

# Jason Colt Murgio

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## Merger & Acquisition Services, Inc.

New York, NY

### CEO/President

- Owner and Chief Executive Officer of *Merger & Acquisition Services, Inc.*, a boutique investment bank focused exclusively on the insurance marketplace
- Under Mr. Murgio's leadership, Merger & Acquisition Services, Inc., has been recognized as the Number 1 Advisor in Insurance by deal volume for the years 2005, 2006, 2007, 2008 & 2009, as ranked by SNL Financial
- Clients include multibillion dollar insurance carriers (both domestically and internationally), startup companies, regional insurance companies and State Departments of insurance
- Successfully completed close to 100 insurance assignments totaling approximately \$1 billion
- Managed and completed buy side and sell side projects including insurance carriers, runoff operations, managing general agencies, wholesalers, retailers and third party administrators
- Assisted clients with raising private equity capital and debt for acquisitions and organic growth initiatives
- Placed books of program business, established fronting relationships and structured reinsurance alternatives for clients
- Assisted insurance companies and agencies with strategic advisory, due diligence and valuation assignments

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## Past Experience:

### Venture Credit, LLC

New York, NY

#### Co-Founder / Director Marketing & Operations

- Developed an innovative hybrid (mezzanine and venture capital) alternative investment fund focusing on small to mid-sized growth companies (technology, healthcare, aerospace and defense)
- Authored a complete business plan, Private Placement Memoranda, investor presentations, website and marketing / sales collateral
- Responsible for the day-to-day operations of the entire firm (7 people)
- Built a database of over 3000 accredited and institutional investors, including their investment parameters
- Lead member of the \$75MM fundraising initiative, including an international road show, presenting to institutional money managers, 'C' level corporate executives and accredited investors
- Planned and organized investor seminars and presentations, as well as delivering keynote speeches
- Member of the Investment Committee which reviewed over 150 potential portfolio investments
- Created strategic alliances with financial institutions for increased deal flow channels

### onProject Inc.

Morristown, NJ

#### Director- Business Development

- Instrumental in raising first and second round equity financing for a leading project management software firm
- Authored corporate strategy and business development plans on a quarterly basis
- Designed all company marketing and sales collateral and developed branding strategies
- Ran the company's Partner and Sales Consultant programs, growing it from zero to 30+ partners in 12 months, including three top tier strategic channel partners
- Negotiated revenue share partnerships with over 30 companies
- Solely responsible for creating distribution channels with both online business software aggregators and traditional value added resellers for ASP and Enterprise level software
- Performed due diligence on key technology and channel partners and acquisition candidates
- Integral member of the management team, helping the company reach profitability within 18 months of inception

### Landmark Partners

Simsbury, CT

#### Private Equity Analyst

- Analyst for three private equity funds
- Responsible for financial reporting and valuations for each fund's portfolio companies
- Responsible for overall fund accounting
- Worked with Associates on due diligence material

### Phoenix Financial Associates

Hartford, CT

#### Financial Consultant, Registered Investment Advisor (RIA)

- Acknowledged as one of the Top Ten Phoenix Brokers in CT, as well as a nationwide "Rookie of the Year"
- Completed CT. Life, Health, Variable, NASD Series 6, Series 63, and Uniform Investment Advisor Law Exam (Series 65)
- Worked with high net worth individuals and businesses on financial plans, benefit programs, and portfolio management
- Responsible for developing my own network of clients through prospecting (outside sales)

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## **Education:**

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**Union College**, Schenectady, NY.

June 1998

- BA in Political Science/Pre Law (3.0/4.0)

**Avon Old Farms School**, Avon, CT.

May 1994

- Graduated with Presidential Honors
- Captain Varsity Ski Team

## **Additional Qualifications & Associations:**

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### **Financial Industry Regulatory Authority (FINRA)**

- Investment Banking Representative (Series 79)
- Corporate Securities Representative (Series 62)
- State Uniform Securities (Series 63)

### **Professional Insurance Agents Association (PIA)**

- Member – New York, New Jersey & Connecticut

### **Independent Insurance Agents & Brokers of America (IIA)**

- Member

### **American Association of Insurance Management Consultants (AAIMCO)**

- Member