

*Agenda Item 6(c)  
October 5/21 Board Meeting*

**Summary of Options for Development and Launch of a  
CAFII Education/Certification Program for Member Company Representatives  
on Credit Protection Insurance Legislative and Regulatory Principles and  
Environment**

**Option 1—Annotated Self-Study Materials**

**Details**—CAFII has many resources on its website which could be organized into an annotated series of self-study modules/courses, to which CAFII member companies would be able to give their new and/or other employees access.

**Implementation**—would require an IT investment, along with staff and/or consultant time to organize materials into integrated subject matter modules.

**Option 2—Dedicated Webinar Modules/Courses**

**Details**—CAFII would commission industry experts to produce one-hour webinars on key topics (e.g., Jill McCutcheon on the regulatory regime in Canada; Marc Duquette on the unique characteristics of the Quebec regulatory regime), to which CAFII member companies would be able to give their new and/or other employees access.

**Implementation**— this would require the considerable expense of having the webinars developed by industry experts, who would need to be paid for their time, under CAFII management oversight.

**Option 3—Certification Program**

**Details**—CAFII would develop -- with the assistance of an e-learning professional services firm -- a certification program composed of a series of online modules/courses. CAFII members would pay for their new and/or other employees to access this certification program. There would be tests of information/knowledge retention of the course material; and upon passing the full set of modules/courses in the program, a CAFII-branded certification/accreditation would be granted to the successful student.

**Implementation**—this would be a considerable financial investment and other resources undertaking for CAFII, requiring the ongoing partnership assistance of a professional e-learning firm such as Oliver's.