

Hello,

My name is Marcus Sargent. I am a commercial insurance broker. My efforts are focused on providing insurance solutions to businesses in a range of industries, one of which being the Financial Institutions sector. I am writing to you today because I believe change is needed. Businesses are finding it increasingly more difficult to raise funds to start and expand their companies. Adopting an Offering Memorandum exemption would go a long way to seeing that these businesses get the proper funding they need. Creating a cost effective, efficient way to raise money for Small to Medium size business will have a positive impact on the businesses that require capital raises as well as the Ontario economy as a whole.

Adopting an Offering Memorandum exemption also provides more choice for the Ontario investor. Given the recent results of the public markets investors are looking for new ways to diversify themselves and deploy their hard earned money. Historically exempt market products have been known to be some of the best performing assets in the portfolio's of those accredited investors who qualified to participate in the space. The average Ontario Citizen cannot gain access to such an investment under the current established rules. With great risk comes great reward. The exempt market is a prime example of this as traditionally the Exempt Market has generated on average a great returns but has also had inherently greater risk for a variety of reasons, one of which being liquidity. This potential risk is one that not all may be able to bare. Providing a limit on the amount an non credited investor can invest will help to provide a greater choice and ultimately make the risk associated with a product much more bearable. Allowing for non accredited investors to gain some access to the Exempt market will also allow investors a broader and more diverse investment portfolio. This will also create a greater population of potential investors for the exempt market, ultimately increasing the ability for SME's to gain financing.

Providing a greater choice for investors while help SME's improve their ability to access the capital they need are the reasons why I believe Change is needed in Ontario.

I hope this message finds you well.

Regards,

**Marcus Sargent, CAIB**

*Business Account Executive*

[Argyle Insurance Brokers \(2009\) Corporation](#)

[argyleinsurance.ca](http://argyleinsurance.ca)

Office Direct Line: 905.569.4072 | Mobile: 416.709.4117 | Reception: 905.569.1228 | Fax: 905.569.9432