

STATE OF MICHIGAN  
DEPARTMENT OF LICENSING AND REGULATORY AFFAIRS  
CORPORATIONS, SECURITIES & COMMERCIAL LICENSING BUREAU

In the matter of:

WILLIAM SAOUD  
Unregistered  
CRD#2697944

Complaint Nos. 334830  
& 335564

Respondent.

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Issued and entered  
this 10th day of March, 2019

**ADMINISTRATIVE CONSENT AGREEMENT  
AND ORDER**

**A. RELEVANT INFORMATION AND STATUTORY PROVISIONS**, under the Michigan Uniform Securities Act (2002) (the “Act”), 2008 PA 551, MCL 451.2101 *et seq.*:

1. The State of Michigan, Department of Licensing and Regulatory Affairs, Corporations, Securities & Commercial Licensing Bureau (the “Bureau”) and the Director of the Bureau, who serves as Administrator of the Act (the “Administrator”), issued the following two orders (the “Disciplinary Orders”) to Respondent William Saoud (“Respondent”):

- A. A Notice and Order to Cease and Desist, under MCL 451.2301, MCL 451.2402(1), and MCL 451.2604, Complaint No. 334830, dated May 18, 2018, which was immediately effective under MCL 451.2604(2); and

B. A Notice and Order to Cease and Desist under MCL 451.2301, MCL 451.2402(1), and MCL 451.2604, Complaint No. 335564, dated September 25, 2018, which was immediately effective under MCL 451.2604(2).

2. Respondent is a resident of the state of Michigan who is not registered under the Act.
3. Following issuance of the Disciplinary Orders, the Bureau and Respondent, (collectively, "the Parties"), engaged in ongoing discussions for their resolution through this Administrative Consent Agreement and Order (the "Consent Order").
4. Respondent was represented by, and had the advice of, legal counsel throughout the process of resolving the Disciplinary Orders through this Consent Order.
5. As a result of negotiations, the Parties agree to and recommend that the Administrator order a settlement of the Disciplinary Orders under the terms and conditions set forth in this Consent Order.

**B. AGREEMENT**

The Parties agree to resolve the Disciplinary Orders under the following terms and conditions:

1. Respondent agrees to comply with the Act in connection with all future conduct and activities.

2. Respondent agrees that he will not engage in the business of offering or selling any (1) securities, or (2) financial services products that are not an approved insurance product, unless he first obtains a legal opinion from an independent attorney who is unaffiliated with the issuer and is licensed in the State of Michigan that the investment or financial services product does not meet the definition of security under the Securities Act.

3. Respondent agrees to pay the Bureau a reduced civil fine in the settlement amount of Twenty-Five Thousand and 00/100 Dollars (\$25,000.00) (the "Reduced Civil Fine"). Respondent agrees to pay the Reduced Civil Fine within sixty (60) calendar days after the mailing date of this Consent Order, once entered. The Reduced Civil Fine must be paid by cashier's check or money order made payable to the "State of Michigan," contain identifying information (name and "Complaint Nos. 334830 & 335564"), and be mailed to the Bureau at the following address:

Corporations, Securities & Commercial Licensing Bureau  
Securities & Audit Division – Final Order Monitoring  
P.O. Box 30018  
Lansing, MI 48909

If any portion of the Reduced Civil Fine is overdue, the Administrator may refer it to the Michigan Department of Treasury for collection action against Respondent. In addition, and consistent with Paragraph B.14. below, the Administrator reserves the right to take other available legal action to enforce payment of and collect the Reduced Civil Fine.

4. The Bureau will report and publish this Consent Order according to its current policy, as follows:

- This Consent Order is a public record required to be published and made available to the public, consistent with section 11 of the Michigan Freedom of Information Act, MCL 15.241. The Bureau will publish this Consent Order consistent with its current policy, whereby copies of orders issued under the Act are posted to the Bureau's website and a summary of order content is included in monthly disciplinary action reports separately published on the Bureau's website. Following entry of the attached Order, the Bureau will file a Form U6 with the Central Registration Depository reflecting the Parties' resolution of the C&D Order under this Consent Order.

5. Notwithstanding the potential application of MCL 451.2412(9), this Consent Order expressly preserves the Bureau's and Administrator's ability, only, to rely on and assert, in any future proceeding under the Act, all activities, conduct, and alleged Act violations by Respondent contained in or relating to the Disciplinary Orders.

