

CAFII Executive Operations Committee Meeting

Date: Tuesday, November 20, 2018
Location: BMO Insurance, 6th Floor Boardroom, 60 Yonge St., Toronto, ON
Chair: M. Boyle

Time: 2:00 – 4:30 p.m. EST
Dial-in: 416-477-0921; 514-447-8925; or 1-888-543-2449
Participant: 1500; Moderator: 1501
Zoom URL: https://zoom.us/j/295015648

Agenda

Item		Presenter	Action	Document
1. Call to Order	2:00 p.m.	M. Boyle		
a. Welcome to new EOC Member				
2. Consent Items	2:02 p.m.	M. Boyle	Receipt	✓
a. EOC Meeting Notes of October 23/18			Receipt	✓
b. Summary of Board and EOC Action Items				
3. Approval of Agenda and Previous Minutes	2:03 p.m.			
a. Agenda for November 20/18 EOC Meeting		All	Approval	✓
b. Minutes of September 25/18 EOC Meeting		All	Approval	✓
c. Minutes of October 2/18 Board Meeting		All	Approval	✓
4. Strategy and Governance	2:05 p.m.			
a. Credit Card Balance Protection Insurance; and Possible CAFII Next Steps:				
i. CBC Marketplace and Go Public Stories of November 2018		K. Martin	Update	
ii. CAFII-sponsored research on consumer value proposition and/or international comparisons of Balance Protection Insurance		K. Martin	Discussion	
iii. CAFII-developed guidelines/standards and/or training/certification program related to Balance Protection Insurance		K. Martin/B. Wycks	Discussion	
iv. CAFII Special Purpose GR/PR Campaign In Support of Balance Protection Insurance (proposal from Z. Fuerstenberg, ScotiaLife Financial)		K. Martin/B. Wycks	Discussion	✓
b. CAFII Response To Recent Presentation From B. Goulard, FCAC: Next Steps		K. Martin	Discussion	✓
c. Proposed Schedule of 2019 CAFII Meetings and Events		B. Wycks	Decision	✓ ✓ (2)
d. CAFII Initiation Member, Returning Member, and Associate Prospects		B. Wycks/K. Martin	Update	
i. National Bank Insurance				
ii. Chubb Insurance Canada				
iii. Sun Life Financial				
5. CAFII Financial Management	2:45 p.m.	T. Pergola		
a. Financial Statements as at October 31/18			Approval	✓
b. Proposed CAFII 2019 Operating Budget			Decision	✓ (2)
6. Regulatory	3:00 p.m.			
a. Consultations/Submissions Timetable		B. Wycks	Update	✓
b. Regulatory Update		B. Wycks		✓
i. Response Submission on AMF's Regulation Respecting Alternative Distribution Methods		K. Martin/B. Wycks	Update	
ii. Response Submission on FSRA's Proposed Fees and Assessments Rules		B. Wycks	Update	
iii. Implementation of Saskatchewan's New Insurance Act and Regulations		B. Wycks	Update	✓ ✓ ✓ (3)
iv. October 24/18 CAFII Meeting With CCIR Travel Insurance Working Group		S. Manson/B. Wycks	Update	
v. October 25/18 CAFII Stakeholder Meeting With CCIR		B. Wycks/K. Martin	Update	
vi. November 16/18 FSCO Life and Health Insurance Market Conduct Symposium		K. Martin	Update	
vii. New Brunswick Insurance Act Rewrite		B. Wycks	Update	
c. Regulator and Policy-Maker Visit Plan		B. Wycks	Update	✓
i. CCIR Year 3 ASMC Information Session, November 21/18		B. Wycks	Update	
ii. Industry Advisory Group – Life and Health Insurance Meeting with FSRA Re 2019-20 Priorities and Budget, November 26/18		B. Wycks	Update	
iii. CAFII Meeting with CCIR/CISRO Fair Treatment of Consumer Working Group, November 28/18		B. Wycks	Update	
iv. CAFII Follow-up Meeting With CCIR Travel Insurance Working Group, December 5/18 (Tentative)		S. Manson/B. Wycks	Update	

7. Committee Updates 3:30 p.m. a. Research & Education i. Results of Pollara Credit Protection Insurance Research Project ii. Deployment of Credit Protection Insurance Research Results iii. CAFII Research Priorities, 2019 b. Market Conduct c. Media Advocacy i. New CAFII Website Video On Travel Medical Insurance Research Results ii. CAFII Website Enhancements, 2019 d. Licensing Efficiency Issues, including i. Saskatchewan Restricted Insurance Agent Advisory Committee e. Travel Medical Experts f. Networking & Events i. Proposed Presentation Concept for 2019 CAFII Annual Members' Luncheon	D. Quigley/K. Martin L. Martin (Visitor) (D. Moorcroft, Visitor) D. Quigley/K. Martin B. Kuiper C. Blaquiere/K. Martin K. Martin K. Martin M. Gill M. Gill/K. Martin S. Manson J. Lewsen/B. Wycks K. Martin	 Presentation Discussion Discussion Update Update Update Update Update Update Update Update Update Discussion	 ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓
8. Other Business 4:18 p.m. a. Visit By Mark White, CEO of FSRA, to November 27/18 CAFII Board Meeting; and Presentation at November 27/18 CAFII Reception b. Proposal That All Future EOC In-Person Meetings Be Scheduled For 2.5 Hours Duration	B. Wycks B. Wycks/K. Martin	Update Decision	 ✓
9. In Camera Session 4:20 to 4:30 p.m. a. Proposed Renewal of CAFII Contract With Managing Matters	M. Boyle K. Martin/B. Wycks	Discussion Decision	 ✓
10. Tracking Issues a. BC 10-Year Review of Financial Institutions Act b. FCNB Plans To Introduce An RIA Licensing Regime in New Brunswick c. AMF 2018 Consultation on Updating Sound Commercial Practices Guideline d. Alberta Government Plans to Create a Single Financial Services Regulator e. FCAC: Phase 2 of Domestic Bank Retail Sales Practices Review f. Australian Royal Commission on Banking, Superannuation and Financial Services Industry g. FSCO: ISI Market Conduct Questionnaire and CEO Attestation; and Succession by FSRA h. CCIR: Conduct of Insurance Business and Fair Treatment of Customers (Final)			

Next Board Meeting: Tuesday, November 27/18, 3:00 to 5:00 p.m.; The Canada Life Assurance Company,
15th Floor Boardroom, 330 University Avenue, Toronto, ON

Next EOC Meeting: Tuesday, January 15/19, 3:00 – 5:00 p.m., Location: TBA; to be followed by EOC Annual Appreciation Dinner