

CAFII Executive Operations Committee Teleconference-Only Meeting Agenda

Date: Tuesday, February 25, 2020

Chair: M. Boyle

Location: Teleconference-Only

Time: 2:30 – 4:00 p.m. EST

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

Pin #: 1500

Item	2:00 p.m.	Presenter	Action	Document
1. Call to Order		M. Boyle		
a. Welcome to New EOC Members (official welcome to EOC Members from Sun Life Financial; and to Penny Cordogiannis from RBC Insurance)				
2. Consent Items	2:05 p.m.	Presenter	Action	Document
a. Regulatory Update				✓
b. Consultations/Submissions Timetable				✓
c. Regulator and Policy-Maker Visit Plan				✓
d. CAFII Submission To FCNB On Restricted Insurance Licensing Regime Consultation				✓
e. CAFII Submission To FSRA On Proposed Guidance Framework Consultation				✓
3. Governance Matters	2:08 p.m.	Presenter	Action	Document
a. Draft Minutes of January 21/20 EOC Meeting		K. Martin/B. Wycks	Approval	✓
b. Summary of Board and EOC Action Items		B. Wycks/K. Martin	Update	✓
c. Board-Approved Decisions Reached In February 10/20 Special Purpose Teleconference Meeting		B. Wycks	Update	✓
d. New CAFII Initiation Member Prospects		B. Wycks	Update	
e. New CAFII Associate Prospects		B. Wycks	Update	
f. Launch of EOC Working Group To Explore A New Lower Dues Category Of CAFII Membership		M. Boyle	Update	✓
4. Financial Management Matters	2:20 p.m.	Presenter	Action	Document
a. Financial Statements as at January 31/20 (including Board-Approved CAFII 2020 Operating Budget)		T. Pergola	Update	✓
b. Timelines for KPMG Audit of CAFII 2019 Fiscal Year Financial Statements		B. Wycks	Update	✓
5. Recent and Upcoming Strategic and Regulatory Initiatives	2:30 p.m.	Presenter	Action	Document
a. CAFII Engagement with AMF On RADM's Applicability to Credit Card-Embedded Insurance Benefits				
i. Insights Gained From February 11/20 CAFII Meeting with the AMF		K. Martin	Update	✓ (2)
ii. CLHIA Response To CAFII Report on February 11/20 Meeting; and Possible Engagement With AMF On This Issue		K. Martin/B. Wycks		✓
iii. CBA Response To CAFII Report On February 11/20 Meeting		K. Martin/B. Wycks	Update	✓
iv. Next Steps In CAFII's Engagement with AMF On This Issue		K. Martin	Update/ Discussion	✓
v. Launch of CAFII Working Group on Credit Card-Embedded Insurance Benefits and Industry Relations with The AMF		K. Martin/S. Kirby	Discussion	
b. AMF December 20/19 Communique Re Operational Incident Reporting		M. Boyle/R. Dobbins	Discussion	✓ (2)
c. AMF Review of Critical Illness Insurance		M. Boyle	Update	
d. April 7/20 CAFII Informal Lunch With AMF Staff Executives, Industry Issues Dialogue, and CAFII Board Meeting in Levis, Quebec		B. Wycks	Update	✓
e. CAFII March 5/20 Meeting With CCIR/CISRO's FTCWG, For Which An Association-Level Deck/Submission On "Incentives and Compensation Models Currently In Market" Has Been Requested		B. Wycks/K. Martin	Update/ Discussion	✓
f. CAFII March 9/20 Presentation Meeting With FCAC On Credit Protection Insurance Sales Practices and Fair Treatment of Customers Considerations: Confirmation of Details		B. Wycks	Update	✓
i. Development of CAFII Story-Telling Presentation Deck By Dog and Pony Studios		K. Martin	Update	✓
ii. Integration Of Willis Towers Watson CPI Data From CAFII Members Into Presentation Deck		K. Martin	Update	✓
iii. CAFII Delegation For March 9/20 Meeting With FCAC		B. Wycks	Update	
g. Launch Of CAFII Quarterly Credit Protection Insurance Benchmarking Study		K. Martin	Update	
i. Approach To Transfer of Date From CAFII Member Participants To RSM Canada		K. Martin	Update	
h. Proposed Amendments to Regulations under Proceeds of Crime (Money Laundering) and Terrorist Financing Act (Canada); and Potential Impact Upon Life Insurers, Brokers, and Agents		D. Ewen	Update/ Discussion	✓

i.	CAFII Credit Protection Insurance Industry Best Practices Working Group: Progress Report	M.Boyle/K.Kasperski	Update	✓
ii.	Call For Additional EOC and Other Member Company Volunteers For Work Streams	K. Martin	Update	
j.	CAFII March 26/20 Annual Members' Luncheon	B. Wycks	Update	✓
k.	2020 CAFII Research Plans/Initiatives	K. Martin/A. Stuska	Update	✓
l.	2020 CAFII Website Investment Plans/Initiatives	K. Martin/C. Blaquiere	Update	✓
m.	Rank Higher Presentation of CAFII 2019 Website Metrics Report	K. Martin	Update	✓
n.	CAFII Opinion Column On Credit Protection Insurance In Canadian Business Quarterly	K. Martin	Update	✓

6.	Other Business	3:25 p.m.	Presenter	Action	Document

7.	Tracking Issues	Presenter	Action	Document
a.	FCNB Insurance Act Rewrite (Including Linked Plan to Introduce an RIA Regime)			
b.	AMF Consultation on Updating Sound Commercial Practices Guideline			
c.	BC Drafting of Regulations To Implement Financial Institutions Amendment Act, 2019			
d.	FCAC: Phase 2 of Domestic Bank Retail Sales Practices Review			

Next EOC Meeting: Tuesday, March 24, 2020, 2:00 p.m. – 4:30 p.m., 18 York St. 9th Floor (Manitoba Room), hosted by CIBC Insurance

Annual Members' Luncheon: Thursday, March 26/20 from 11:45 a.m. to 2:15 p.m., featuring Judith Robertson, Commissioner, FCAC as guest speaker, at Snell Hall, St. James Cathedral Centre Event Venue, 65 Church St., Toronto

Next Board Meeting: Tuesday April 7/20, 2:20 to 4:00 p.m., preceded by Informal Liaison Lunch and Industry Issues Dialogue with AMF staff executives, hosted by Desjardins Financial Security in Levis/Quebec City