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To Whom it May Concern,

I would like to recommend Rachel Delzell for the Business Record's 2018 Emerging Women of Influence Award. In addition to being a leader within our company, Rachel is an incredible leader in our community.

As our Senior Director of Marketing, Rachel leads and oversees all marketing activities for Coldwell Banker Mid-America Group REALTORS®, including print, digital, public relations, and communications. Under Rachel's leadership, our company's website traffic has nearly doubled, click-throughs have quintupled, and our social media presence has grown ten-fold. Rachel has achieved these results by being relentlessly focused on our front-line sales associates and providing truly remarkable service to all her constituents. Rachel Delzell has had a tremendous positive impact on our organization and we are lucky to have her.

In addition to her marketing responsibilities for Coldwell Banker Mid-America Group, REALTORS®, Rachel takes an active leadership role in the company's charitable efforts. With Rachel's help, Coldwell Banker Mid-America Group REALTORS® has raised more than \$50,000 for organizations like Leukemia and Lymphoma Society, Ronald McDonald House, American Cancer Society, Guardian Scholars Foundation, American Heart Institute, The Susan G. Komen Foundation, The Animal Rescue League of Iowa, and others.

In her personal time, Rachel is very involved in our local community. She heads the fundraising committee for the Philanthropic Education Organization, she is involved with the Iowa AgriTech Accelerator, she is also a member of the City of Johnston Chapter 51 sub-committee on tree protection and conservation. In addition to all of that, Rachel is currently in the process of founding a support group for women who have experienced miscarriage or the loss of a child for Central Iowa.

As you can see from her professional accomplishments as well as her leadership in community and charitable initiatives, Rachel Delzell is clearly an Emerging Woman of Influence in our community. I whole-heartedly recommend her for this prestigious honor and urge the selection committee to strongly consider her nomination.

Sincerely,

A handwritten signature in blue ink, appearing to read "Robert Burns".

