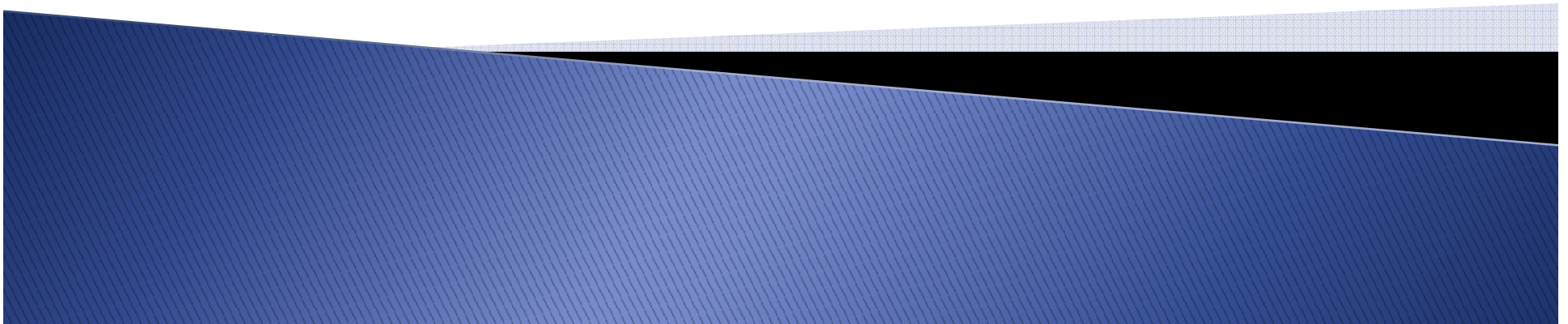


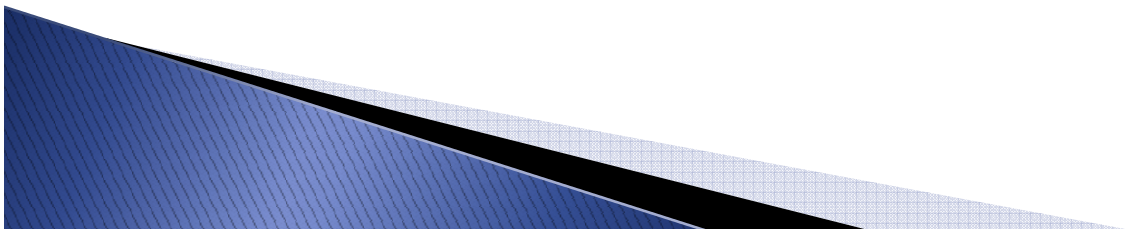
Harmonized Life Insurance Licensing Qualification Program

Stakeholder Information Session
October 30th, 2013



AGENDA

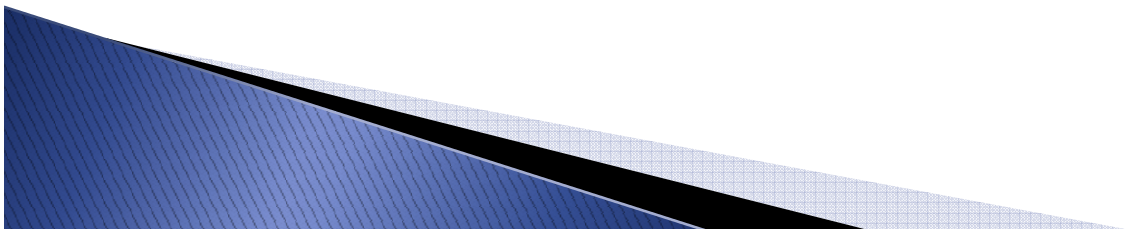
1. Completed Tasks
2. Progress to date: Curriculum development
3. Curriculum Survey: Points of interest
4. High-Level Overview: Timeline & Next Steps
5. More Detail on Development Process & Next Steps
6. Wrap-up and Questions



