

Peter Thompson Meeting with Éric Jacob and Christian Beaulieu 24 November 2023

**Summary of a Virtual Meeting between CAFII Board Chair Peter Thompson and AMF Superintendent of Client Services and Distribution Oversight Éric Jacob
24 November, 2023**

Summary of 24 November, 2023 CAFII/AMF Meeting

Peter Thompson's regular quarterly meeting with Éric Jacob was held on 24 November, 2023. Éric Jacob brought to this meeting his direct report Christian Beaulieu, Senior Director, Distribution Practices. (Mr. Beaulieu is the relatively new Senior Director put into this position by Éric Jacob, and he is Mario Beaudoin's boss. He was present in-person at the CAFII-AMF Liaison Meeting on 10 October, 2023 in Montreal, and at the presentation in Quebec City by Keith Martin on 28 September, 2023.) Éric Jacob said that with his transitioning out of the Superintendent role, he felt that it would be helpful to bring Christian Beaulieu to this meeting to ensure a smooth transition. (Peter Thompson in his debrief with the CAFII team about this meeting said that it was very clear that Christian Beaulieu had been fully briefed on the active files with CAFII, and he was nodding throughout the meeting, was engaged, and seemed very conversant with the issues being discussed.)

Peter Thompson raised the concern that a verbal agreement had been reached with Éric Jacob about embedded insurance products, and with Mr. Jacob's departure would this continue to be the agreed approach? Éric Jacob immediately responded that the agreement was not with him but with the AMF, and that it would absolutely continue to be honoured. Christian Beaulieu nodded throughout these comments, and clearly was familiar with the unwritten understanding that had been reached. Mr. Jacob said not to worry, the intention was to stay the course, and he then added that he wanted Christian Beaulieu to be involved in these files and we would find that he, like Éric Jacob, was not a rigid person, and was focused on finding solutions. Furthermore, Mr. Jacob emphasized that he was not leaving the AMF, and that while his role would change if there were any concerns we could always give him a call.

In further discussion, Mr. Jacob said that going forward the quarterly meetings would be with Christian Beaulieu and Peter Thompson and Éric Jacob would no longer be attending them, with the next one slated for end of February/early March 2024. However, Mr. Jacob would likely continue to be involved in any meetings on spousal insurance if these are held in January 2024.

The subject of spousal insurance was then discussed, and again Christian Beaulieu seemed very familiar with the file. Peter Thompson indicated that the report on the attrition of spousal policies will be shared with the AMF no later than early in the new year, and Éric Jacob said he and Christian Beaulieu understood the importance of the file to CAFII members and the AMF would be meeting and providing a response soon after receiving the report. Éric Jacob said he would be involved in that discussion at the AMF.

It is Peter Thompson's impression that the scenario the AMF would most likely consider is to extend the deadline for cancellation by another five years, rather than no longer requiring the cancellation of remaining policies. The key element which Éric Jacob seems to be looking for is a rate of attrition which shows a significant reduction in the number of these policies by January 2025 (50%?) and, by extrapolation, that by 2030 there would be almost none left.

Key Takeaways

- The unwritten agreement around embedded insurance is with the AMF, not Éric Jacob, and will not be impacted by Mr. Jacob's departure from the Superintendent role;
- Christian Beaulieu is being positioned as an important player going forward on the files we have been in discussion with the AMF about;
- The AMF is aware of the importance of the spousal issue to CAFII members and is ready to provide direction soon after receiving the report on the attrition of these policies.