

**Agenda Item 2(a)  
November 20/18 EOC Meeting**

**CAFII Executive Operations Committee**  
**Summary Notes of Teleconference Meeting, 23 October, 2018, 2:00 to 3:00 pm**

**In Attendance:**

Martin Boyle, BMO Insurance (Chair)  
Dallas Ewen, Canada Life  
Brad Kuiper, Scotialife Financial  
Laura Bedford, RBC Insurance  
Scott Kirby, TD Insurance  
Peter Thorn, TD Insurance  
Anita Mukherjee, RBC Insurance  
Moira Gill, TD Insurance  
Monika Spudas, Manulife Insurance  
Diane Quigley, CUMIS  
Tony Pergola, Scotialife Financial (Treasurer)  
Sue Manson, CIBC Insurance  
Mindy Tarantelli, Scotialife Financial  
Brendan Wycks, CAFII  
Natalie Hill, CAFII  
Keith Martin, CAFII

**Summary**

A series of content items were approved without further discussion on them in the meeting.

The first draft of the CAFII 2019 operating budget was tabled and reviewed. The draft operating budget offered a series of scenarios based on different assumptions around revenue and expenses, so EOC members could see the impact of different approaches on the Association's finances.

The EOC was presented with a proposal from CUMIS around allowing non-EOC members to have access to EOC meetings and materials. The proposal was tabled for consideration with the intention of more fully evaluating it at a future EOC meeting, following further consideration in the interim.

A draft schedule of EOC and Board meetings for 2019 was tabled, and members who were assigned to host meetings in 2019 were asked to review internally whether there were any conflicts and to let CAFII know of any issues as soon as possible.

It was noted that the CAFII Networking and Events Committee was being reconstituted, with Scott Kirby and John Lewsen offering to participate as the committee's members. Other EOC members who might have an interest in participating on the committee were invited to put their names forward.

Upcoming regulatory submissions were reviewed, including the critical path for a response to the AMF regulation regarding Alternative Distribution Methods, for which Keith Martin will take the lead on drafting the formal response for review by the Market Conduct Committee and the full EOC.

Because the AMF regulation includes a short, high-level summary that is required as a replacement for the Distribution Guide, the concept of CAFII producing a template version of this summary was tabled and the consensus was that this could be a positive role for CAFII to play.

The critical path for the submission in response to the FSRA Public Consultation on Proposed Fees and Assessments Rules was reviewed, for which Brendan Wycks will take the lead on drafting the formal response for review by the Market Conduct Committee and the full EOC. The response will include a request for a transition period for the implementation of the move from net premium to direct written premium as the basis for fee levies.

There was discussion of the upcoming CBC Marketplace story on credit card balance protection insurance, and it was noted that the Media Advocacy Committee was playing a lead role in coordinating discussion and reviewing options for CAFII.

There was review of a document on the next steps arising out of the recent CAFII meeting with FCAC Deputy Superintendent Brigitte Goulard, and it was agreed members would consider the options in the document and discuss them in more detail at the November in-person EOC meeting.

It was noted that the Pollara consumer research project on credit protection insurance for mortgage and HELOC products was nearing completion, with results likely to be shared with CAFII members in the following weeks.

There was an update on the status of the Saskatchewan new Insurance Act and Regulations, including steps taken in relation to the Saskatchewan “mini-consultation” which emanated from CAFII and CLHIA submissions on some of the regulations.

The EOC was given an update on the next steps around a new website video summarizing the travel medical insurance research results.

EOC members were reminded that CAFII would like to place a membership badge on the websites of the Association’s members; follow up documentation to be used to make the case internally within CAFII members’ organizations would be forthcoming.

There was an update on a 17 October, 2018 travel health insurance meeting with CLHIA and THiA, which was held to prepare for separate 24 October, 2018 meetings which the three Associations would be having on this issue with the CCIR’s Travel Insurance Working Group.

The EOC was also updated on the upcoming 25 October Annual Stakeholder Meeting with CCIR, for which meeting it was proposed that CAFII take a less formal, more high-level approach to the issues CAFII wanted to address.

An update was provided on CAFII’s efforts to bring Sun Life Financial into the Association as an Initiation Member, with good discussions having taken place with a new senior executive contact at Sun Life Financial, Laura Hewitt.