

Robert Schapira
Wells Fargo Bank
999 3rd Ave, Floor 47
Seattle, WA 98104-4019
December 21, 2017

Dear Business Record team:

I sincerely recommend and support the nomination of Jarrod Sheets to be honored as a 40 under 40 awardee.

In his role at Wells Fargo Supplier Diversity, Jarrod champions diverse small business owners and their dreams to win contracts and business opportunities from some of America's largest companies. Jarrod lives this mission in ways obvious to his role like connecting suppliers with Wells Fargo departments in potential need of their services, but also in less obvious ways by forging connections between suppliers, community leaders and influencers capable of making a substantial difference for a growing small business.

One of my favorite moments with Jarrod was at this year's conference for the National LGBT Chamber of Commerce (the NGLCC). We had just completed a supplier matchmaking event where Jarrod had spoken with dozens of inspiring LGBT owned small businesses. Instead of showing his exhaustion from a long day, Jarrod was elated as he shared his passionate desire to be of service to his community of entrepreneurs. Jarrod obviously sees his work as both a career and a calling to be of service.

Another example was at WBENC's (Women's Business Enterprise National Council) conference where Jarrod was nominated as a "He for She" ... meaning a man who stands up for the empowerment of women entrepreneurs. Jarrod's community of diverse suppliers already recognizes him as a champion. Please also consider making him one of your local champions for the work he does for small business owners in communities across the country. He is truly amazing!

Sincerely,

A handwritten signature in dark ink, appearing to read "Robert Schapira", enclosed within a faint, hand-drawn oval.

Robert Schapira
Senior Vice President
Small Business Leader for TX, AZ, NV, UT, NM, AR