

**Briefing Document On Agenda Item 6(b)(i): New Brunswick Licensing Issues
June 19, 2014 CAFII EOC Meeting**

**Industry Liaison Visit Report
Confidential: Not For Distribution**

Industry Liaison: Invest New Brunswick
Date: June 4, 2014
Location: Royal Bank Plaza, Toronto

Attendees:

Invest New Brunswick: Adam Mitton, Investment Officer

CAFII: Moira Gill, TD Insurance; Sandy Prokop, RBC Insurance; and Brendan Wycks, Executive Director

Purpose of Meeting: This liaison Meeting was requested by Invest New Brunswick, as a follow-up to CAFII's October 2013 submission in response to the New Brunswick Superintendent of Insurance's consultation on "Opportunities for Reforming the New Brunswick Licensing Framework for Other-than-Life Insurance Agents and Brokers." The meeting invitation presented an opportunity for CAFII to enlist support from this Crown Corporation mandated to attract inbound investment to the province, to help raise the political profile of the current crisis in the processing of insurance licenses in New Brunswick (very slow turnaround in issuing both new licenses and renewals).

New Brunswick Committed To Introducing Online/Electronic Licensing System: Adam Mitton advised that Angela Mazerolle, Superintendent of Insurance, acknowledges the problem and an online/electronic licensing system is coming as a solution. No hard date for implementation has been set, but it will be within a year. In the meantime, she has found the resources to hire two additional people to focus on nothing but licensing processing. CAFII representatives made the point that it's absolutely imperative that the one year target date for implementation of an online/electronic licensing system not be allowed to slip.

Post-2014 Provincial Election Opportunity To Address Red Tape Issues In New Brunswick Insurance Act: New Brunswickers go to the polls in a regular, four year term provincial election on September 22, 2014. CAFII representatives made the point that even with an online/electronic licensing system, the province's Insurance Act is terribly out-of-date and a number of updates are required to facilitate expedited licensing and the efficient conduct of business in the province. New Brunswick's requirement that a sworn affidavit be filed with a license application or renewal; and its requirement, hard-wired into the Insurance Act, that a new/separate criminal record check be obtained even for a candidate who has been licensed in another province, with no gaps, were cited as examples of "red tape" wastes of business and regulator resources that need to be addressed soon after the September 2014 provincial election.

Invest New Brunswick, has done an analysis of all of the response submissions to the recent New Brunswick consultation, with respect to requested Insurance Act changes. Adam Mitton asked if CAFII would be interested in being part of a post-election project group around this? CAFII representatives responded "Yes, definitely."

In addition, Adam requested that CAFII send Invest New Brunswick a separate letter, by the end of September, on its views on necessary changes to the Insurance Act. CAFII requested that the contemplated post-election review of the Insurance Act be separated out from the more comprehensive, painstaking, line-by-line reviews of provincial Acts that is typical; and instead be treated in an expedited manner.