

Forty Under 40 Representatives,

I am writing to you today to wholeheartedly recommend Jeremy Lind for the Forty Under 40 Award. I have spent the last 20 years of my career growing organizations both large (Fortune 50) and small (start-up) with varied roles from executive leadership to founding partner and CEO.

I have worked with Jeremy on three separate occasions, the first being at Marsh & McLennan from 2007 – 2010. At that time Jeremy was a rising star in an organization of 55,000 whom had started in Operations and was making a name for himself at the highest levels. That quickly accelerated as he was promoted and became the project leader of a \$45M investment which included both a massive technology and parallel client implementation. His ability to understand a variety of business and technology critical dependencies and manage them through to completion was exemplary.

Several years later I started a software development company building a network platform for the commercial insurance industry. In a startup environment, every expense dollar is examined and every person is absolutely critical in driving the right culture. I immediately thought of Jeremy and recruited him to lead our strategic operation teams. I did so because of his proven ability to deeply understand and utilize technology, to become a trusted partner for critical clients, and his ability to be both an individual contributor as well as an accomplished leader. Jeremy's contributions and leadership directly lead to a multimillion dollar exit including a 62x valuation.

I then asked Jeremy after the merger to help guide and direct the acquisition efforts ensuring a successful transition. Jeremy's detail-oriented nature was critical in providing very clear transition plans and methodologies for others to support as we became integrated into the new company.

Finally, I would say the greatest compliment I could give Jeremy is that he is a wonderful father, husband and friend. He has lead by example and shown others around him what it looks like to have a very successful career while still placing his family first. Jeremy is a wonderful human being and I am blessed to call him a dear friend.

Brian Wood
Sr. Vice President - Marketplace