6. Respondent neither admits nor denies the allegations in the Disciplinary Orders or any wrongdoing in connection with this matter, but rather, consents to entry of this Consent Order only for the purpose of resolving the Disciplinary Orders in an expeditious fashion that avoids the time and expense associated with an administrative proceeding and any appeals therefrom. The Parties agree that this Consent Order is automatically admissible in a proceeding to enforce its provisions or in any administrative proceeding under the Act.

7. The Parties agree that this Consent Order resolves only Respondent's activities, conduct, and alleged Act violations contained in the Disciplinary Orders,

but it does not address or resolve any other activities, conduct, or potential Act violations engaged in by Respondent not expressly contained in the Disciplinary Orders or occurring after the date this Consent Order is entered.

8. Respondent agrees that, effective upon entry of this Consent Order, his Hearing Request is automatically revoked without further action by the Parties.

9. Respondent agrees to cooperate with the Bureau and comply with any reasonable investigative demands made by the Bureau in the future for purposes of ensuring compliance with this Consent Order or the Act.

10. Respondent acknowledges and agrees that: (a) the Administrator has jurisdiction and authority to enter this Consent Order; (b) the Administrator may enter this Consent Order without any further notice to Respondent; and (c) upon entry of this Consent Order, it is final and binding, and Respondent waives any right to a hearing or appeal of this Consent Order and the C&D Order under the Act, the rules promulgated under the Act or the predecessor Act, the Administrative Procedures Act of 1969, 1969 PA 306, MCL 24.201 *et seq.*, or other applicable law.

11. The Parties understand and agree that this Consent Order will be presented to the Administrator for her final approval as evidenced by its entry, and that the Administrator may, in her sole discretion, decide to accept or reject this Consent Order. If the Administrator accepts this Consent Order by entering it, this Consent Order becomes fully effective and binding in accordance with Paragraph B.10. above. If the Administrator rejects this Consent Order by refusing to enter it, the Parties waive any objection to submitting the Hearing Request for adjudication

through a formal administrative proceeding and the Administrator remaining the final decisionmaker at the conclusion of that proceeding.

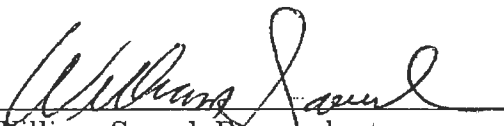
12. The Parties acknowledge and agree that this Consent Order contains the entire understanding of the Parties and supersedes and forever terminates all prior and contemporaneous representations, promises, agreements, understandings, and negotiations, whether oral or written, with respect to its subject matter. The Parties further agree that this Consent Order may only be amended, modified, or supplemented by a duly executed writing signed by each Party and approved by Order of the Administrator.

13. The Parties acknowledge and represent that: (a) each Party has read this Consent Order in its entirety and fully understands all of its terms, conditions, ramifications, and consequences; (b) each Party unconditionally consents to the terms of this Consent Order; (c) each Party has consulted with or had ample opportunity to consult with legal counsel of his, her, or its choosing prior to executing this Consent Order; (d) each Party has freely and voluntarily signed this Consent Order; and (e) the consideration received by each Party as described in this Consent Order is adequate.

14. The Parties acknowledge and agree that the Administrator retains the right to pursue any action or proceeding permitted by law to enforce the provisions of this Consent Order.

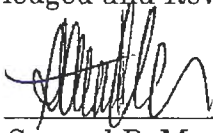
15. The Parties agree that facsimile or electronically-transmitted signatures may be submitted in connection with this Consent Order and are binding on that Party to the same extent as an original signature.

Through their signatures, the Parties agree to the above terms and conditions.

Signed:   
William Saoud, Respondent

Dated: 2-8-19

Acknowledged and Reviewed by:

Signed:   
~~Samuel P. Mauch~~ Stewart C. W. W. W. W.  
Attorney for Respondent

Dated: 2/26/19

Approved by:

Signed: \_\_\_\_\_  
Timothy L. Teague  
Securities & Audit Division Director  
Corporations, Securities & Commercial  
Licensing Bureau

Dated: \_\_\_\_\_

15. The Parties agree that facsimile or electronically-transmitted signatures may be submitted in connection with this Consent Order and are binding on that Party to the same extent as an original signature.

Through their signatures, the Parties agree to the above terms and conditions.

