

***Agenda Item 5(c)***  
***June 27/23 EOC Meeting***

**Insights Gained from Liaison Meetings (7) Held During  
CAFII 2023 Western Canada Insurance Regulators and Policy-Makers Visits Tour, Phase 1 and Phase 2**

**Wednesday, May 31/23, 1:30 to 3:00 p.m. MST, CAFII In-Person/Hybrid Liaison Meeting with Jan Seibel, Executive Director, Insurance and Real Estate Division; and Ann Ottenbrite, Lawyer, Saskatchewan Financial and Consumer Affairs Authority (FCAA)**

**In-Person CAFII Attendees**

Michelle Costello, CUMIS/The Co-operators

Shawna Sykes, CUMIS/The Co-operators

Keith Martin, CAFII Co-Executive Director

Brendan Wycks, CAFII Co-Executive Director

**Agenda**

1. In-Person Participant Self-Introductions and Get-Acquainted Chat (B. Wycks to Facilitate: 5 minutes)
2. “Recent and Upcoming CAFII Initiatives: and New CAFII Credit Protection Insurance Research Results and Our Intended Responses” PowerPoint Presentation (K. Martin; with commentary by other CAFII representatives) (40 minutes)
3. Q&A Dialogue About Information/Perspectives Shared In CAFII PowerPoint Presentation (15 minutes)
4. FCAA Update on How Implementation of New Saskatchewan Insurance Act and Related Regulations Has Gone Since In-Force Date of January 1/20; and Any Updates/Tweaks To The Legislation and/or Related Bulletins or Guidance Which FCAA May Be Considering; and Dialogue On FCAA’s Update (12 minutes)
5. CAFII Update On How Implementation (in July 2021) and Subsequent Work of Saskatchewan RIA Advisory Committee Has Gone Since Its Launch (8 minutes)
6. Any Developments Coming Out Of Recent CCIR Meetings Which FCAA Would Like To Share With CAFII? (6 minutes)
7. Any Follow-up Information Requests of CAFII and/or Next Steps? (2 minutes)
8. Thank You And Wrap-Up (B. Wycks) (2 minutes)

**Thursday, June 1/23, 3:30 to 5:00 p.m. CST, CAFII In-Person/Hybrid Liaison Meeting with Scott Moore, Manitoba Superintendent of Insurance; and Stacey Aubrey, Executive Director, Insurance Council of Manitoba**

**In-Person CAFII Attendees**

Michelle Costello, CUMIS/The Co-operators  
Dallas Ewen, The Canada Life Assurance Company  
Catherine Laspina, The Canada Life Assurance Company  
Jeffrey Kitchen, The Canada Life Assurance Company  
Marco DeiCont, Valeyo  
Keith Martin, CAFII Co-Executive Director  
Brendan Wycks, CAFII Co-Executive Director

**Agenda**

1. In-Person Participant Self-Introductions and Get-Acquainted Chat (B. Wycks to Facilitate: 3 minutes)
2. "Recent and Upcoming CAFII Initiatives: and New CAFII Credit Protection Insurance Research Results and Our Intended Responses" PowerPoint Presentation (K. Martin; with commentary by other CAFII representatives) (40 minutes)
3. Q&A Dialogue About Information/Perspectives Shared In CAFII PowerPoint Presentation (7 minutes)
4. Any Insurance Legislation or Regulation Modernizations or Major Amendments On The Horizon in Manitoba? (Scott Moore: 7 minutes)
5. Any New Developments On The Horizon Re Manitoba's RIA Licensing Regime? (Stacey Aubrey: 7 minutes)
6. Dialogue re "Representation" for RIA licence holders in Manitoba, including  
-launch of RIA Advisory Committee To Insurance Councils of Saskatchewan in July 2021; and  
-has the Role/Mandate/Composition of ICM's "ISI Committee" Evolved Over The Past 8 Years? (8 minutes)
7. Any Developments Coming Out Of Recent CCIR Meetings Which Scott Moore Would Like To Share With CAFII? (5 minutes)
8. Any Developments Coming Out Of Recent CISRO Meetings Which Stacey Aubrey Would Like To Share With CAFII (Including Brief Discussion of CAFII's Recent Feedback Submission on CISRO's Draft 2023-2026 Strategic Plan)? (5 minutes)
9. Any Other Insurance Policy or Regulatory Issues/Changes on the Radar in Manitoba? (3 minutes)
10. Any Follow-up Information Requests of CAFII and/or Next Steps? (2 minutes)
11. Thank You And Wrap-Up (B. Wycks) (2 minutes)

