

## CAFII Board Meeting Agenda

**Date:** Tuesday April 8, 2025

**Time:** 3:00 – 5:00 p.m. EST

**Chair:** V. Gillis

**Host:** TD Insurance

**Location:** TD Terrace Conference Centre, 160 Front Street,  
4<sup>th</sup> Floor, Watson Lake Room  
Toronto, ON M5J 2L6

**Meeting Link:** [MS Teams](#)

**Meeting Code:** 234 671 607 683

**Dial-In:** 1-647-953-4180

1. Welcome, Call to Order, Meeting Confirmation and Board Constitution Matters	3:02 p.m.	Presenter	Action	Document
a. Welcome and Call to Order	3:02 p.m.	V. Gillis	Introduction	
b. Land Acknowledgement	3:03 p.m.	V. Gillis	Reflection	
c. Declaration of Meeting Properly Called and Constituted	3:04 p.m.	V. Gillis	Confirmation	
d. Approval of Agenda	3:05 p.m.	V. Gillis	Approval	
e. Introduction of Lara Doig, Senior Manager, Operations	3:06 p.m.	V. Gillis/ K. Martin/ L. Doig	Introduction	✓
f. Draft of Minutes of December 3, 2024, CAFII Board Meeting	3:07 p.m.	V. Gillis	Approval	✓
g. Draft Schedule of 2025 Meetings and Events	3:08 p.m.	V. Gillis	Approval	✓

2. Consent Items	3:08 p.m.	Presenter	Action	Document
a. Summary of Board and EOC Action Items				
b. Consultations/Submissions Timetable				
c. Regulator and Policy-Maker Visit and Communications Recap				
d. Committee Reports Addressing CAFII Priorities				

3. Financial Management	3:09 p.m.	Presenter	Action	Document
a. Draft CAFII 2024 Audited Financial Statements and Independent Auditor's Report Thereon	3:09 p.m.	H. Lopez	Update/ Discussion /Approval	✓ (2)
b. Timelines for Membership Approval of CAFII 2024 Audited Financial Statements	3:19 p.m.	L. Doig	Update	✓
c. CAFII Financial Statements as of February 28/25	3:21 p.m.	D. Hinnecke	Update /Approval	✓
d. Receipt of 2024 CAFII Member Dues Payments and Associate Dues Payments	3:26 p.m.	L. Doig	Update	
e. Operating Budget 2026: Option for Dues Increases	3:28 p.m.	K. Martin	Update/ Discussion	✓ (2)

4. Strategic and Regulatory Initiatives	3:33 p.m.	Presenter	Action	Document
a. Plans for a Segmentation Research Study with Pollara in 2025	3:33 p.m.	R. Jennings	Update	✓
b. Update on the Implementation of the Media Strategy	3:38 p.m.	W. Bairos	Update	✓ (2)
c. Update on the Meetings with the FCAC and the Department of Finance on March 17 <sup>th</sup> , 2025, Ottawa	3:48 p.m.	K. Martin	Update	✓ (3)
d. Update on Discussions with the Insurance Council of BC on the Accreditation of Training Materials for Representatives Operating Under a Corporate License (Restricted Insurance Agency Regime)	3:58 p.m.	K. Martin	Update	✓ (2)
e. Update on the Plans around 2025 Regulatory Tours to All Provinces in Canada	4:08 p.m.	L. Doig	Update	✓ (2)
f. Plans For Annual Members Luncheon on May 22/25 with a Panel of Three Lawyers: Stuart Carruthers (Stikeman Elliott); Jill McCutcheon (Torys); Koker Christensen (Fasken)	4:13 p.m.	L. Doig	Update	✓

g.	Plans for Immediately Ensuing April 8/25 Reception Event with Tolga Yalkin, CEO of BCFSA as Guest Speaker	<b>4:16 p.m.</b>	L. Doig	Update	✓
h.	Proposed Letter and Outreach to New FSRA CEO Dexter John	<b>4:18 p.m.</b>	K. Martin	Update	
i.	Open Discussion on the Implications of Tariffs and other initiatives from the United States on CPI and the Business Environment more Generally	<b>4:23 p.m.</b>	V. Gillis	Discussion	

<b>5. Governance</b>	<b>4:33 p.m.</b>	<b>Presenter</b>	<b>Action</b>	<b>Document</b>
a. Launch of the New CAFII Intranet	<b>4:33 p.m.</b>	K. Martin	Update	✓
b. Feedback from Robyn Jennings on 1-on-1 EOC Meetings	<b>4:36 p.m.</b>	R. Jennings	Update	
c. Confirmation of Completion of the 2024 Annual Appraisal of CAFII Executive Director	<b>4:39 p.m.</b>	K. Kasperski	Update	

<b>6. Read Only Items</b>	<b>4:41 p.m.</b>	<b>Presenter</b>	<b>Action</b>	<b>Document</b>
a. Two New CAFII Associates: Jennings Consulting; Global Excel Management				(2)
b. Publication of New CAFII Video on LIMRA Research and CPI				
c. Final Internal-Only Detailed Word Document from Deloitte on Technology Trends and CPI				
d. Letter to the AMF on its Interpretation of Statistics around CPI				
e. AMF Operational Resilience Document, January 23, 2025				
f. Managing Matters Acquisition by Association Headquarters				
g. Joint CAFII, CLHIA, THIA Meeting with BCFSA on Outsourcing and "Adjusting" (February 11, 2025)				
h. BCFSA Decision Not to Proceed with the Requirement for Life Insurance "Adjusters" to be Individually Licensed				
i. Request for CAFII to Offer Input in a Virtual Meeting on Alberta Insurance Council Strategic Plan 2025-2028				
j. April 1/25 Webinar on Results of the Deloitte Research on Technology Trends and CPI				
k. April 2/25 Public Release of the CAFII Research Project with Deloitte				(4)
l. Update on the Enhanced RSM Canada Benchmarking Study (Q1 2025)				

<b>7. In-Camera Session</b>	<b>4:41 p.m.</b>	<b>Presenter</b>	<b>Action</b>	<b>Document</b>
a. Update on Annual Performance Appraisal, CAFII Executive Director		K. Kasperski/ J. Burns		

**Annual Members Luncheon 2025:** Thursday, May 22/25, 11:30 to 2:30 p.m. EST, St. James Cathedral Centre Event Venue, 65 Church Street, Toronto, ON M5C 2E9

**Next Board Meeting, Preceded by the Annual Meeting of Members:** Tuesday, June 3/25, 2:30 to 5:00 p.m. EST (Hybrid), Hosted by RBC Insurance at 155 Wellington, Toronto, ON M5V 3K7, 11<sup>th</sup> Floor, Americas room