

SFNet-40 Under 40 Sample Nomination Letters

Sample 1:

I felt compelled to submit this letter of nomination on behalf of *Name* because he's wise beyond his years.

I was intimately involved in recruiting *Name* to *XYZ Co* in August 2016 as a *title*, based out of our *City* Headquarters. We hired him from *ABC Bank*, where he was previously a VP of Underwriting in the ABL Group.

Name is extremely high energy, hard-working and tenacious. He asks great questions and is always looking to learn and become a better all-around professional. He is solution-oriented, and I've witnessed him on multiple occasions developing creative solutions to issues and obstacles that inevitably arise during a fast-paced underwriting. *Name* also has excellent judgment that belies his 35 years of age.

Although *Name* has spent his entire career on the risk side, I approached him late last year when we had an opening for a senior business development role in the all-important *U.S. Region* and asked him if he'd consider moving over to the front-end from his risk role. We thought he would make an excellent BDO because of his strong risk background, solution-orientation, tenacious style and strong communication skills. I was impressed by how he evaluated the opportunity with respect to continued broadening of his skill set and experience and how this would position him for the future.

He started in his new role as Managing Director of Originations on *date*, and *Name* has really hit the ground running. He has quickly become involved with local SFNet industry events and built credibility with important referral sources in *location*. He closed his first deal for us after only a few months in his new role – a \$Xmm credit facility for *borrower*, a manufacturer and distributor.

He's likely to close his second transaction by *date* and has really transitioned beautifully into his new role. I should also mention that he's proven to be a great team player, and I like the way he will proactively facilitate introductions for his peers (e.g., originators in other geographies) when he feels that such relationships will be beneficial for his peers and for *X* in general – other less mature and less team-oriented folks in a similar role will avoid making such introductions so as to make themselves look better than their peers. That's not been his approach, and I applaud that. In summary, *Name* has been and continues to be a tremendous asset to us at *X*, and it's hard to believe that he's only 35 years old!

Sample 2:

I am nominating *Name*, *title* at *XYZ Co*. for the 40 Under 40 Award for Business Development, sponsored by the Secured Finance Network.

As a member of our Business Development team with responsibilities for the Western United States and domiciled in our *city* office, *Name* has demonstrated leadership and initiative as she has nearly single handedly developed the awareness of our company named products in *region* while being nearly 3,000

miles from the home office in a different state. *Name* joined *XYZ Co* in the June of 20XX and has been responsible for over \$X million in new loan commitments since her arrival. She is incredibly effective in managing relationships across functional teams which is critical in our multi-vertical financial platform.

Name has wisdom beyond her years as she deals with the pressures of business development responsibilities in a very competitive marketplace. Her structuring and her analytical skills are second to none in our organization and are illustrated by the fact that many of her business development peers routinely reach out to her for transaction structuring thoughts and ideas. Her demeanor is consistently professional and cordial making her a dependable key part of our business development team. Prior to joining *XYZ Co*, *Name* formerly worked for *ABC Co* in their *group* as well as with *XYZ Bank* with middle market sponsor calling responsibilities. Prior to her professional career, she graduated Magna Cum Laude from *university*, and has an MBA from *university*. She is actively involved in the SFNet, Opus Connect and Junior Achievement.

In closing, I am proud to submit *Name's* nomination for the 40 Under 40 Awards. *Name* has demonstrated the qualities of leadership and commitment both personally and professionally throughout her career and we anticipate her continued growth as a key leader for *XYZ Co*.

Sample 3:

I enthusiastically nominate *Law Firm Associate Name* for SFNet's 40 Under 40 awards. *Name* joined the firm in 20XX upon her law school graduation, and she quickly became one of our most talented and sought-after associates. As *Name's* practice group leader, I know her professional accomplishments, commitments to excellent client service and to the enrichment of her practice and *Firm's* reputation, and dedication to her community.

Name concentrates her practice in commercial finance, with a particular focus on asset-based and cash-flow financing. She works with a wide range of clients, including banks, commercial finance companies, mezzanine lenders and other institutional lenders, private equity firms as well as publicly and privately held companies. *Name* was significantly involved in our representation of *bank*, a long-time client, in a \$X million multicurrency syndicated revolving credit facility for a rapidly growing and evolving diversified global holding company, providing working capital and acquisition financing for substantially all of the company's subsidiaries based throughout *countries*. *Name* has developed positive working relationships with all the parties involved. They value her hard work, diligence, patience and resolve, and are impressed with her base of knowledge and practical view she brings to each transaction, and they look forward to working with her in future transactions.

Name is an active member of a non-profit organization which assembles teams of business professionals to provide pro-bono consulting services to area non-profits, *project details*. *Non-Profit* asked *Name* to return and work on a board development project for *Non-Profit*, *project details*. *Name* developed a close working relationship with *Non-Profit's* board and was asked to join its Board of Directors at the end of the project.

Name serves on *Law Firm's* pro bono and recruiting committees. She is active in various pro bono initiatives, including the *XYZ* and *ABC* Internship program in collaboration with the joint LL.M. program of *University*. She received a *Law Firm* pro bono award in 20XX for exceptional work and significant time

spent on various programs. In addition, *Name* has been a mentor/preceptor for summer and new associates in the past, teaching and mentoring junior associates in her practice group.

Likewise, *Name* is actively involved in the *Firm's* women's initiative, helping organize events with women at the *Firm* as well as at clients. Finally, *Name* participates in numerous SFNet events throughout the year.