**Tuesday, June 13/23, 11:00 a.m. to 12 Noon PST, CAFII In-Person/Hybrid Liaison Meeting with Kari Toovey, Director, Financial Institutions, Financial and Corporate Sector Policy Branch; Joey Primeau, Acting Senior Executive Director, Financial and Corporate Sector Policy Branch; and Tiffany Norman, Acting Executive Director, Financial and Corporate Sector Policy Branch, BC Ministry of Finance**

**In-Person CAFII Attendees:**

Rob Dobbins, Assurant Canada  
Karyn Kasperski, RBC Insurance  
Pete Thorn, TD Insurance  
Casandra Litniansky, CUMIS Services/The Co-operators  
John Burns, Securian Canada  
Lindsey Leclair, Valeyo  
Keith Martin, CAFII Co-Executive Director  
Brendan Wycks, CAFII Co-Executive Director

**Agenda**

1. Participant Self-Introductions and Get-Acquainted Chat (Facilitated by B. Wycks: 5 minutes)
2. “Recent and Upcoming CAFII Initiatives: and New CAFII Credit Protection Insurance Research Results and Our Intended Responses” PowerPoint Presentation (K. Martin; with commentary by other CAFII representatives) (25 minutes)
3. Update on Ministry of Finance’s Development of Regulation to Empower and Provide Overall Framework for Insurance Council of BC to Create Rules to Introduce a Restricted Insurance Agency (RIA) Licensing Regime in BC; and Related Timelines (K. Toovey) (7 minutes)
4. Insurance Council of BC’s Preliminary Consultation Around Contemplated “Restricted Agency Performance Requirements Framework” (B. Wycks) (7 minutes)
5. Reiteration and Further Contextualizing of Responses and Recommendations Made In CAFII’s October 3/22 Submission to BC Ministry of Finance on “Consultation Regarding Restricted Licences” (B. Wycks) (10 minutes)
6. Sharing of CAFII’s Kudos to BCFSa for Listening to and Accepting Industry Stakeholder Feedback in Finding A ‘Reasonable Accommodation Way Forward’ for Introduction of BC Insurer Code of Market Conduct (K. Martin) (4 minutes)
7. Any Follow-up Information Requests of CAFII and/or Next Steps? (B. Wycks) (1 minute)
8. Thank You And Wrap-Up (K. Martin) (1 minute)

**Tuesday, June 13/23, 2:00 to 3:30 p.m. PST, CAFII In-Person/Hybrid Liaison Meeting with Blair Morrison, CEO; Saskia Tolsma, Vice-President, Policy and Stakeholder Engagement; Marina Makhnach, Director, Market Conduct, Financial Institutions; Thomas Taller, Managing Director, Policy & Oversight; Rob O'Brien, Manager, Financial Institutions Policy (virtual only); and Lucas Neufeld, Senior Policy Analyst, BC Financial Services Authority (BCFSA)**

In-Person CAFII Attendees:

Rob Dobbins, Assurant Canada  
Karyn Kasperski, RBC Insurance  
Pete Thorn, TD Insurance  
Casandra Litniansky, CUMIS Services/The Co-operators  
John Burns, Securian Canada  
Lindsey Leclair, Valeyo  
Keith Martin, CAFII Co-Executive Director  
Brendan Wycks, CAFII Co-Executive Director