COMPLETED TASKS

Since last July

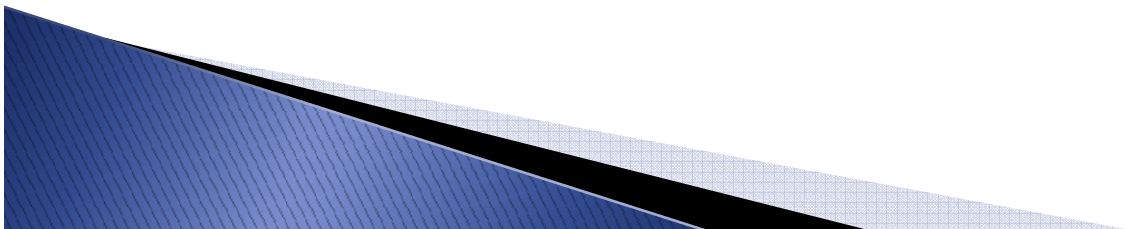
- ✓ Creation of Curriculum review committees
- ✓ Validation of Curriculum contents
- ✓ Elaboration of Curriculum survey
- ✓ Publication of Curriculum for public consultation
- ✓ Recruitment of Subject Matter Experts (SMEs) for editing plan and study material



PROGRESS TO DATE – Curriculum development

What is the LLQP curriculum?

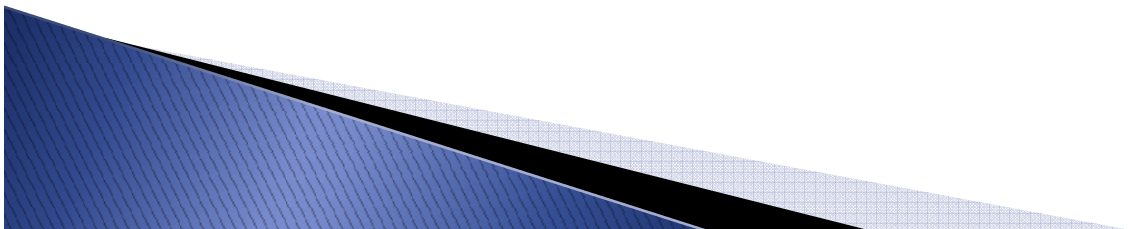
- ▶ Evaluation program defining competencies evaluated by licensing exam
 - Curriculum as content and objectives
- ▶ Limited scope compared to broader definitions
 - Excludes learning experiences, pedagogical approaches (not a course plan)
- ▶ Limited scope compared to Competency Profile
 - Excludes competencies that do not relate to CISRO's licensing mandate



PROGRESS TO DATE – Curriculum development

What is the function of the Curriculum in the LLQP?

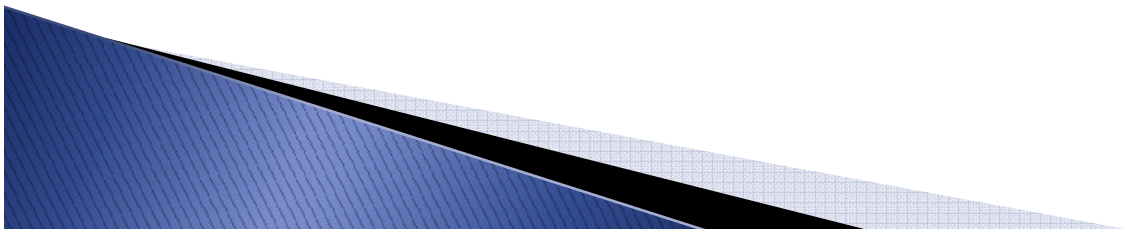
- ▶ Cornerstone of the qualification program
 - Framework for exam questions and exam
 - Contents and terminology for standardized study material
- ▶ High-level pedagogical planning tool for stakeholders
 - Course planning framework for Course Providers
 - Exam preparation tool for candidates



PROGRESS TO DATE – Curriculum development

What key considerations had an impact on the structure and scope of the Curriculum?

