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Business Publications – Business Record

100 4th Street

Des Moines, IA 50309

Dear “Forty under 40” selection committee,

I was honored to be a member of the 2012 class and I have witnessed firsthand the talent of this prestigious group. This year I am writing to strongly recommend a very deserving candidate, **Brett Smith,** for the 2017 Class of the Business Record’s “Forty under 40”. Brett is an accomplished business leader, community leader and family man. He is an individual that I am proud to work with, as well as to call a friend.

Over the past 15 years at Wells Fargo, Brett’s accomplishments are vast. He is one of the youngest Area Presidents throughout Wells Fargo (270k team members). Today, Brett has responsibility for 40 banks, with $3B in assets and 400 team members. His geographical responsibilities span from Des Moines to Chicago.

**“Brett holds a senior management position on the Wells Fargo team in Iowa. Brett demonstrates strong leadership and is a local community style leader. Brett and team are focused on helping our communities achieve success -  through volunteering, personal giving, board service, literacy training, and delivering financial service products. Brett is a role model, leading the way. I admire Brett’s involvement in the “I Have a Dream” Foundation and his engagement on the Iowa State University College of Business Dean’s Advisory Council. Brett’s impact exceeds his personal involvement, but is exponential through his influence, role modeling and leadership in his position as Area President for Wells Fargo Eastern Iowa/IL. The engagement of his team far exceeds the US average of 2:1 (Gallup) by the wide margin of 28:1! Brett’s leadership makes a difference and impacts many Iowan’s. Without a doubt, Brett is a role model and will continue to make a difference for many in our community.”**

**~ Don Pearson, Great Plains Regional President, Brett’s direct manager**

Under Brett’s leadership his markets have consistently grown market share (#1 on FDIC report), deposit relationships and new households. Brett has transcended a stagnant market by developing some of the most highly engaged team members in our region and best-in-class within the company. Brett is very competitive (he is in the Guthrie Center “Ring of Honor” and was a first-team all-conference basketball player at Buena Vista), but he doesn’t set out to be recognized for his performance. Brett leads with integrity and focuses on developing highly engaged teams that love where they work and believe in our vision of helping every customer succeed financially. The bi-product of his efforts often leads to best-in-class performance within the company.

**“Brett is a positive and motivating individual who makes you want to follow his leadership. He has the ability to see the good in every situation. He strives to make that personal connection with the team which demonstrates his desire to help them succeed.”**

**~ Sherri Wagler, District Manager reporting to Brett**

**“I have had the pleasure of working with Brett since he began his career at Wells Fargo for the past 16 years. I am so proud to be his peer and partner today. I have watched him grow into an impactful leader both inside our company and in the community. He is an excellent role model and gives selflessly to develop his team.”**

**~ Marta Codina, Area President and peer of Brett’s**

Brett is also very accomplished in the community. He is a graduate of the Greater Des Moines Leadership Institute. Brett gives 100+ hours of his time annually to volunteer efforts. He serves as the President of the Board of Directors for the “I Have a Dream” Foundation and is a constant ambassador for the organization, often leading fundraising efforts. Brett is very generous with his time, talent and treasure. You can regularly find Brett and his wife Abby at fundraisers, along with their personal checks in support of those organizations.

Brett spends a great deal of time at work and with his community commitments. However, where he spends the majority of his time is where it matters the most…with his family. Brett and Abby have three children, Brady 9, Bo 6, and Andi 4. Brett is the constant little league coach. No matter what the season; baseball, basketball, football and soccer, you can find Brett with his coaching whistle on the sideline. When Brett is not coaching he can be found at a school play or parent teacher conference. Many times he is the first one in the office, but also the first one to leave so he can make it to a family function. He demonstrates great life balance.

Brett Smith is a star in this community, a model citizen, who is beloved by his family, friends and colleagues and perfect role model for what the Business Record’s “Forty under 40” embodies. It is my pleasure and honor to recommend Mr. Smith for this year’s nomination.

Best regards,

**Tony Dickinson**

**VP of Marketing**

**Wells Fargo Bank**