Agenda

1. Participant Self-Introductions and Get-Acquainted Chat (B. Wycks, CAFII) (5 minutes)
2. CAFII Kudos/Thanks to BCFSA for Listening to and Accepting Industry Stakeholder Feedback in Finding A 'Reasonable Accommodation Way Forward' for Introduction of BC Insurer Code of Market Conduct (K. Martin) (5 minutes)
3. "Recent and Upcoming CAFII Initiatives: and New CAFII Credit Protection Insurance Research Results and Our Intended Responses" PowerPoint Presentation (K. Martin; with commentary by other CAFII representatives) (40 minutes)
4. Update Received from Kari Toovey on Ministry of Finance's Development of Regulation to Empower and Provide Overall Framework for Insurance Council of BC to Create Rules to Introduce a Restricted Insurance Agency (RIA) Licensing Regime in BC; and Related Timelines (B. Wycks) (8 minutes)
5. Update on Insurance Council of BC's Preliminary Consultation Around Contemplated "Restricted Agency Performance Requirements Framework" (B. Wycks) (10 minutes)
6. Any Particular Areas of Focus/Highlights of 2023-34 Regulatory Roadmap Which BCFSA Would Like To Emphasize for CAFII's Information and Attention? (BCFSA) (9 minutes)
7. Any Insurance Regulation Modernizations or Issues/Changes On The Horizon/Radar In BC, Which BCFSA Would Like to Share With CAFII? (BCFSA) (9 minutes)
8. Any Follow-up Information Requests of CAFII and/or Next Steps? (B. Wycks) (2 minutes)
9. Thank You And Wrap-Up (K. Martin) (2 minutes)

**Wednesday, June 14/23, 10:30 a.m. to 12 Noon PST, CAFII In-Person/Hybrid Liaison Meeting with Janet Sinclair, CEO; Brett Thibault, Director, Governance and Stakeholder Engagement; and Galen Aker, Stakeholder Engagement Specialist, Insurance Council of BC**

**In-Person CAFII Attendees:**

Rob Dobbins, Assurant Canada  
Karyn Kasperski, RBC Insurance  
Pete Thorn, TD Insurance  
Casandra Litniansky, CUMIS Services/The Co-operators  
John Burns, Securian Canada  
Keith Martin, CAFII Co-Executive Director  
Brendan Wycks, CAFII Co-Executive Director

**Agenda**

1. Participant Self-Introductions and Get-Acquainted Chat (B. Wycks, CAFII) (5 minutes)
2. CAFII Kudos/Thank You to Insurance Council of BC for Outstanding/Exemplary Engagement and Communications with Our Association As An Industry Stakeholder (B. Wycks) (3 minutes)
3. Sharing of CAFII Kudos/Thanks to BCFSa for Listening to and Accepting Industry Stakeholder Feedback in Finding A 'Reasonable Accommodation Way Forward' for Introduction of BC Insurer Code of Market Conduct (K. Martin) (3 minutes)
4. "Recent and Upcoming CAFII Initiatives: and New CAFII Credit Protection Insurance Research Results and Our Intended Responses" PowerPoint Presentation (K. Martin; with commentary by other CAFII representatives) (40 minutes)
5. June 13/23 CAFII Update Received from Kari Toovey on BC Ministry of Finance's Development of Regulation to Empower and Provide Overall Framework for Insurance Council of BC to Create Rules to Introduce a Restricted Insurance Agency (RIA) Licensing Regime in BC; and Related Timelines (B. Wycks) (5 minutes)
6. Synthesis Update on Industry Stakeholder Feedback Received During Insurance Council of BC's Preliminary Consultation Around Contemplated "Restricted Agency Performance Requirements Framework" (B. Thibault/G. Aker) (12 minutes)
7. Insurance Council of BC's Planned Next Steps In Developing A Restricted Insurance Agency (RIA) Licensing Framework for BC (Insurance Council of BC) (4 minutes)
8. Update on Insurance Council of BC Consultation on Amendments to Council Rule 5: Council Fees (Clauses 5(1)(a), (b), and (o)) (Insurance Council of BC) (5 minutes)
9. Key Highlights of New Insurance Council of BC Strategic Plan, 2024-2026; and Any CAFII Feedback (All) (5 minutes)
10. Any Other New Issues/Changes On The Horizon Re Regulation of Insurance Intermediaries, Which Insurance Council of BC Would Like To Bring To CAFII's Attention? (Insurance Council of BC) (4 minutes)
11. Any Follow-up Information Requests of CAFII and/or Next Steps? (B. Wycks) (2 minutes)
12. Thank You And Wrap-Up (K. Martin) (2 minutes)

**Thursday, June 15/23, 10:30 a.m. to 12 Noon MST, CAFII In-Person/Hybrid Liaison Meeting with Joanne Abram, CEO; Brent Rathgeber, Chief Operating Officer and General Counsel; Sylvia Boyetchko, Director of Licensing; Zabeda Yaqoob, Director of Legal and Regulatory Affairs; and Joseph Fernandez, Director of Compliance; Alberta Insurance Council**

