



OFFICE OF THE PRESIDENT

December 15, 2015

To whom it may concern,

It is my pleasure to recommend Brian Boyle to you for *Forty Under 40* recognition. I have known Brian for the last 15 years as a friend of the family and also as one of his clients.

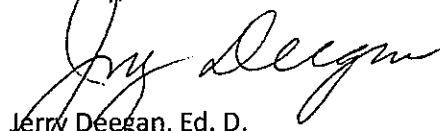
Brian is an exceptional young man who has worked hard to build his skills and a successful business in the Des Moines area. He is dedicated to continuous improvement in a career that requires constant education, values experience, and depends upon the highest levels of trust and integrity.

As a client of Brian I valued his advice and expertise. He was never satisfied unless I felt fully informed and comfortable with our relationship and the work he was doing for me. He did his homework on issues, was well informed about options, and gave advice that was fair and balanced. Brian was not afraid to talk about difficult issues on the horizon or about choices that were available. He kept me informed of how the larger picture affected my investments and did not ever give me the impression there were guarantees in life. My belief is that financial advisors need the ability to counsel clients between the extremes of fear and greed. This is especially important when building relationships with clients and making them feel confident while facing the unknown. Brian has great judgment and can be trusted professionally and personally.

I believe Brian is exactly the kind of person you are looking for in the *Forty Under 40* program. He is committed to making his business and career in Des Moines. He has invested in Des Moines and brings energy, talent, and enthusiasm to the community. Brian has been a supporter of our school over the years and understands the importance of giving back to communities that have made a difference in his life. I believe this an important quality in those to whom we are entrusting our future.

It is without reservation that I recommend Brian. I have seen him grow from an adolescent to a wonderful young man. He mirrors the Iowa values we all hold dear. I believe he has a bright future as a leader and contributor in making Des Moines a better place to live.

Sincerely,



Jerry Deegan, Ed. D.
President