

December 10, 2018

To: Business Record's Selection Committee for *Forty Under 40* Honorees

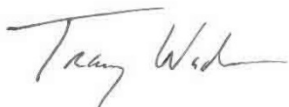
I am writing this letter on behalf of **Blair Ryan**, to enthusiastically support her nomination to be one of the Business Record's 2019 *Forty Under 40* honorees. I have been fortunate enough to work with Blair for a number of years, and I can attest firsthand to her dedication and passion toward the Des Moines community.

Blair is a dynamic, young, life-long Des Moinian who is incredibly passionate about our community. As the Donor Relations Manager with EveryStep Foundation (the foundation for the non-profit formerly known as HCI Care Services & Visiting Nurse Services of Iowa), Blair is constantly immersing herself into the community to educate, inform and advocate for the support of our communities' most vulnerable individuals.

In addition to her role with EveryStep, Blair is a constant presence at community events and is someone that takes an enormous amount of pride in supporting our local businesses. She is an entrepreneur who owns her own etiquette consulting business and a certified etiquette coach. She dedicates her time teaching various aspects of manners and protocol to young children on up to corporate professionals. Blair is also on the board at Eyerly Ball, giving even more of her time, effort and energy to those in our community who are most vulnerable.

I would be more than happy to discuss the wonderful attributes and skills that Blair Ryan brings to our community. Please do not hesitate to contact me if further information is warranted.

Sincerely,



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