**In-Person CAFII attendees**

Rob Dobbins, Assurant Canada

Karyn Kasperski, RBC Insurance

Cassandra Litniansky, CUMIS Services/The Co-operators

John Burns, Securian Canada

Keith Martin, CAFII Co-Executive Director

Brendan Wycks, CAFII Co-Executive Director

**Proposed Agenda**

1. Participant Self-Introductions and Get-Acquainted Chat (B. Wycks, CAFII) (5 minutes)
2. "Recent and Upcoming CAFII Initiatives: and New CAFII Credit Protection Insurance Research Results and Our Intended Responses" PowerPoint Presentation (K. Martin; with commentary by other CAFII representatives) (40 minutes)
3. Sharing of Updates Just Received by CAFII from BC Ministry of Finance and Insurance Council of BC Around Development and Launch of A Restricted Insurance Agency (RIA) Licensing Regime in That Province (B. Wycks) (10 minutes)
4. Sharing Of Matter Discussed At June 8/23 Meeting of Saskatchewan Restricted Insurance Agent Advisory Committee (RIAAC) Re Making A Concerted Effort To Share Information About RIAAC's Establishment, Launch (July 2021), and Early Success/Relevance With Other Provinces That Have An RIA Regime (B. Wycks) (5 minutes)
5. Any New Developments To Share With CAFII Re Alberta's RIA Licensing Regime? (J. Abram and AIC Staff Executives) (5 minutes)
6. Any Implications of Re-election of United Conservative Party to A Majority Government for Insurance Policy Focus/Regulation in Alberta? (J. Abram and AIC Staff Executives) (8 minutes)
7. Any Other New Issues/Changes On The Horizon Re Regulation of Insurance Intermediaries, Which Alberta Insurance Council Would Like To Bring To CAFII's Attention? (J. Abram and AIC Staff Executives) (4 minutes)
8. Any CAFII-Relevant Items on Agenda for Meeting of Western Canada Insurance Councils Being Hosted by AIC on July 6/23? (J. Abram and AIC Staff Executives) (4 minutes)
9. Any Other Insurance Policy Or Regulatory Challenges/Issues On The AIC's Radar At This Time? (J. Abram and AIC Staff Executives) (4 minutes)
10. Any Follow-up Information Requests of CAFII and/or Next Steps? (B. Wycks) (2 minutes)
11. Thank You And Wrap-Up (K. Martin) (2 minutes)

**Thursday, June 15/23, 2:00 to 3:30 p.m. MST, CAFII In-Person/Hybrid Liaison Meeting with David Sorensen, Deputy Superintendent of Insurance; David Mulyk, Executive Director, Pension and Insurance Policy; and Thembi Mathwasa, Manager, Compliance; Alberta Treasury Board and Finance**

In-Person CAFII attendees

Rob Dobbins, Assurant Canada

Karyn Kasperski, RBC Insurance

Cassandra Litniansky, CUMIS Services/The Co-operators

John Burns, Securian Canada

Keith Martin, CAFII Co-Executive Director

Brendan Wycks, CAFII Co-Executive Director

Proposed Agenda

1. Participant Self-Introductions and Get-Acquainted Chat (B. Wycks, CAFII: 5 minutes)
2. "Recent and Upcoming CAFII Initiatives: and New CAFII Credit Protection Insurance Research Results and Our Intended Responses" PowerPoint Presentation (K. Martin; with commentary by other CAFII representatives: 40 minutes)
3. Q&A Dialogue About Information/Perspectives Shared In CAFII PowerPoint Presentation 10 minutes)
4. Any Implications of Re-election of United Conservative Party to A Majority Government for Insurance Policy Focus/Regulation in Alberta? (ATBF Staff Executives: 10 minutes)
5. Any Insurance Legislation or Regulation Modernizations or Major Amendments On The Horizon in Alberta? (ATBF Staff Executives: 10 minutes)
6. Any Developments Coming Out Of Recent CCIR Meetings Which Mark Brisson Would Like To Share With CAFII? (M. Brisson: 5 minutes)
7. Any Other Insurance Policy Or Regulatory Challenges/Issues On ATBF's Radar At This Time? (ATBF Staff Executives: 4 minutes)
8. Any Follow-up Information Requests of CAFII and/or Next Steps? (B. Wycks: 2 minutes)
9. Thank You And Wrap-Up (K. Martin: 2 minutes)