation of leaders, visionary leadership, integrity and impact on the lives of others are just a few of the qualities that make Linda Cook a strong candidate for this important honor.

At a time when female business owners are still too rare in Iowa, Linda Cook is a role model. So much of Linda's influence is carried out quietly and often behind the scenes, with no expectation of recognition. Her reward is in the positive outcomes and the inner knowledge that she has made a difference. I give my strongest recommendation for Linda Cook being honored as the Woman of Influence Business Owner of the Year and am pleased to provide a more complete reference. I can be reached at 221-2318 (ext. 202) or by email at rcrosbie@tero.com.

Sincerely,



Rowena Crosbie
President