



May 10, 2021

To Whom it May Concern,

After a prosperous 2020, OurCrowd found itself flooded with interest from potential investors. Recognizing that we were severely understaffed on the sales side, we swiftly moved forward with a hyper-growth plan centered around expanding our sales team in Toronto.

At first, we believed that posting job opportunities on job boards would suffice. However, after a month or so it became evident that we would not achieve our goals without an effective and trusted recruitment partner. Given the volume and target hire dates that were mapped to an aggressive revenue target, STA worked with us to determine how to scale our team. I worked closely with Robson Cramer and Dean Mitchell over the course of 10 weeks, from February to April 2020. In that time, Robson proved to be diligent and reliable in screening, vetting, and preparing fitting candidates for our open sales roles. We hired four of Robson's candidates in that time and we are very happy with the quality of talent brought on board.

Throughout the process, Robson and Dean were responsive and collaborative. They did a great job of understanding our talent needs and finding fitting candidates within budget. They have established themselves as a vital partner for us whom we trust to deliver exceptional results.

I am personally happy to endorse Sales Talent Agency as an effective strategic recruitment partner and look forward to future opportunities to work with their team again.

Thanks,

Director of Operations, Investor Relations