

1/8/2018



40 Under 40 Selection Committee
Des Moines Business Record
100 SW 4th Street, Des Moines, IA 50309

Dear 40 Under 40 Selection Committee,

It is my pleasure to write a recommendation for Brandon Patterson. Brandon has taken the home building industry by storm. I found it quite fascinating to watch a Realtor become so engaged in our line of business out of sheer curiosity, not just to sell more homes. He is so authentic in his quest to understand our business and how he can make a valuable contribution.

His tenacity in the Mike Rowe event has garnered him national attention for his ability to raise such a large amount of money and deliver an even larger audience. In February, Brandon will be named to *Builder Magazine's* Top 40 Under 40, an incredible honor for our industry. He is now attending Skilled Trade Alliance meetings (a collaboration between private business and Des Moines Public Schools) and is leading the way on a new program called "Build My Future" where he hopes to have more than 3,000 high schoolers in attendance.

The Greater Des Moines Home Builders Association was extremely smart to snag Brandon when they did. He has many new initiatives that will take our federation to the next level, primarily in the social media arena. One of those initiatives involves teaching a technically challenged and slightly older generation of home builders how to use Instagram. Through his efforts to date, he has garnered the attention of national influencers with followings over 10M and is utilizing that to the benefit of the Home Builders Association. There are no limits to what Brandon can and will accomplish.

Sincerely,

A handwritten signature in black ink that reads "Rachel L. Flint".

Rachel Flint
Vice President, Hubbell Homes
1st Vice President, Greater Des Moines Home Builders Association