



June 23, 2015

Des Moines Business Record

Re: Sages Over 70 Nomination

I would like to offer my sincere recommendation for Jack Wahlig to be included in this year's group of "Sages Over 70". I have had the privilege of knowing and working with Jack for more than thirty years and I am grateful for the positive impact he has made in Central Iowa. The impact can be seen not only in business leadership and development but also in civic affairs and in charitable institutions.

I first met Jack Wahlig in 1985 when he was leading McGladrey and I was a young CEO of an international manufacturing company. He guided our company in the development of an organizational structure and strategic planning process that continues to serve the company well nearly thirty years later. We have worked together on numerous capital campaigns for Des Moines' non-profit institutions where Jack demonstrated a generous spirit and creative leadership as well as a dogged determination to bring the campaigns to positive conclusions.

My most recent involvement with Jack, however, best demonstrates his empathy, sage guidance and practical leadership. After a sudden loss of her husband a woman came to him with the crisis of suddenly being solely responsible for a significant business that her husband had run without her involvement for more than thirty years. Jack not only set up an effective governance structure which included the establishment of a formal board of directors to lead the business. He also patiently engaged the business owner at each stage of development so she was comfortable with the process and grew to be an effective board member and business owner.

Nearly ten years later the business is succeeding and the owner continues to look to Jack for his advice and counsel. There are hundreds of similar stories where Jack's guidance has spelled the difference between success and failure or where he has lead business owners through "game changing" events with unsurpassed wisdom and calm counsel. Even though his successful involvement with WestBank was more visible, it is the unique guidance he has given low profile closely held businesses that will be Jack's lasting legacy.

Jack Wahlig is a perfect fit to be included among the distinguished group of leaders who have previously been included in your Sages Over Seventy. He is a mentor, a very positive role model and, more importantly, a friend who continues to leave a positive mark in the community. For him I offer this heartfelt recommendation.

Respectfully submitted,
THE BOULDER COMPANY, INC.

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