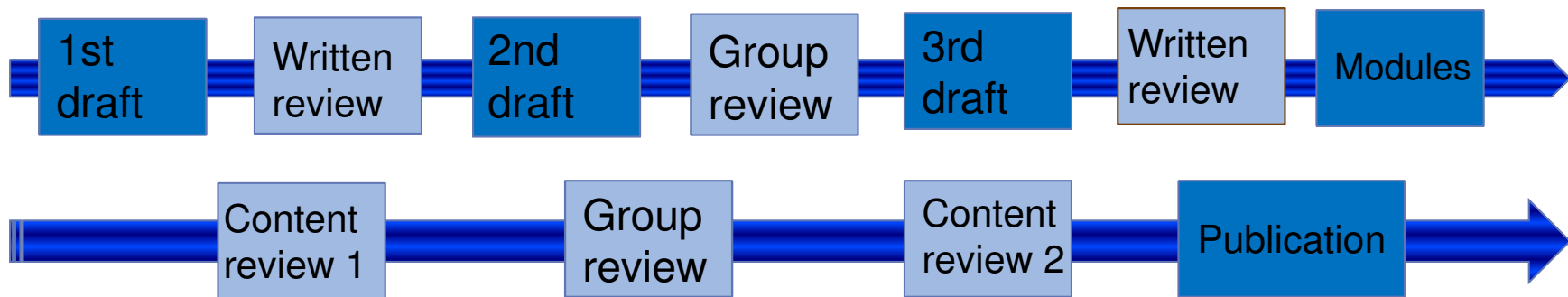
- ▶ Career entry
- ▶ Regulators' mandate to protect consumers



PROGRESS TO DATE – Curriculum development

How was the Curriculum drafted?

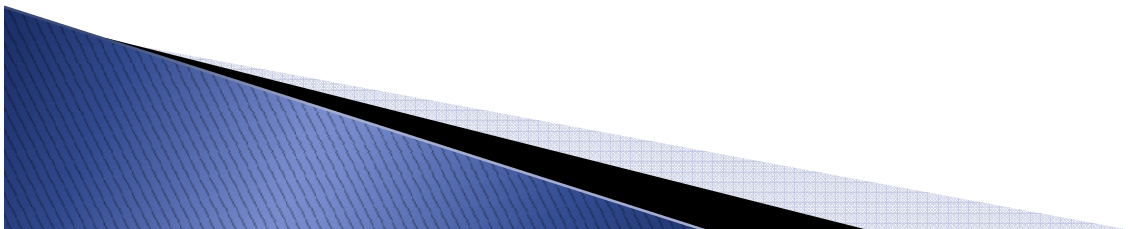
- Based on Competency Profile (CP) and existing curriculums
- Structured according to projected modules
- Reviewed by Subject Matter Experts (SMEs)



PROGRESS TO DATE – Curriculum development

Who reviewed the Curriculum?

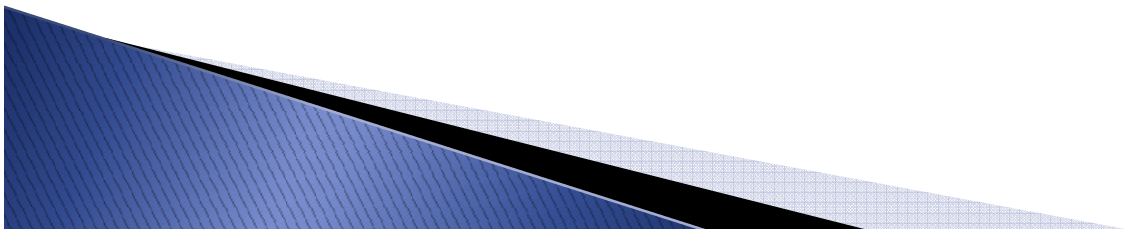
- Agents, trainers, industry stakeholders
- Participants from all Occupational Analysis Workshop (OAW) host provinces
- Participants representing
 - Large firms
 - Independant firms: brokerages, training consultants
 - Stakeholders : associations, Course Providers



PROGRESS TO DATE – Curriculum development

How were the modules set?

