

**CAFII EOC Meeting Minutes**  
**Thursday, August 22, 2013**  
**Action Items from the Meeting**

<b>Agenda Item</b>	<b>Action Item</b>	<b>Responsible</b>	<b>Deadline</b>
5b. CAFII Relationship-Building at Charity Events	Brendan Wycks to respond with regrets to charity golf invitation received recently from Herbert H. Carnegie Future Aces Foundation.	B. Wycks	
6ai. FSCO Consultation on Modernizing Disciplinary Hearings for Insurance Agents and Adjusters	Brendan Wycks to coordinate CAFII representative(s) to attend September 9 meeting, where CAFII's support for the consultation and the proposed modernization reforms can be expressed.	B. Wycks	
6bii. Possible CAFII Joint Visit with Atlantic Canada Regulators	Brendan Wycks to identify a time frame in Fall 2013 for this possible visit (based on member availability), along with agenda items.	B. Wycks	
6ci. Speaker for October 8, 2013 Regulator Reception	<p>Leya Duigu to provide English version of letter to Louis Morisset, new AMF CEO, to Board Chair Mark Cummings, for review and approval before sending.</p> <p>Paul Yeung to reach out to alternate speaker John Wilkinson, in the event that Louis Morisset is unavailable.</p>	<p>L. Duigu</p> <p>P. Yeung</p>	

**CAFII EOC Meeting**  
**Thursday, August 22, 2013**  
**Held via teleconference and in-person at:**  
**ScotiaLife Financial, 20 Queen Street West, 35<sup>th</sup> Floor**  
**Toronto, Ontario**

<b>Present:</b>	Charles Blaquiere Andre Duval  Sara Gelgor Moira Gill Greg Grant Jennifer Hines Richard Hebert John Lewsen Sue Manson John Poolman Maria Sanchez-Chung Paul Yeung	Canadian Premier Life Insurance Co. Desjardins Financial Security Life Assurance <i>(teleconference)</i> ScotiaLife Financial TD Insurance <i>(teleconference)</i> CIBC Insurance <i>(teleconference)</i> RBC Insurance <i>Chair</i> National Bank Insurance Co. <i>(teleconference)</i> BMO Insurance CIBC Insurance <i>(teleconference)</i> Assurant Solutions <i>(teleconference)</i> TD Insurance <i>(teleconference)</i> RBC Insurance <i>(teleconference)</i>
-----------------	---	---

<b>Also Present:</b>	Leya Duigu Brendan Wycks	T•O Corporate Services CAFII
----------------------	-----------------------------	---------------------------------

<b>Regrets:</b>	Emily Brown Rose Beckford Matthew Fabian	BMO Insurance ScotiaLife Financial BMO Insurance
-----------------	--	--

**1. Call to Order**

The meeting was called to order at 10:05 a.m. Jennifer Hines acted as Chair and Brendan Wycks acted as recording secretary until Leya Duigu joined the meeting.

**2. Approval of Agenda**

The agenda was approved with the following additions:

- Policy Issues and Decision Items
  - CAFII Relationship-Building with Policy-Makers in Addition to Regulators: Invitation to Participate in Herbert H. Carnegie Future Aces Foundation Charity Golf Tournament
- Distribution and Market Conduct Committee
  - FSCO's Life Insurance Product Suitability Review: Follow-up Meeting Between FSCO and CAFII

### 3. Minutes: EOC Minutes and Action Items of July 24, 2013

EOC members reviewed the Minutes and Action Items from the previous meeting. Updates were provided by the individuals responsible. The following amendment to the Minutes was noted:

- for Maria Sanchez-Chung, company name to be changed to TD Insurance, rather than MBNA Canada.

### 4. Policy Issues and Decision Items

#### a. CAFII Project Next Steps

This project was reviewed, and it was agreed that its documentation was proceeding as planned.

