

Building what's important.

December 24, 2018

Business Record  
The Depot at 4<sup>th</sup>  
100 4<sup>th</sup> Street  
Des Moines, IA 50309

Forty Under 40 Selection Committee:

I would like to nominate Jon Phillips, Sr. Lead Auditor with Wells Fargo to your 2019 class of Forty Under 40 business leaders. My relationship with Jon began several years ago as we became connected through Variety – the Children's Charity. Jon was actively involved in Young Variety and I was part of the Executive Board for Variety and eventual President of the State Board in 2016-17.

I was impressed with Jon from the moment I met him. He had a passion for self-improvement (not self-promotion), leadership development and trying to make Young Variety the very best it could be for the children of Central Iowa. It was not about "checking the box" or getting his name on the Variety letterhead; he wanted to make a real difference. During his Variety tenure, he started several new initiatives, just to name a few:

- Successfully implemented a "Grant Recipient" tour event to visit organizations that Variety granted money to; effectively helping Variety Board members fully understand their impact to the community and a better understanding of "why" the mission is critically important.
- He helped raised a record \$25,000 at the Young Variety Savor Des Moines event in 2018.
- Introduced the idea to giveaway specialized bikes at the Big4 Classic in front of 12,000+ people which gained greater awareness to Variety and the impact to kids. Jamie Pollard, ISU Athletic Director was also involved in one of the specialized bike presentations!
- Successfully ran the first Variety Concert event, which has the potential to be one of the biggest fundraising events for Variety and the community.
- He led by example and engaged all 14 of his YV Board Members (there was no 80/20 rule with Jon's Board!).
- Through his leadership, Young Variety raised over \$108,000 for the 2018 Variety Telethon.

All of the above-mentioned accomplishments will directly impact At-Risk, Underprivileged and Special Needs Children in Central Iowa. Jon's leadership will not only have an impact on the kids today but for generations to come.

I can't speak to Jon's ability as a professional with Wells Fargo, but if he gives even half the effort at work that he does at Young Variety, I KNOW HE WILL BE SOMEONE TO WATCH IN OUR COMMUNITY! I believe Jon would be an excellent addition to the 2019 Forty Under 40 class!

Sincerely,



Steve Hauschilt  
President and "Forty under 40" Class of 2005

