



215 East 3rd Street
Suite 300
Des Moines, IA 50309

January 11, 2017

Connie Wimer
Chairperson, Business Record Publications
100 4th Street
Depot at 4th Street
Des Moines, IA 50309

Re; Forty Under 40 Recommendation

Dear Connie Wimer:

Please consider this letter my formal recommendation of Scott Jarvis for the 2017 class of Forty Under 40.

I first met Scott in 2011 and I have always been impressed with Scott's ability to network and to bring different groups of people together. In his role as Market Leader for Lincoln Savings Bank, he has grown the Des Moines market position of LSB exponentially. Scott has a patient persistence as it relates to building relationships that I think is his core strength. He connects people within his circle in a concerted effort to help their businesses to continue to thrive.

He has the ability to quickly see the big picture and work toward a solution. He takes the time to get to know his clients business, and the people within them. This talent for working with people, along with his passion for his customers, make Scott a strong candidate for the honor of being a "Forty".

I strongly recommend Scott for this honor.

Respectfully,

Jake Christensen
President

