Des Moines Business Record C/O Jason Swanson

100 4th Street

Des Moines, IA 50309

RE: Women of Influence – Jan Berg Dear Mr. Swanson,

It is my absolute pleasure to recommend Jan Berg for recognition as a 2018 Woman of Influence. Jan and I have worked together at CBRE | Hubbell Commercial for over 15 years. As an industry leading advisory and transaction professional with over 26 years of experience, Jan’s client roster has ranged from global brand names such as General Dynamics and Price Waterhouse Coopers to local organizations such as Des Moines Public Schools, Kinzler Construction, The IMT Group and Gong Fu Tea.

Simon Sinek is a well-known author, speaker and business consultant. His Ted Talk – “Start with Why – How Great Leaders Inspire Action” has been viewed 4.6 million times on YouTube. Before YouTube and Ted Talks were invented or “Start with Why” was eloquently introduced by Mr.

Sinek, Jan’s “why” to “PUT THE CLIENT FIRST – ALWAYS” had been in practice for many years. This philosophy has served Jan and her clients well and has led to a body of work within the commercial real estate industry that is highly respected across the Midwest.

An example of Jan’s unwavering approach to her clients’ real estate requirements is captured in the following thank you letter that I received in April 2018 from one of her clients.

“I’ve worked with Jan several times since 2010. She’s an excellent commercial broker. One of her greatest skills is her ability to fully understand her client’s needs and find the right environment to meet those needs at the right price point. Combined with her very thorough knowledge of the greater Des Moines commercial real estate market and savvy negotiating skills makes her a trusted and gifted agent. I can rely on her to provide ethical, wise, perceptive and personalized advice and service. I unconditionally recommend her to anyone needing an experienced, hardworking, exceptional real estate advisor.”

Cal Meuzelaar LISW

Des Moines Clinic Manager

Pine Rest Christian Mental Health Services

The industry has recognized Jan’s hard work, excellent client outcomes and ethics with multiple

awards that include but are not limited to:

* Iowa Commercial Real Estate Association Broker of the Year – 2009
* Downtown Des Moines Community Alliance Broker of the Year – 2009
* CBRE|Hubbell Commercial Transaction Leader – 2009, 2011, 2012
* CoStar Power Broker – 2015

Jan gives her time to participate and lead many industry organizations – CCIM Institute, Society of Industrial and Office Realtors (SIOR) – National Officer, Programs Committee and Education Committee, Iowa Commercial Real Estate Association – EXPO Planning Committee, Commercial Real Estate Women member (CREW both local chapter and within the CBRE organization).

I have had the good fortune to work alongside Jan and observe her approach to business and, more importantly, life. Many would agree with me that the word “CLIENT” in Jan’s “why” could be easily substituted with:

“PUT THE CLIENT/COMMUNITY/ENVIRONMENT/FAMILY/FRIENDS/COLLEAUES/MENTEES FIRST”

Jan has built an outstanding career and a great life by putting others first, giving back and in turn leading. Thus, I believe Jan Berg would be an excellent representative of the Women of Influence.

CBRE|HUBBELL COMMERCIAL



Kyle A. Gamble

Senior Vice President & Managing Director

Cc: Harrison Kruse Rick Tollakson