May 22, 2019

2019 Women of Influence Business Record

100 4th St SW

Des Moines, IA 50309

Dear 2019 Women of Influence Selection Committee:

This letter serves as a recommendation for Nancy Anstoetter for the 2019 Women of Influence. I have had the pleasure of knowing Nancy for over 25 years. I have had the opportunity to experience her leadership in business meetings, community events, while also being gifted with her dear friendship. She is a caring and incredibly smart woman of many talents. But, most importantly - her integrity, ethics and character is second to none. Each and every day she demonstrates “HOW” others should go about leading and helping others. Nancy is a role model and sets the bar very high for others to aspire too.

As a woman business leader at Wells Fargo, her role requires her to build trust and respect from high net-worth clients. Without her intellect, interpersonal skills and integrity she would not be able to be the business leader and confidant she is to so many affluent customers for our company. She emulates the brand and is a top advisor to her clients. Her leadership has directly resulted in our company’s ability grow and succeed in our Wealth and Financial Advisor business. She is compassionate and is always available for her clients’ needs, 24/7. She is a calm, sound and a powerful influence in the decision making process, helping gain the client’s confidence needed for financial planning and retirement security. She has an eye for opportunities, thinks broadly and connects key stakeholders to accomplish these goals.

Nancy is very active in our local community and volunteers for non-profits she is passionate about. She sets the standard by her own personal giving and commitment to the greater Des Moines community. While working in the community, she is highly engaged, works hard and speaks a voice of reasoning. She deeply cares and is very passionate about making a difference. She is not a person who seeks the spotlight and is often seen shining the light on others.

No matter if it is in a business or personal setting – Nancy brings her true authentic self to all situations. She is seen as practical, honest, hard-working, caring and one that is always willing to volunteer, roll-up her sleeves and get to work to solve problems and help others in need. She provides great advice and guidance and her pride for this community is always front and center. When Nancy is involved in anything – it is approach with high quality standards and ensures an outstanding experience. Because of leaders like her - events such as the Principal Charity Classic are seen as top, pristine events by visitors from across the country. She is instrumental in putting Des Moines on the map!

I also have had the privilege of calling Nancy my dear friend. We both grew up in small town Iowa and our roots are firmly grounded in the principles, morals and great family life we were provided. She never takes for granted the wonderful, loving upbringing she was provided, and she focuses on providing that for other Iowans not as fortunate. Mentoring young professionals is important to Nancy, and she takes a vested interest in their well-being. As a mentor she share her great work ethic, integrity and values she directly learned from her family, and from leaders who mentored and inspired her.

Nancy is a great leader in our community and an inspiring woman for all leaders. She is a servant leader who strives to do what is right and good. I hope that you take this opportunity to award her the Women of Influence for 2019. Thank you for your consideration.

Mary Coffin, EVP, Head of Customer Excellence

Wells Fargo

West Des Moines, Iowa