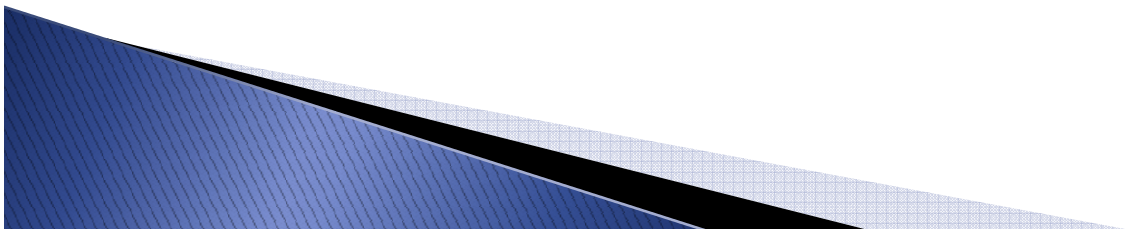
- ▶ Content-based validation
- ▶ Pragmatic considerations
 - Time required
- ▶ List of modules:
 - Law, Ethics and Taxation (Québec or common-law provinces)
 - Life Insurance
 - Accident and Sickness Insurance
 - Segregated Funds and Annuities



PROGRESS TO DATE – Curriculum development

What are the main areas covered by each module?

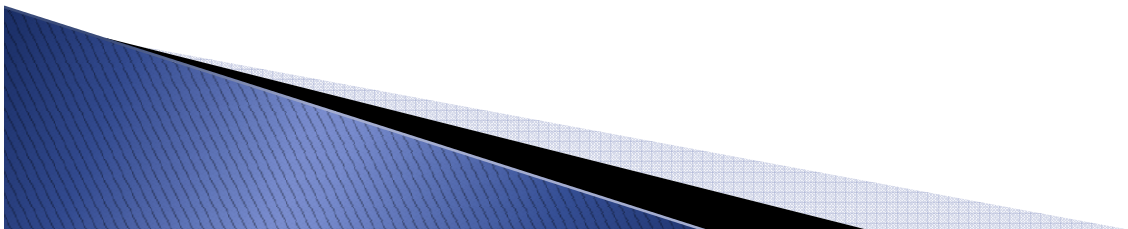
- ▶ Law, Ethics and Taxation
 - General law and taxation framework
 - Industry-specific law and taxation concepts
 - Ethics
- ▶ Products
 - Needs analysis
 - Product knowledge
 - Recommendation
 - Customer service



PROGRESS TO DATE – Curriculum development

How are modules linked to exam?

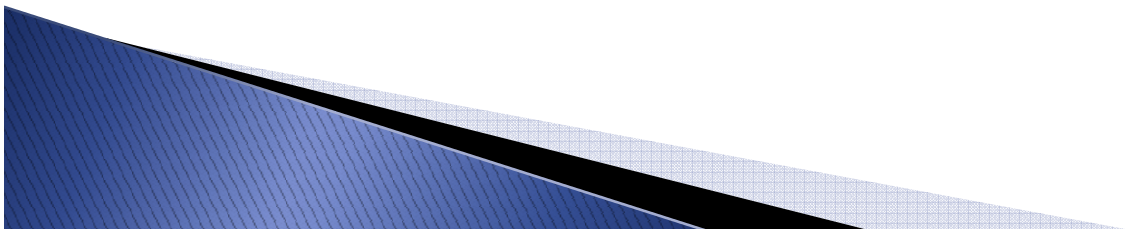
- ▶ 1 module = 1 competency
- ▶ Modules are independent
- ▶ All modules must be successfully passed to obtain a license.



PROGRESS TO DATE – Curriculum development

How does the scope of this Curriculum compare to that of existing curriculums?

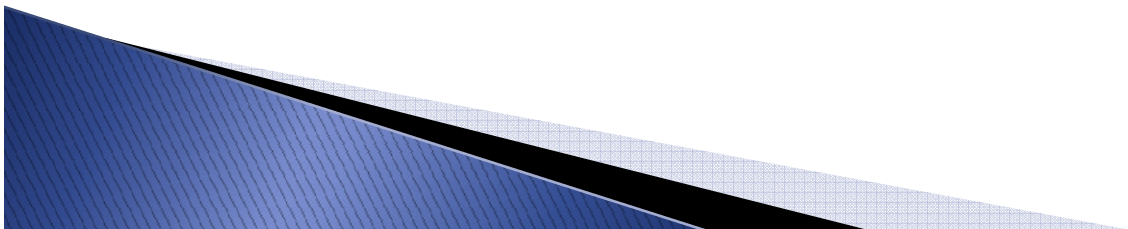
- Important similarities due to continuity in process and products
- Law, ethics and taxation
- Group insurance



PROGRESS TO DATE – Curriculum development

What advantages does the scope of this Curriculum provide for stakeholders?

