

April 18, 2016

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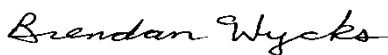
Dear Elizabeth:

I am pleased to send you the following information which CAFII promised to provide during our recent meeting with you, Brian Dillon, and Kari Toovey:

- the three standard questions typically asked on CAFII members' application forms for creditor's group insurance (slides 10-11 of CAFII Powerpoint deck, attached);
- statistics on claims made and claims paid for creditor's group mortgage life insurance, from a recent Towers Watson actuarial study, commissioned by CAFII (slide 6 of CAFII Powerpoint deck, attached);
- results from a recent Pollara Strategic Insights research study, commissioned by CAFII, on Canadian consumers' satisfaction with travel health insurance (slides 13-14 of CAFII Powerpoint deck and separate Pollara results report, attached); and
- CAFII's October 2013 proposal to Ron Fullan, Executive Director, Insurance Councils of Saskatchewan, for the establishment of a "Restricted Insurance Agent Advisory Committee" in that province which has an Incidental Sellers of Insurance/Restricted Insurance Agent licensing regime (separate document attached).

Thank you again for making the time to meet with us in November, and for keeping CAFII informed as further steps in the FIA/CUIA Review have unfolded. We understand that the Ministry's work on developing policy options, to be published in a future consultation paper, is now underway. We look forward to participating in the next steps in the Review, including by responding to the Policy Paper. Should you require further information from CAFII or wish to dialogue with our Association at any time as the Review progresses, please contact me at brendan.wycks@cafii.com or 647-218-8243.

Sincerely,



Brendan Wycks, BA, MBA, CAE
Executive Director

c.c. Brian Dillon, Director, Financial Institutions, Financial and Corporate Sector Policy Branch
Kari Toovey, Senior Policy Advisor, Financial and Corporate Sector Policy Branch
Peter McCarthy
Kelly Tryon
Greg Grant

ABOUT CAFII

The Canadian Association of Financial Institutions in Insurance (CAFII) is a not-for-profit industry Association dedicated to the development of an open and flexible insurance marketplace. CAFII was established in 1997 to create a voice for financial institutions involved in selling insurance through a variety of distribution channels, i.e. client contact centres, agents and brokers, travel agents, direct mail, branches of financial institutions, and the internet. CAFII members offer travel, life, health, property and casualty, and creditor's group insurance across Canada.

CAFII's full members are the insurance arms of Canada's major financial institutions – BMO Insurance; CIBC Insurance; Desjardins Financial Security; National Bank Insurance; RBC Insurance; ScotiaLife Financial; and TD Insurance – along with major industry players American Express, Assurant Solutions, Canadian Premier Life Insurance Company, and The CUMIS Group Ltd.

CAFII believes consumers are best served when they have meaningful choice in the purchase of insurance products and services.