



May 10, 2017

Des Moines Business Record  
The Depot at 4<sup>th</sup>  
100 4<sup>th</sup> Street  
Des Moines, Iowa 50309

Dear Selection Committee,

It is with great pleasure to offer my recommendation of Rachel Flint for the 2017 Business Record Women of Influence Award. Rachel is a leader for Hubbell Realty Company and the Hubbell Homes brand and has worked her way up the ladder to the Vice President role she holds today.

As the CEO of Hubbell Realty Company, I've had the opportunity to work with Rachel for more than 13 years. Her ability to communicate, strategize and lead has allowed her to progress from Hubbell's Public Relations Manager, Director of Marketing, and Sales Manager to the Vice President of Hubbell Homes. As a woman, she has not only persevered, but prospered, in what is widely-known as a male-dominated industry by overseeing multi-million dollar home building operations in Iowa and Florida.

In 2016, Rachel was named the Builder and Member of the Year by the Greater Des Moines Home Builders Association but most notably, she's been a leading member of the Skilled Trade Alliance- a program aimed at Des Moines metro youth getting hands-on experience in the skilled trades. Students work alongside industry leaders, including Hubbell professionals, to increase their interest in trades and skilled trade careers. Rachel has also been named Des Moines Business Record's "Forty under 40" and has played a huge role in Hubbell's Extreme Builds, including "9 Homes in 9 Days for 9 Families" in 2009 and "Cabins for Campers" at Easter Seals' Camp Sunnyside in 2013.

In the community, Rachel continues to be a leader. She currently serves on many boards including the Des Moines Arts Festival, Des Moines Junior League Member, National Association of Home Builders & United Way Women's Leadership Circle, to name a few.

I am confident Rachel goes above and beyond the requirements needed to award her with the 2017 Women of Influence Award. She is passionate and dedicated to the Des Moines community and will only continue to inspire and empower women in the real estate industry.

Sincerely,

A handwritten signature in black ink, appearing to read "Rick Tollakson", written in a cursive style.

Rick Tollakson, CEO Hubbell Realty Company