Signed: \_\_\_\_\_  
William Saoud, Respondent

Dated: \_\_\_\_\_

Acknowledged and Reviewed by:

Signed: \_\_\_\_\_  
Samuel P. Mauch  
Attorney for Respondent

Dated: \_\_\_\_\_

Approved by:

Signed: Timothy L. Teague  
Timothy L. Teague  
Securities & Audit Division Director  
Corporations, Securities & Commercial  
Licensing Bureau

Dated: 3.1.19

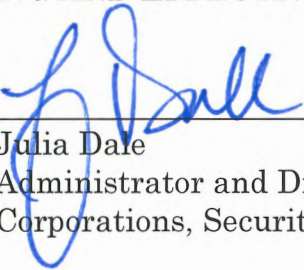


**C. ORDER**

The Administrator NOW, THEREFORE, ORDERS:

THE TERMS AND CONDITIONS IN THE FOREGOING FULLY EXECUTED  
CONSENT AGREEMENT ARE INCORPORATED BY REFERENCE AND MADE  
BINDING AND EFFECTIVE THROUGH THIS CONSENT ORDER.

By: \_\_\_\_\_



Julia Dale  
Administrator and Director  
Corporations, Securities & Commercial Licensing Bureau

STATE OF MICHIGAN  
DEPARTMENT OF LICENSING AND REGULATORY AFFAIRS  
CORPORATIONS, SECURITIES & COMMERCIAL LICENSING BUREAU

In the Matter of:

Complaint No. 334830

WILLIAM SAOUD  
Unregistered  
CRD#2697944

Respondent.

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Issued and entered  
This 18<sup>th</sup> day of May, 2018

NOTICE AND ORDER TO CEASE AND DESIST

Julia Dale, the Director of the Corporations, Securities & Commercial Licensing Bureau (the “Administrator”), pursuant to her statutory authority and responsibility to administer and enforce the Michigan Uniform Securities Act (2002), 2008 PA 551, as amended, MCL 451.2101 *et seq.* (“Securities Act”), hereby orders William Saoud (“Respondent”) to cease and desist from offering and selling unregistered securities and from acting as an unregistered agent for Woodbridge Mortgage Investment Fund 3, LLC and Woodbridge Mortgage Investment Fund 4, LLC (collectively, “Woodbridge”), contrary to the Securities Act. Respondent is also notified of the opportunity to request a hearing in this matter.

**I. BACKGROUND**

**A. The Respondent**

1. William Saoud is a Michigan resident. Respondent is not registered in any capacity pursuant to the Securities Act in Michigan.

**B. Findings of Fact**

1. The Bureau conducted an investigation of Respondent’s activities under the Securities Act.

2. On or around August 8, 2017, the Bureau issued orders against Woodbridge Mortgage Investment Fund 3, LLC and Woodbridge Mortgage Investment Fund 4, LLC for offering and selling unregistered securities. (Exhibits 1 and 2). The Woodbridge securities were not registered or exempt from registration.
3. The investigation developed evidence that Respondent offered or sold Woodbridge securities in the form of notes as follows:
  - A. Respondent sold a Woodbridge Mortgage Investment Fund 3, LLC note to Michigan investors DW and MW for \$25,000;
  - B. Respondent sold a Woodbridge Mortgage Investment Fund 4, LLC note to Michigan investors VA and EA for \$30,000;
  - C. Respondent sold a Woodbridge Mortgage Investment Fund 4, LLC note to Michigan investor MD for \$49,946.58;
  - D. Respondent sold a Woodbridge Mortgage Investment Fund 4, LLC note to Michigan investor JM for \$150,000;
  - E. Respondent sold a Woodbridge Mortgage Investment Fund 4, LLC note to Michigan investor RM for \$50,000; and
  - F. Respondent sold a Woodbridge Mortgage Investment Fund 4, LLC note to Michigan investors MT and DT for \$100,000.
4. Respondent received \$10,900.00 in commissions as a result of the Woodbridge note sales identified in paragraph I.B.3, above.
5. Respondent is not registered or exempt from registration as an agent pursuant to the Securities Act in Michigan.

## **II. RELEVANT STATUTORY PROVISIONS**

1. Section 301 of the Securities Act, MCL 451.2301, states:

A person shall not offer or sell a security in this state unless 1 or more of the following are met:

- (a) The security is a federal covered security.
- (b) The security, transaction, or offer is exempted from registration under section 201 to 203.
- (c) The security is registered under this act.

