

Pharmco Properties, LLC

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Des Moines, Iowa 50312-2155

January 9<sup>th</sup>, 2014

To whom this may concern at the Business Publications 2014 Forty Under 40 Review Committee:

It is certainly appreciated to have been in the very FIRST class of the Forty Under 40 and since then have taken it upon myself to discover other eligible candidates. My record should show that I've not submitted many applicants which should indicate my selectiveness. However, Dr. Brand Newland, PharmD, MBA is one such candidate that I would put my seal of approval on for this years' class. Brand and I have known each other for a few years and I have to admit he is, by far, one of the brightest, nicest and professional people I have ever had the privilege to know.

Not only does Dr. Newland possess all the attributes identified above but he is smart too. Dr. Newland has degrees from the University of Iowa College of Pharmacy, PharmD and the University of Chicago Booth School of Business, MBA. He is devoted to the healthcare of people through his position as Vice President of Business Development with OutcomesMTM, the national leader in Medication Therapy Management, based in West Des Moines. Over the years with OutcomesMTM, Dr. Newland has been involved in various aspects of the company which has resulted in exponential growth of the company. He is a team leader and demonstrates success by allowing others to proliferate in their area of expertise. Perhaps he tips his hat to Harry S. Truman who was known to say, "It is amazing what you can accomplish if you do not care who gets the credit". With his leadership, OutcomesMTM will continue to grow and stay in the lead as the premier MTM Provider.

Within the Pharmacy World, Dr. Newland is a well-known published author on the topic of Medication Therapy Management. He is continually referred to by policy makers in our State of Iowa and throughout the country. There is no question he is a leader in this field.

Additionally, Dr. Newland is a leader with his alma mater(s) and in particular with the Phi Kappa Psi fraternity. He is involved in the Polk County I-Club for the University of Iowa. The Variety-Children's Charity of Iowa is pleased to have him as a donor and volunteer. Dr. Newland has interest to become more involved in the community so rest assured that any organization to include him as a member will be very lucky.

Dr. Brand Newland, PharmD, MBA is an excellent candidate for the Forty Under 40 Class. Please reach out to me if you have further questions or if you would like to discuss more about why I consider him a candidate for this years' class. Thank you for your consideration and best wishes.

Michael Wolnerman, RPh, CCIM

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