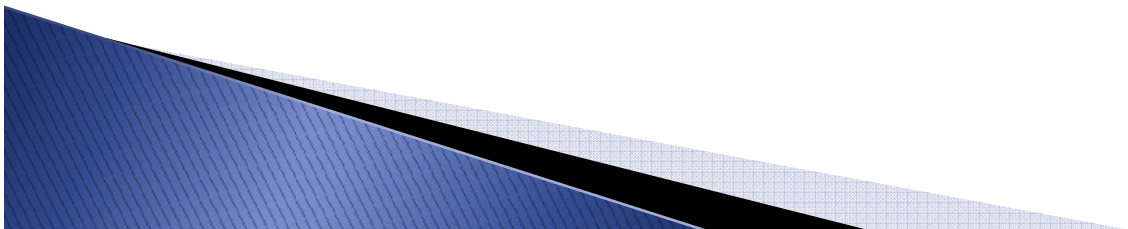
- No drastic review
- Practice-oriented approach
- Room for development of additional content
- Use of standardized terminology



PROGRESS TO DATE – Curriculum development

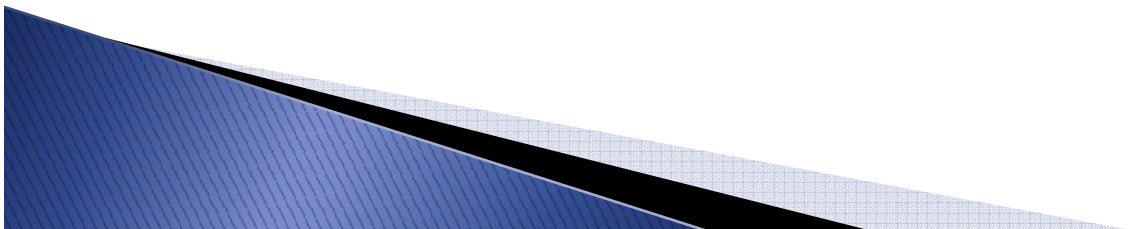
Which aspects of the Curriculum are being validated by stakeholders?

- Wording and scope of evaluation objectives
- Scope and structure of contents
- Terminology

