

CAFII Board of Directors Virtual Meeting Agenda

Date: Tuesday, April 13, 2021
Chair: C. Lobbezoo
Location: [Virtual MTeams Meeting](#)

Time: 2:00 to 4:00 p.m. EDT
Dial-in: 437-703-4263
Phone Conference ID: 965 295 258#

1. Call to Order and Meeting Confirmation	2:00 p.m.	Presenter	Action	Document
a. Approval of Agenda		C. Lobbezoo	Approval	✓

2. Consent Items	2:02 p.m.			
a. Draft Board Meeting Minutes, December 1, 2020		C. Lobbezoo		✓
b. Draft Board Meeting Minutes, February 11, 2021				✓
c. Summary of Board and EOC Action Items				✓
d. Regulatory Update				✓
e. Consultations/Submissions Timetable				✓
f. Regulator and Policy-Maker Visit Plan				✓
g. Board-Approved CAFII 2021 Schedule of Meetings and Events				✓

3. Governance Matters	2:05 p.m.	Presenter	Action	Document
a. Tentative Plan For Return To In-Person CAFII Board Meetings: December 7, 2021 CAFII Board Meeting and Immediately Ensuing Holiday Season Reception		B. Wycks	Update	
b. New CAFII Associates Secured and Admitted in 2021		B. Wycks/K. Martin	Update	

4. Financial Management Matters	2:10 p.m.	Presenter	Action	Document
a. CAFII Financial Statements as at March 31/21		T. Pergola	Approval	✓
b. Forecast for CAFII 2021 Fiscal Year as at March 31/21		T. Pergola	Update	✓
c. Draft 2020 CAFII Audited Financial Statements		H. Lopez, KPMG (Visitor)	Approval	✓
d. Timelines for Board and Membership Approval of CAFII 2020 Audited Financial Statements		B. Wycks	Update	

5. Strategic and Regulatory Matters	2:25 p.m.	Presenter	Action	Document
a. Recap of CAFII Board's February 11/21 Input On Updates Needed To CAFII Three-to-Five Year Strategic Plan, For Board Confirmation/Approval	2:25 p.m.	K. Martin	Update/ Approval	✓
b. Market Conduct & Licensing Committee	2:37 p.m.			
i. AMF Response Letter to CAFII's July 7/20 Creative Solutions Submission on Credit Card-Embedded Insurance Benefits; and CAFII's Next Steps, If Any	2:37 p.m.	K. Martin/B. Wycks	Update/ Discussion	✓ (6)
ii. Proposed CAFII Working Group on Industry Alignment Re Interpretation of FCAC's Appropriateness Guideline's Application to Authorized Insurance Products/CPI; and Potential Approaches to Compliance	2:50 p.m.	M. Boyle/P. McCarthy	Update/ Discussion	✓
iii. Outcomes of March 24/21 Special FSRA-Called Meeting with CLHIA and CAFII Around Concerns Raised by Group Insurance/Employee Benefits Advisors Related To How Section 7 (Incentives) of Proposed UDAP Rule Would Apply to Their Sector Within Life and Health Insurance	3:00 p.m.	K. Martin/B. Wycks	Update	✓ (2)
Break 5 Minutes	3:05 p.m.			
c. Research & Education Committee	3:10 p.m.			
i. Preliminary Results Highlights from CAFII 2020-21 Consumer Research Project on CPI Consumers' Digitization Preferences	3:10 p.m.	L. Martin, Pollara (Visitor)	Update	
ii. Proposed Supplementary CAFII Research Project on Digitization in Insurance	3:22 p.m.	K. Martin	Update/ Discussion	

5. Strategic and Regulatory Matters (Continued)			Presenter	Action	Document
d.	Media Advocacy Committee	3:30 p.m.			
i.	EOC-Endorsed CAFII Website Blog As Ongoing CAFII Website Initiative	3:30 p.m.	K. Martin	Update/ Discussion	✓
e.	Networking and Events Committee	3:35 p.m.			
f.	Travel Medical Insurance Experts Working Group	3:38 p.m.			
i.	Insights Gained From CAFII/CLHIA/THIA Weekly Calls Re Impact of COVID-19 on Travel Insurance Industry	3:38 p.m.	B. Wycks	Update	

6. Read Only Items				Read Only	Document
a.	New Mechanism for Creating Better Engagement and A Succession Pipeline of CAFII Committee Chairs and Candidates for Other Volunteer Leadership Roles				Briefing Note Only
b.	CAFII Data Improvements Working Group With RSM Canada Around Quarterly CPI Benchmarking Study: Progress Report				Briefing Note Only
c.	New Brunswick's "An Act To Amend The Insurance Act," Tabled March 17/21; and CAFII's Next Steps				✓
d.	Finalization/Launch of CAFII Motion Graphic Website Video on Credit Protection Critical Illness Insurance and Credit Protection Disability Insurance; Media Release; and Sharing of This News with Insurance Regulators and Policy-Makers Across Canada				Briefing Note Only
e.	April 28/21 CAFII Fireside Chat Webinar with Glen Padassery, Executive Vice-President, Policy & Chief Consumer Officer, FSRA				Briefing Note Only
f.	CAFII Response Submission on FSRA's Proposed Rule [2020-002]: Unfair or Deceptive Acts or Practices				✓
g.	Decision to Defer/Delay Contemplated CAFII Website Video on Consumer Protections Built Into Credit Protection Insurance Offered By CAFII Members				Briefing Note Only
h.	CAFII 2021 Website Investments				Briefing Note Only
i.	CAFII/CLHIA Joint Response Submission To FCNB On Contemplated Changes to New Brunswick Insurance Act With Respect To Payment Of Insurance Monies To A Minor				✓
j.	CAFII/CLHIA Joint Submission To Insurance Councils Of Saskatchewan On Nominees For Appointment To Saskatchewan Restricted Insurance Agent Advisory Committee				✓
k.	Report on 2020 CAFII Website Search Engine Optimization and Related Performance Metrics				✓

7. In Camera Session			Presenter	Action	Document
a.	First Implementation Of Board-Approved <i>CAFII Policy On Executive Staff Annual Performance Review; and Resulting Consideration For Compensation Adjustment</i>	3:40 p.m.	R. Dobbins	Update/ Discussion	
b.	Possible CAFII Diversification Into Certification/Accreditation Initiatives For The Benefit Of The Bancassurance/CPI Sector In Canada		Z. Fuerstenberg	Discussion	
c.	Possible CAFII Push (Via CBA?) For Elimination Of Federal Bank Act/IBBRs Prohibition Against Banks Retailing Non-Authorized Insurance Products From Their Branches		Z. Fuerstenberg	Discussion	
d.	Other Business		C. Lobbezoo	Discussion	

Next Board Meeting: Tuesday, June 9, 2021, 2:15 to 4:30 p.m. EDT (Virtual Meeting; Immediately Preceded By 2021 Annual Meeting of Members Starting At 2:00 p.m.)

2021 CAFII Annual Members' and Associates' Luncheon: Deferred to Q3 or Q4 2021