*Leya Duigu joined the meeting at 10:17 a.m.*

*Richard Hebert left the meeting at 10:45 am*

#### b. CAFII Relationship-Building at Charity Events

EOC members discussed the purpose and role of the Association's participation in charity events, in particular those attended by regulators and policy-makers. It was determined that CAFII policy on this matter shall be that the Association will not be open to participation in such an event unless it is formally organized and/or operated by a regulator or policy-maker that is of particular relevance to CAFII. In the case of events that are being staged under the direct auspices of a relevant regulator or policy-maker, CAFII will consider such opportunities on a case-by-case basis.

**Action:** Given that the event does not meet CAFII's policy criteria for consideration, Brendan Wycks to respond with regrets to charity golf tournament invitation received recently from the Herbert H. Carnegie Future Aces Foundation.

### 5. EOC Committee Updates

#### a. Distribution and Market Conduct Committee

##### i. FSCO Consultation on Modernizing Disciplinary Hearings for Insurance Agents and Adjusters

FSCO released a formal consultation proposal on this matter a few weeks ago and offered CAFII a meeting date of September 9 to review the proposal. The deadline for written submissions is September 30, 2013.

In discussion, it was observed and agreed that while CAFII doesn't necessarily have to engage on this, it would be good to participate in order to stay informed.

It was determined that CAFII representatives shall attend the September 9 meeting to express our support for the consultation and the proposed modernizations, and determine whether a written submission in support of the proposal would be helpful.

**Action:** Brendan Wycks to coordinate CAFII representatives to attend the September 9 meeting and express support for the consultation and the proposed modernizations.

CAFII Attendees: Brendan Wycks and Rosemary Troiani, RBC Insurance (tentatively)

**b. Licensing Efficiency Issues Committee**

**i. Proposal to Saskatchewan Re Representation for Restricted Insurance Agent Licensees**

Moira Gill, LEIC Chair, advised that she, Sara Gelgor, Greg Grant, and Brendan Wycks had met with Ron Fullan, Executive Director of the Insurance Councils of Saskatchewan, on July 29. That meeting had led to further revisions to CAFII's draft proposal, which have since been provided to Stikeman Elliott LLP. A revised document will be sent to Saskatchewan in the coming weeks.

**ii. Possible CAFII Joint Visit With Atlantic Canada Regulators in Fall 2013**

It was determined that a CAFII "joint visit" to the Atlantic Canada insurance regulators should be made in the Fall of 2013, if possible. CAFII shall suggest a date, location, and agenda for the meeting in a proposal to the regulators. Possible meeting locations include Moncton, NB or Halifax, NS where CAFII members have offices that could be used as the meeting venue.

**Action:** Brendan Wycks to identify a time frame in Fall 2013 for this possible visit (based on member availability), along with proposed agenda items.

Volunteers for joint meeting with Atlantic Canada Regulators: Moira Gill, Charles Blaqui re, John Lewsen, Sara Gelgor (tentative)

**c. Events and Networking Committee**

**i. Speaker for October 8, 2013**

A French letter of congratulations on his recent appointment as AMF CEO along with an invitation to be the guest speaker at the next CAFII Regulator Reception on October 8, 2013 has been drafted for Louis Morisset.

**Action:** Leya Duigu to provide English version of letter to Board Chair, Mark Cummings, for review and approval before sending.

In the event that Mr. Morisset is unavailable, it was suggested that John Wilkinson, former Ontario MPP and Cabinet Minister in the Liberal government of Dalton McGuinty, would be an appropriate alternate speaker for the October 8 Regulator Reception.

**Action:** Paul Yeung to reach out to alternate speaker John Wilkinson, in the event that Louis Morisset is unavailable.

**6. Termination**

There being no further business, the meeting terminated at 11:35 p.m.

It was noted that the next EOC meeting was scheduled for September 24, 2013, in Toronto. Location to be confirmed.

---

Date

---

Chair

---

Recording Secretary