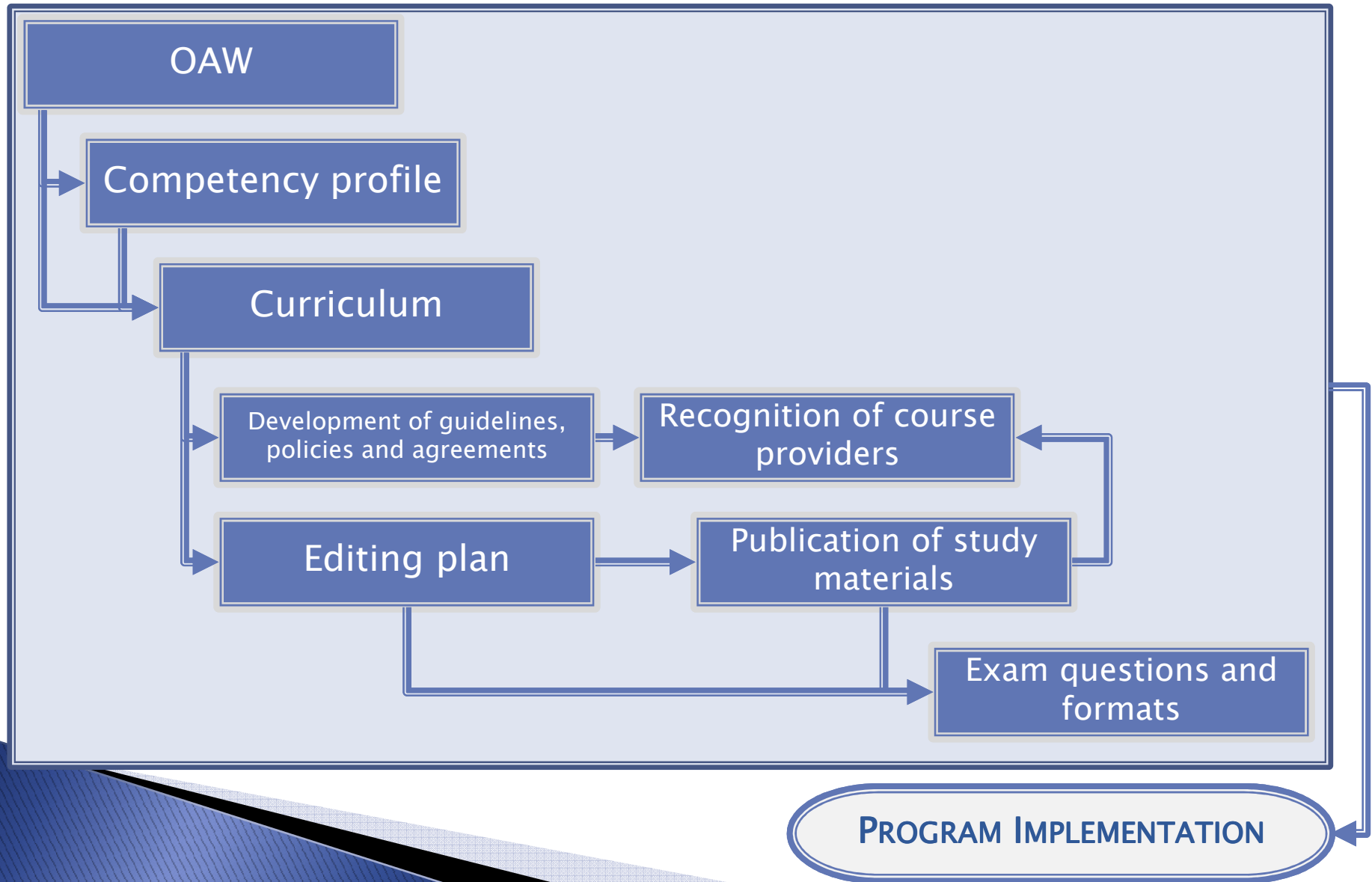


Curriculum Survey: Points of interest

- ▶ Partial results indicate Curriculum is appropriate
 - Respondents from various profiles representing different professional profiles
 - Modifications being considered are minor changes to contents and weighting
- ▶ Survey is open until November 3
 - Follow link on Committees & Initiatives page of CISRO website

