

**Agenda Item 2(e)**  
**October 26/21 EOC Meeting**

**CAFII Insurance Regulator and Policy-Maker Meetings/Interactions**  
**From September 14/21 To October 22/21**

<b><u>Date</u></b>	<b><u>Event/Occasion/Issue</u></b>	<b><u>Who</u></b>
September 14, 2021	CAFII-accepted presentation and relationship-building virtual meeting with Erica Hiemstra and FSRA colleagues around the Authority's Life Agent Reporting Form (LARF) modernization initiative	-Erica Hiemstra, Head, Market Conduct—Insurance Conduct; -Swati Agrawal, Senior Manager, Market Conduct – Licensing and Market Conduct Division; -Robert Prior, Senior Manager, Market Conduct, Life and Health Insurance; -Tim Mifflin, Senior Manager, Policy; -Roy Dias, Senior Manager, Credentialing Oversight: Financial Advisors; -Chris(tine) Caldarelli, Senior Policy and Technical Lead.
September 15, 2021	Deadline extension request made to CCIR Policy Manager re CAFII submission on CCIR/CISRO Draft "Incentive Management Guidance"	Brendan Wycks reaches out to Tony Toy, CCIR Policy Manager, via email and successfully obtains a deadline extension for CAFII from September 17/21 to September 22/21.
September 21, 2021	Second meeting of Insurance Councils of Saskatchewan (ICS) RIA Advisory Committee	Brendan Wycks attended this meeting – which provides an opportunity to interact and strengthen the relationship with ICS staff executives Ron Fullan and April Stadnek -- as CAFII's Association observer. The Committee is chaired by CAFII representative Moira Gill, TD Insurance; CAFII representative Charles MacLean, RBC Insurance, was appointed Vice-Chair in this meeting; and Shawna Sykes, CUMIS/The Co-operators, is CAFII's third representative on the Committee.

October 1, 2021	Confirmation of new developments re CCIR Chair	Tony Toy, CCIR Policy Manager, responds to an emailed information request from Brendan Wycks and confirms that Frank Chong has stepped down as CCIR Chair, as he recently left BCFSAs employ. Subsequently, CCIR announces in an October 7/21 news release that Robert Bradley, PEI Superintendent of Insurance, has been appointed as the new CCIR Chair.
October 4, 2021	Virtual meeting of FSRA's Sectoral Advisory Committee (SAC) for Life and Health Insurance with FSRA management.	Keith Martin, who represents CAFII on FSRA's SAC for Life and Health Insurance, attends this virtual meeting.
October 1 to 8, 2021	CAFII webinar, on October 25/21, on Provincial Insurance Policy and Regulatory Developments and Emerging Issues As Canada Progresses Out of COVID-19	Brendan Wycks reaches out to Mark Brisson, Alberta Superintendent of Insurance; Jan Seibel, Saskatchewan Deputy Superintendent of Insurance; and Chris Carter, BCFSAs Vice-President of Financial Institutions, and successfully recruits them as panelists for this webinar (decline received from Jean Bishop, Superintendent of Insurance, Newfoundland and Labrador).
October 7, 2021	Debrief Phone Call on October 4/21 virtual meeting of FSRA Sectoral Advisory Committee (SAC) for Life and Health Insurance	Swati Agrawal, FSRA's Senior Manager, Market Conduct, spoke on the phone with Keith Martin to discuss October 4/21 meeting of Sectoral Advisory Committee on Life and Health Insurance. Purpose of the call was to debrief on the meeting, what went well, and what could be improved.

		Keith provided generally positive feedback on the meeting; and Ms. Agrawal was very positive about CAFII's participation in and preparation for the meeting.
October 14, 2021	FCAC Response To Email Update Request Re Development of "Appropriateness Guideline"	<p>Brad Schnarr, FCAC's Manager, Regulatory Guidance and Coordination, Supervision and Enforcement Branch, responds to an October 6/21 email request (with a follow-up reminder on October 13/21) for an update from Brendan Wycks; and indicates that:</p> <ul style="list-style-type: none"> <li>-We are targeting November for the public consultation on the draft Appropriate Products and Services Guideline.</li> <li>-We are planning for the public consultation period to be open for about a month. That will be confirmed closer to the launch of the consultation; and</li> <li>-The publishing of the <i>FCPF Regulations</i> in August has confirmed that the in force date for the remaining provisions (including the appropriate products and services provision) in the FCPF is June 30, 2022. Given that timeframe, we are aiming for a February timeframe for the final publication of the guideline.</li> </ul>
October 14, 2021	Practice Session/Dry Run for October 25/21 CAFII webinar	Keith Martin, Brendan Wycks, Meighan Pears, and Jake Becker from CAFII hold productive Practice Session/Dry Run for October 25/21 CAFII webinar with the three regulator panelists:

		Mark Brisson, Alberta Superintendent of Insurance; Jan Seibel, Saskatchewan Deputy Superintendent of Insurance; and Chris Carter, BCFS Vice-President of Financial Institutions.
October 14, 2021	FSRA's new "Innovation Framework"	Glen Padassery, FSRA's Executive Vice President, Policy and Consumer Office, sends email to Keith Martin and Brendan Wycks requesting a meeting at which Marlena Labieniec, Director of FSRA's Innovation Office, will highlight the Authority's new Innovation Framework. That meeting is now set for Friday, October 29/21 at 4:00 p.m. It is CAFII's intention to seek a further meeting after this initial/introductory session at which CAFII members can attend and hear the details of the new Innovation Framework.
October 14, 2021	CAFII "Industry Issues Dialogue" With AMF Staff Executives	CAFII holds successful 1.5 hours "Industry Issues Dialogue" with the following AMF staff executive participants: -Éric Jacob, Superintendent, Client Services and Distribution Oversight; -Patrick Déry, Superintendent, Solvency; -Louise Gauthier, Senior Director, Distribution Policy Management; -Nathalie Sirois, Senior Director, Supervision of Insurers and Control of Right to Practise; -Julien Reid, Senior Director, Supervision of Financial Institutions and Deposit Insurance;

		<p>-Mario Beaudoin, Director, Alternative Distribution Practices in Insurance.</p> <p>CAFII and AMF made two mini-presentations each, with CAFII's being focused on (i) the importance of credit protection insurance products in the marketplace; and (ii) on the strong regulatory environment for the CPI industry and the strong oversight of sales practices by CAFII member institutions.</p>
October 15 to 22, 2021	CAFII Follow-up Meeting With CCIR/CISRO Fair Treatment of Customers Sub-Working Group On Incentives Re CAFII's Submission On CCIR/CISRO's "Draft Incentive Management Guidance"	<p>Tony Toy, CCIR Policy Manager, and Brendan Wycks exchange emails for the purpose of organizing this CCIR/CISRO-requested follow-up meeting, now confirmed for October 26/21.</p>