

CAFII EOC Meeting Minutes

Tuesday, June 26, 2012

**Location: Royal Bank Plaza, South Tower, Capital Markets
200 Bay St., 4th Floor, Richardson Room
Toronto, ON**

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| Present: | Charles Blaquerie | Canadian Premier Life Insurance Co. |
| | Wayne Eccles | TD Insurance |
| | Matthew Fabian | BMO Insurance <i>Treasurer (teleconference)</i> |
| | Sara Gelgor | ScotiaLife Financial <i>(teleconference)</i> |
| | Moirra Gill | TD Insurance |
| | Greg Grant | CIBC Insurance <i>(teleconference)</i> |
| | Jennifer Hines | RBC Insurance |
| | John Lewsen | BMO Insurance <i>Chair</i> |
| | Sue Manson | CIBC Insurance <i>(teleconference)</i> |
| | John Poolman | Assurant Solutions |
| | Paul Yeung | RBC |

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| Also Present: | Leya Duigu | T•O Corporate Services |
| | Anne Riley | Lawrie Savage and Associates |

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| Regrets: | Rose Beckford | ScotiaLife Financial |
| | Emily Brown | BMO Insurance |
| | Francois Cholette | Desjardins Financial Security Life Assurance |
| | Andre Duval | Desjardins Financial Security Life Assurance |
| | Jeff Gladwish | American Express |
| | Maria Sanchez-Chung | MBNA Bank of Canada |

1. Call to Order

The meeting was called to order at 1:00 pm. J. Lewsen acted as chair and L. Duigu acted as recording secretary.

2. Approval of Agenda

The agenda was approved as presented.

3. In Camera Session

The EOC met in camera between 1:00 – 1:45 pm.

4. Media and Advocacy Strategy Committee

a. Communications Plan

J. Lewsen summarized the communications plan and the follow-up items from the June board meeting, including the request for testimonials from member companies which

can be shared on cafii.com. C. Blaquieri will also be joining the MAC committee going forward.

Action: L. Duigu to setup meetings to discuss the Executive Director role on Friday, June 29 at 10:00 am and a MAC meeting in the next few weeks.

5. Minutes

a. EOC Minutes May 29, 2012

b. Action Items not otherwise addressed in this agenda

6. Financials

M. Fabian reported that the bank balance remains unchanged and the balance sheet shows the reinvested GIC as indicated at the board meeting. It was recently decided to redistribute some of the budget items to fund another initiative and there is certainly room to do this. Membership fees have been updated to include the two cancelled members.

7. Regulatory Update

a. Lawrie Savage Report

A. Riley reported on the regulatory update included in the package as well as the additional update circulated today in person and via email.

- ON, Budget Bill passed. The regulations will be released in the fall and the following steps were discussed:
 - A. Riley to email EOC members requesting their input into appropriate time frame.
 - A. Riley to prepare a letter or notes to either be mailed or communicated via an in-person visit.
 - M. Gill indicated that two meetings could be requested. The first with the licensing committee members to go over details and a second visit could be made by C. Honor to reinforce the message at a higher level.
- Pre-existing Conditions. Members felt that this file was worth watching for now but not engaging.
- CAFII Policy in the Media. This refers to the Canadian Underwriter article. A. Riley drafted a response for review and members discussed the options. It was felt that a response was necessary with reference to our Media Spokesperson, Richard Evans, and a link to our paper on cafii.com.

A. Riley reported that the following have been drafted for approval by C. Honor:

- CCIR MGA submission
- AMF Thank you letter

Action: L. Duigu to follow-up with the CAFII submissions online.

Action: CAFII to respond to Canadian Underwriter story. A. Riley to circulate the latest draft of the response.

8. CAFII Priorities

a. Regulator Visits

An updated regulator visits schedule was circulated prior to the meeting and additional discussion occurred as follows:

- BC Meeting. The licensing committee will be available to meet with R. Fullan in July.
- FSCO. New staff are expected in July. It was felt that we can provide them with the list of four potential webinars, similar to CCIR, and this can be done via a meeting with A. Monid.

Action: CAFII to send an outline of the proposed webinars to FSCO including an outline, recent submissions and an update on our activities.

- QC. A meeting was conducted and summary notes can be found in the package. A thank you letter shall be sent shortly. For financial literacy the AMF noted that industry partnerships have not been viewed favourably in the past. CAFII is happy to help the AMF behind the scenes and options should be explored.

Action: A. Riley to revise the letter based on the discussion.

b. Distribution and Market Conduct Committee

Education Curriculum

Webinar topics were sent to C. Shevlin and we are waiting for her response. L. Duigu will be picking up a hosting license with Adobe Connect so we can start testing it. G. Grant and J. Hines are finalizing the statistics that will be included.

UK PPI

J. Poolman reported that two lawyers were contacted regarding the proposed project and summarized the discussion and proposals received in response. Confidentiality and privilege agreements were suggested by both parties and members wished to ensure that their respective legal teams are in agreement with this. Follow-up steps were listed as follows:

- a. J. Poolman to seek clarification on a few items outlined.
- b. Members to provide feedback to questions and reach consensus on what questions to ask before reaching out to their respective legal counsel.
- c. Decision to be made on legal privilege from member FI's
- d. Decision to be made on which legal counsel to engage.

Action: Committee to circulate the legal approach proposals with the Board and internal legal counsel for review and approval. It was noted that if FI legal counsel is satisfied then this will be sufficient to proceed.

Action: J. Poolman to provide a summary/recommendation on next steps.

c. Licensing Efficiency Issues Committee

The committee received board approval on the new strategy and will be proceeding as planned.

The committee received board approval on the new strategy and will be moving ahead as planned. If the speaker from AMEX comes to the October meeting then no regulators will be invited.

d. Event & Networking Committee

Potential speakers for the October 9 board meeting were discussed and should J. Collins from AMEX be confirmed then regulators shall not be included in the guest list.

9. Other Business

a. New Canadian Not-for-Profit Corporations Act

The board has provided a direction on the New Canadian Not-for-Profit Corporations Act and next steps.

b. Thank You

J. Lewsen was thanked on behalf of the CAFII EOC for his commitment to the Secretary's role for the last two years.

10. Termination

With nothing further to discuss the meeting was terminated at 4:00 pm. The next EOC meeting will be held on Tuesday, June 26, 2012 at 1:00 pm in Toronto.

Date

Chair

Recording Secretary