2. Section 402(1) of the Securities Act, MCL 451.2402(1), states:

An individual shall not transact business in this state as an agent unless the individual is registered under this act as an agent or is exempt from registration as an agent under subsection (2).

3. Section 503(1) of the Securities Act, MCL 451.2503(1), states:

In a civil action or administrative proceeding under this act, a person claiming an exemption, exception, preemption, or exclusion has the burden to prove the applicability of the exemption, exception, preemption, or exclusion.

### **III. CONCLUSIONS OF LAW**

1. Respondent William Saoud offered or sold six Woodbridge notes to Michigan investors which were not federally covered, exempt from registration, or registered, in violation of section 301 of the Securities Act, MCL 451.2301. (Exhibits 1 and 2).
2. Respondent William Saoud acted as an agent for Woodbridge in the offer and sale of securities without the benefit of registration or a properly-claimed exemption, in violation of section 402(1) of the Securities Act, MCL 451.2402(1).

### **IV. ORDER**

IT IS THEREFORE ORDERED, pursuant to section 604 of the Securities Act, MCL 451.2604, that:

- A. Respondent shall immediately CEASE AND DESIST from offering and selling unregistered securities and from acting as an unregistered agent, contrary to the Securities Act.
- B. Pursuant to section 604(2) of the Securities Act, this Notice and Order to Cease and Desist is IMMEDIATELY EFFECTIVE.
- C. In her Final Order, the Administrator, under section 604(4) of the Securities Act, MCL 451.2604(4), intends to impose a civil fine of \$10,900.00 against Respondent.
- D. Pursuant to section 508 of the Securities Act, MCL 451.2508, a person that willfully violates the Securities Act, or an order issued under the Securities Act, is guilty of a felony punishable by imprisonment for not more than 10 years or a fine of not more than \$500,000.00 for each violation, or both. An individual convicted

of violating a rule or order under this act may be fined, but shall not be imprisoned, if the individual did not have knowledge of the rule or order.

**V. NOTICE OF OPPORTUNITY FOR HEARING**

Section 604 of the Securities Act, MCL 451.2604, provides that Respondent has 30 days beginning with the first day after the date of service of this Notice and Order to Cease and Desist to submit a written request to the Administrator asking that this matter be scheduled for a hearing. If the Administrator receives a written request in a timely manner, the Administrator shall schedule a hearing within 15 days after receipt of the request. The written request for a hearing must be addressed to:

Corporations, Securities & Commercial Licensing Bureau  
Regulatory Compliance Division  
P.O. Box 30018  
Lansing, MI 48909

**VI. ORDER FINAL ABSENT HEARING REQUEST**

A. Under section 604 of the Securities Act, MCL 451.2604, the Respondent's failure to submit a written request for a hearing to the Administrator within 30 days after the service date of this **NOTICE AND ORDER TO CEASE AND DESIST** shall result in this order becoming a **FINAL ORDER** by operation of law. The **FINAL ORDER** includes the imposition of the fines cited described in section IV.C., and the fine amounts set forth below will become due and payable to the Administrator within sixty (60) days after the date this order becomes final:

\$10,900.00 – William Saoud, under section 604 of the Securities Act, MCL 451.2604.

B. CIVIL FINE payments should be payable to the STATE OF MICHIGAN and contain identifying information (e.g., names and complaint numbers) and mailed to the following address:


Corporations, Securities & Commercial Licensing Bureau  
Final Order Monitoring  
P.O. Box 30018  
Lansing, MI 48909

C. Failure to comply with the terms of this Order within the time frames specified may result in additional administrative penalties, including the summary suspension or continued suspension of all registrations held by Respondent under the Securities Act, the denial of any registration renewal, and/or the denial of any future applications for registration, until full compliance is made. Respondent may voluntarily surrender or

withdraw a registration under the Securities Act; however, the surrender or withdrawal will not negate the summary suspension or continued suspension of the relevant registrations or any additional administrative proceedings if a violation of this Order or the Securities Act occurred.

- D. Failure to pay the civil fines within six (6) months after this Order becomes final may result in the referral of the civil fines to the Michigan Department of Treasury for collection action against Respondents.

DEPARTMENT OF LICENSING & REGULATORY AFFAIRS  
CORPORATIONS, SECURITIES & COMMERCIAL LICENSING BUREAU

  
\_\_\_\_\_  
Julia Dale, Director, Corporations, Securities  
& Commercial Licensing Bureau

  
\_\_\_\_\_  
Date