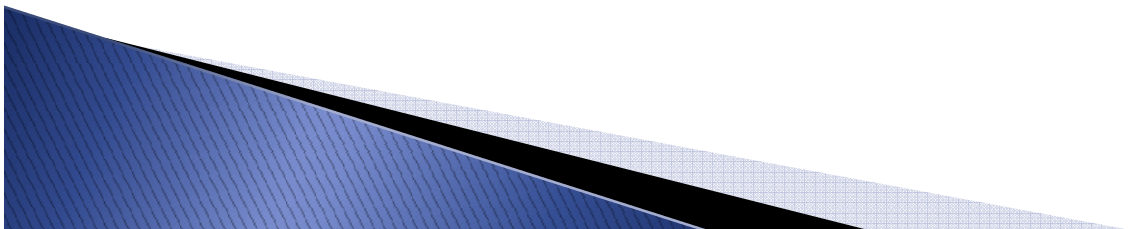


REVIEW: Development process



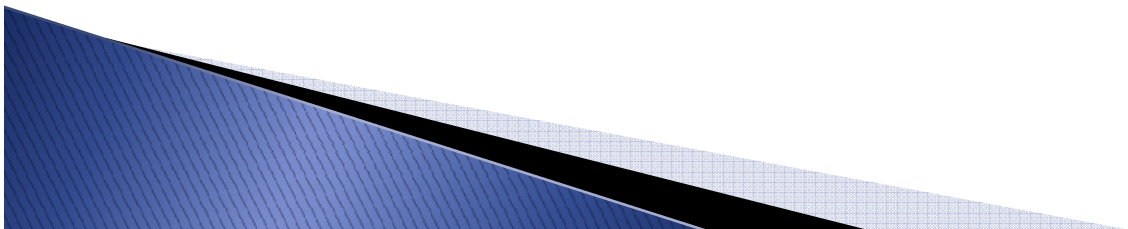
TIMELINE – 2013–2014

Key Milestone or Activity	Target Date/Period
Release of draft Curriculum for stakeholder comment	October 2013 (revised)
Release of Curriculum revised according to stakeholder comments	November 2013 (revised)
Release of editing plan (for information only)	Early 2014 (revised)



TIMELINE – 2014–2015

Key Milestone or Activity	Target Date/Period
Recognition criteria and licensing agreement	Spring 2014 (revised)
Release of policies, guidelines and procedures	Ongoing
Recognition of Course Providers	Summer 2014 (revised)
Publication of study material for recognized Course Providers	Winter 2015 (revised)
Program implementation	January 2016 (revised)



NEXT STEPS – 2013

- ▶ Publication of revised Curriculum according to stakeholder comments
- ▶ Drafting and publication of editing plan
 - Will proceed similarly to drafting of Curriculum: content expert committees for each module.
 - No stakeholder review planned but publication in early 2014 to facilitate Course Providers' course preparation.
 - As plans are finalized, drafting of the study material will begin.

Title of the chapter	Competency component and sub-components	Contents			Recoverable items from previous editions (manual number and pages)
1 st level	2 nd level	3 rd level	4 th level		Tables, diagrams and examples
1.	1.1.	1.1.1.	1.1.1.1.		
		1.1.2.			

NEXT STEPS – 2013 (cont.)

- ▶ Production of detailed timeline for each manual

1 module = 1 manual



Law, Ethics and Taxation



Law, Ethics and Taxation Québec



Life Insurance



Accident and Sickness Insurance



Segregated funds and Annuities

NEXT STEPS – 2013 (cont.)

- ▶ Production of the study material graphic layout



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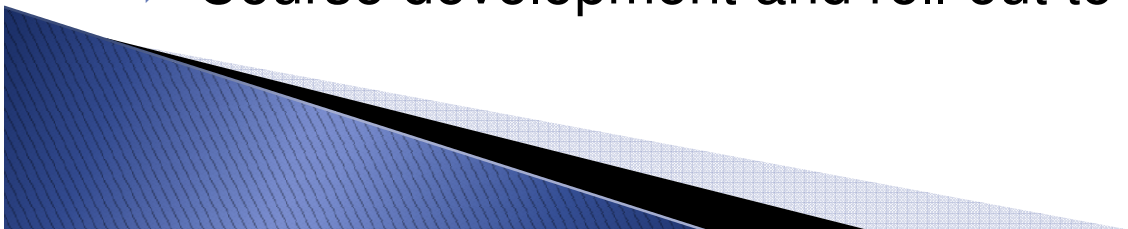
CHAPTER 1

SOURCES OF LAW RELATING TO INSURANCE OF PERSONS

1.1. Sources of Canadian law	x
1.1.1. The Canadian Constitution	x

NEXT STEPS 2014–2015

- ▶ Drafting of Course Provider recognition criteria and licensing agreement
 - Current criteria and agreements will be taken into account.
 - Recognition criteria should be built into agreement.
- ▶ Publication of policies, guidelines and procedures.
 - Exam eligibility
 - Exam sittings
 - Exam review
 - Exam rewrite rules
 - Measures for candidates having obtained their certificate to pass the LLQP exam in 2015
- ▶ Course development and roll-out to course providers.



WRAP-UP

- ▶ CISRO remains committed to ongoing stakeholder engagement throughout development and implementation of new program.
- ▶ Information will be made available to stakeholders as work on this initiative continues.
- ▶ Inquiries
 - New program – Ron Fullan
 - Existing LLQP – Pat Chamberlain
 - Existing AMF Program – René Brisson

