



January 9, 2014

Re: Forty Under 40 Nomination

Dear Selection Committee:

It is with great pride that I nominate Joe Langel for selection as a member of the 2014 "Forty under 40" class. I cannot think of an individual more deserving than Joe to receive this honor.

As a member of the Employee Benefits division, Joe and I lead our Benefits team. As such, I have been able to witness Joe's leadership in almost every capacity – from working with clients, to working with our staff, to working with professional relationships, to working with our colleagues within Holmes Murphy. In every capacity, Joe is respected for both his intelligence and ingenuity, but also his thoughtfulness and trustworthiness. Joe's list of clients at Holmes Murphy is impressive and includes the Cities of Des Moines and Cedar Rapids, furniture maker HON/HNI and ACT, the testing company.

Joe has continually qualified for Holmes Murphy's Presidential Sales Meeting, an honor bestowed upon only a handful of Holmes Murphy employees. In 2013, he was the employee benefits division sales winner not just one quarter, but three quarters out of four. He has been a leader and mentor within Holmes Murphy, especially to those in the Holmes Murphy intern program. Year after year Joe has been selected to be a mentor to one of the interns and the results speak for themselves – most of them end up being hired after the internship is over.

Originally from Le Mars, Joe has also achieved his success solely due to his own drive and initiative. He was one of a handful of interns selected to Holmes Murphy full time following his graduation from the University of Northern Iowa. Despite being a Central Iowan transplant, Joe has embraced Des Moines and become actively involved in the community.

Outside of Holmes Murphy, Joe continues to lead and inspire. For many years, he has been a mentor to in the Big Brothers Big Sisters program. He has taken a more parental role after his "Little" Kevin lost his mother a few years back. Joe has also been active in mission trips with his church and been a regular participant in Junior Achievement programs throughout Central Iowa.

I have no doubt that should I solicit additional recommendation letters for Joe, your office would be flooded with them.

Sincerely,

Jeffrey K. Clayton
Attorney-Account Executive
Holmes Murphy & Associates

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