



**DENNY ELWELL COMPANY**

Commercial Real Estate & Development

January 10, 2014

Des Moines Business Record  
Mr. Jason Swanson  
100 Fourth Street  
Des Moines, Iowa 50309

Dear Jason:

I am the President and CEO of Denny Elwell Company where it has been my privilege to hire and work closely with Michael Billings. As a former member of the prestigious Forty under 40 award myself, I am pleased to provide this letter of recommendation for his nomination.

I have known Mike several years now, and in the six years since he started in real estate, he has emerged into a successful and respected member of the real estate field. This is due to his impeccable work ethic, perseverance, and his upstanding and positive nature. Repeat business is a true testament of integrity in real estate, and Mike has an extensive list of clientele, including many repeat clients. Mike relates well to business owners and their challenges, because he is an entrepreneur himself. As a partner in Brown & Billings CRES, he oversees property management to commercial and residential property owners.

You can't spend much time with Mike without becoming aware of how passionately he feels about his involvement with the Muscular Dystrophy Association. For the last 5 years, Mike and his business partner, Blake Brown, have spearheaded the Fall MDA Auction. This requires a year round effort to organize and implement. Mike has been the recipient of the MDA Special Recognition for MDA Fall Fundraiser Event every year since 2011.

Further, Mike is on the Waukee YMCA Board of Ambassadors, and has been instrumental in the fundraising campaigns providing scholarships to those in need.

Beyond balancing the responsibilities of his workload and civic activities, Mike is also a proud family man- husband to Leslie and father to a toddler daughter, McKinley.

Mike is the total package – honest businessman, compassionate philanthropist, the guy next door, and envelopes all the qualities you would expect to find in a Forty under Forty nominee. Please feel free to contact me with any questions or for clarification at 515.964.1587, or via email at [cmurray@dennyelwellcompany.com](mailto:cmurray@dennyelwellcompany.com).

Kindest Regards,



Chris Murray