

**CAFII Regulator Visit Plan 2013<sup>1</sup>**

updated June 21, 2013

<b>Jurisdiction</b>	<b>Regulator</b>	<b>Annual Courtesy Call</b>	<b>Purpose/Issues</b>	<b>Attendees</b>	<b>Date/Venue</b>	<b>Status</b>
British Columbia	<b>Insurance Council of BC:</b> Gerry Matier, Exec. Dir.	X	-Update on Council priorities -Maintain and strengthen relationship	S. Gelgor J. Lewsen R. Beckford T. VanMeggelen B. Wycks	Invite when in Toronto	Five CAFII reps has liaison lunch meeting with G. