

**Agenda Item 4.4**  
**October 1/19 Board Meeting**

**From:** <[Bradley.Rowett@gov.yk.ca](mailto:Bradley.Rowett@gov.yk.ca)>  
**Date:** September 19, 2019 at 1:44:27 PM EDT  
**To:** <[Keith.Martin@cafii.com](mailto:Keith.Martin@cafii.com)>  
**Subject:** RE: Insurers and Credit Protection - Yukon

Hello Keith,

Sorry for the delayed response. Thank you for checking into this matter for me. I am happy to hear that the companies associated with CAFII already have the necessary classes in place. I will follow up with Brent and Luke from CLHIA to see if they have any information.

Thank you again for your assistance.

Kind regards,



**Bradley Rowett**  
Regulatory Affairs Officer  
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**From:** Keith Martin <[Keith.Martin@cafii.com](mailto:Keith.Martin@cafii.com)>  
**Sent:** Monday, September 16, 2019 6:41 AM  
**To:** Bradley.Rowett <[Bradley.Rowett@gov.yk.ca](mailto:Bradley.Rowett@gov.yk.ca)>  
**Cc:** Brent Mizzen <[bmizzen@clhia.ca](mailto:bmizzen@clhia.ca)>; Luke O'Connor <[LOConnor@clhia.ca](mailto:LOConnor@clhia.ca)>; Brendan Wycks  
<[brendan.wycks@cafii.com](mailto:brendan.wycks@cafii.com)>  
**Subject:** RE: Insurers and Credit Protection - Yukon

Hello Bradley. Thank you for your note below. I have surveyed our insurance members and I believe they all have life licenses in the Yukon.

CAFII is a narrowly-focused Association, with an emphasis on credit protection insurance, travel medical insurance, and alternate distribution. In addition to the six big Canadian banks, CUMIS, and Desjardins, we have 4 insurance company members: Canada Life, Manulife, Canadian Premier Life, and Assurant. Therefore, the 10 insurance companies you reference below without life licenses are not CAFII members; and I suspect they do not offer life insurance in Yukon, including but not limited to credit protection life insurance.

I have copied Brent Mizzen and Luke O'Connor of the CLHIA, which is a much larger Association than CAFII and has nearly all Canadian life insurance companies as members. I believe they will be better placed to help you out in your inquiry, and I am confident they will be glad to assist in any way they can.

Personal regards,

--Keith

**Keith Martin**

Co-Executive Director / Co-Directeur général  
Canadian Association of Financial Institutions in Insurance

**From:** Brent Mizzen <bmizzen@clhia.ca>

**Sent:** September-16-19 9:26 AM

**To:** Keith Martin <Keith.Martin@cafii.com>

**Cc:** Brendan Wycks <brendan.wycks@cafii.com>; Luke O'Connor <LOConnor@clhia.ca>

**Subject:** Re: FW: Insurers and Credit Protection - Yukon

Hi Keith,

Please feel free to have them contact us directly. Thanks for reaching out to us in advance and giving us a heads up.

Brent

**Brent Mizzen**

Assistant Vice President, Market Conduct Policy and Regulation  
Direct: 416-359-2023

From: "Keith Martin" <[Keith.Martin@cafii.com](mailto:Keith.Martin@cafii.com)>

To: "Brent Mizzen" <[bmizzen@clhia.ca](mailto:bmizzen@clhia.ca)>, "Luke O'Connor" <[LOConnor@clhia.ca](mailto:LOConnor@clhia.ca)>

Cc: "Brendan Wycks" <[brendan.wycks@cafii.com](mailto:brendan.wycks@cafii.com)>

Date: 09/16/2019 09:20 AM

Subject: FW: Insurers and Credit Protection - Yukon

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Hi Brent, Luke

Please see the note below from Bradley Rowett of Yukon.

I think Bradley does not realize that CAFII has a very narrow membership. I would like to write him back to let him know that I have surveyed our 4 insurance members (Canada Life, Manulife, Canadian Premier Life, and Assurant) and they all appear to have life licenses.

I would propose to suggest to him that he contact you directly at CLHIA about his question, as it would be your members not CAFII's who fall into the group he is asking about of insurers in Yukon without a

Life license; and that I suspect that any insurance company without a Life license is not offering life insurance at all, including but not limited to not offering credit protection life insurance.

Please let me know if you are okay with my writing Bradley to suggest he contact you directly.

Thanks

--Keith

**Keith Martin**

Co-Executive Director / Co-Directeur général  
Canadian Association of Financial Institutions in Insurance

**From:** [Bradley.Rowett@gov.yk.ca](mailto:Bradley.Rowett@gov.yk.ca) <[Bradley.Rowett@gov.yk.ca](mailto:Bradley.Rowett@gov.yk.ca)>

**Sent:** September 12, 2019 11:19 AM

**To:** Keith Martin <[Keith.Martin@cafii.com](mailto:Keith.Martin@cafii.com)>

**Subject:** Insurers and Credit Protection - Yukon

Hi Keith,

Hope you are well. I wanted to take a moment and thank you again for your assistance during the credit protection issue we had a few months ago.

I was hoping if you may be able to assist again. Since we released our last bulletin, which informed insurers they could still offer credit protection like products under the class of Life (and to a lesser extent A&S), we have heard very little from them. As discussed, many of the companies in Yukon previously licensed under credit protection are also authorized to sell Life so there would be no issue. However, there were a number of companies (I believe approximately 10) who did not have the class of Life. I suspected we would see applications to add the missing class but at this time we have yet to receive anything yet.

Before I connect with the insurers directly, I thought I would follow up with you to see if you have heard anything about this from them?

Any assistance would be appreciated.

Kind regards,



**Bradley Rowett**

Regulatory Affairs Officer

Community Services | Professional Licensing and Regulatory Affairs

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