

## CAFII Board of Directors Teleconference Meeting Agenda

**Date:** Tuesday, June 9, 2020

**Chair:** N. Benson (Item 1)  
C. Lobbezoo (Item 2 to Meeting Completion)

**Location:** Teleconference-Only

**Time:** 2:20 – 4:40 p.m. EST

**Dial-in:** 416-477-0921/514-447-8925/1-888-543-2249

**Pin #:** 1500

1. Call to Order, Meeting Confirmation, and Board Transition Matters	2:20 p.m.	Presenter	Action	Document
a. CAFII Competition Guidelines		N. Benson	Approval	✓
b. Approval of Agenda			Approval	✓
c. Election of 2020-2021 CAFII Officers			Approval	

2. Consent Items	2:27 p.m.	Presenter	Action	Document
a. Draft Board Meeting Minutes, April 7, 2020		C. Lobbezoo		✓
b. Summary of Board and EOC Action Items				✓
c. Regulatory Update				✓
d. Consultations/Submissions Timetable				✓
e. Regulator and Policy-Maker Visit Plan				✓
f. Committee Reports Addressing CAFII Priorities				✓

3. Governance Matters	2:29 p.m.	Presenter	Action	Document
a. EOC-Recommended Cancellation Of CAFII Annual Members' Luncheon For 2020		B. Wycks	Discussion/ Decision	
b. Recommendation That Launch/Work of CAFII EOC Working Group On Proposed Lower Dues Category Of CAFII Membership Be Deferred Until "New Normal" Emerges, Post-COVID-19		K. Martin/B. Wycks	Discussion/ Decision	
c. Recommendation From CAFII Website & SEO Consultant RankHigher That Ownership Of CAFII.Insurance Domain Name Not Be Renewed		B. Wycks	Discussion/ Decision	
d. Rescheduling of October 2020 CAFII Board Meeting; and Liaison Lunch and Industry Issues Dialogue With AMF Staff Executives To Thursday, October 15/20		B. Wycks	Update	

4. Financial Management Matters	2:40 p.m.	Presenter	Action	Document
a. CAFII Financial Statements as at April 30/20		T. Pergola	Approval	✓
b. Forecast For CAFII 2020 Fiscal Year		T. Pergola	Update	✓
c. Updated CAFII Cheque Signing Authority Policy		T. Pergola	Approval	✓
d. Canada 10% Temporary Wage Subsidy For Employers (TWSE): CAFII Decision Not To Apply		T. Pergola	Update	✓

Break: 5 Minutes	2:50 p.m.	Presenter	Action	Document
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5. Strategic and Regulatory Matters	2:55 p.m.	Presenter	Action	Document
a. CAFII's Two-Pronged Strategy Re AMF's View That RADM Applies To Credit Card-Embedded Insurance Benefits				
i. Update On Two Prongs Of Strategy		K. Martin	Update	
ii. Draft CAFII "Creative Solutions" Submission On How Industry Can Meet AMF's Requirements Related To RADM's Applicability To Credit Card-Embedded Insurance Benefits		K. Martin/B. Wycks	Discussion/ Decision	✓
b. Proposed CAFII Response To CCIR/CISRO FTC Working Group Request That CAFII Undertake A Third Party-Conducted Survey And Provide A Report On CAFII Member-Utilized Incentives and Compensation Models	3:10 p.m.	B. Wycks/K. Martin	Discussion/ Decision	✓
c. CAFII Quarterly CPI Benchmarking Study With RSM Canada: Vetting By Stikeman Elliott Competition Lawyer; and Distribution of First Report	3:15 p.m.	K. Martin	Update	✓
d. Research & Education Committee	3:20 p.m.	A. Stuska		
i. 2020 CAFII Research Options, Including Proposed Engagement of Melissa Carruthers, Deloitte Canada For CAFII-Commissioned Thought Leadership/Perspectives Paper On "The Future of Credit Protection Insurance in Canada"		A. Stuska/K. Martin	Discussion/ Decision	✓
e. Media Advocacy Committee	3:32 p.m.			

i.	Proposed CAFII Motion Graphic Website Video On Credit Protection Job Loss Insurance: Proceed At This Time Or Defer?	K. Martin	Update	✓
ii.	Options For CAFII Around Media Proactivity and Website Enhancements Arising From COVID-19	K. Martin/ C. Blaquiére	Discussion/ Decision	✓
iii.	Media Consultant Report On CAFII's 2019 Media Relations and Website Communications Achievements	C. Blaquiére/ K. Martin	Update	✓
f.	Impact Of COVID-19 On CAFII Members, Credit Protection Insurance and Travel Insurance 3:50 p.m.			
i.	Feedback On and Continuation of CAFII Directors and Designates COVID-19 Information-Sharing Group	K. Martin	Discussion/ Decision	
ii.	Insights Gained From Weekly CAFII/CLHIA/THIA Calls Re Impact Of COVID-19 On Travel Insurance Industry	B. Wycks/K. Martin	Update	
Break: 5 Minutes 4:00 p.m.				
g.	Launch of Saskatchewan RIA Advisory Committee 4:05 p.m.	B. Wycks/K. Martin	Update	
h.	Postponement of Planned CAFII 2020 Atlantic Canada Visits To 2021 Due To COVID-19: Communication of CAFII's Plans To Insurance Regulators and Policy-Makers in NB, NS, PEI, and NF	B. Wycks	Update	

6.	Special Matters and Other Business 4:10 p.m.	Presenter	Action	Document
a.	Feedback On Transition To A New Briefing Notes-Driven Approach To CAFII Board Meetings and Materials	C. Lobbezoo	Discussion	
b.	June 9/20CAFII Emerging Issues Webinar On "The Looming Impact Of Climate Change Upon The Life and Health Insurance Industry"	B. Wycks	Update	
c.	Next CAFII Board Meeting: Thursday, October 15/20 Hosted By Desjardins Insurance in Levis, Quebec, Including Liaison Lunch and Industry Issues Dialogue With AMF Staff Executives	B. Wycks	Update	

7.	In Camera Session 4:20 p.m.	Presenter	Action	Document

**Next Board Meeting:** Thursday, October 15/20 Hosted By Desjardins Insurance in Levis, Quebec, Including Liaison Lunch and Industry Issues Dialogue With AMF Staff Executives