

D. J. Fisher Properties, LLC

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DAVID J. FISHER

Chairman

5-24-2016

To: Des Moines Business Record

Re: Nomination of Deb Pulver for Woman of Influence Recognition

I highly recommend Deb Pulver for the honor of Woman of Influence. We have been acquainted since 1983, first as a business associate and then as a very close friend.

In 1983 Deb joined the Onthank Company as we were starting a new business within the company - the distribution of interior window treatments. She was our first employee in this business. Deb had recently graduated from Iowa State University and had little experience in sales management.

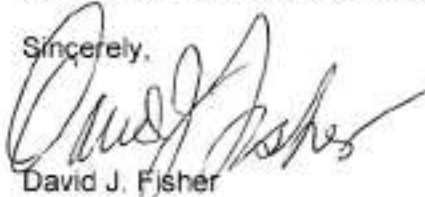
This window treatment business we purchased was generating approximately \$350,000 in yearly sales. Soon we saw that Deb had the talent and passion to build the business. And she did. She hired the sales staff and organized the internal organization. In addition she traveled Iowa and Nebraska establishing decorators, designers, furniture and carpet stores as Onthank Co. window treatment customers.

In my 54 years of building and running a business she was the best associate I ever worked with. She had talent and the ability to attract associates and customers to our company. She built the window treatment business to \$2,500,000 in sales. Quite an accomplish.

Since Deb retired we have remained good friends. I have followed her many interest in our community. She has applied her many talents to several charitable organization. One of Deb's newer charitable focuses has been her support of Blank Children's Hospital and many UnityPoint Health - Des Moines projects. Starting and organizing Strands of Strength has helped so many women. Deb, being a cancer survivor, knows the benefits Strands of Strength recipients receive. She has put her heart and soul into the project and that has made it so successful for so many women.

It is an honor to recommend and provide support for Deb Pulver to be a recipient of the Women of Influenced honor. She is the best!

Sincerely,



David J. Fisher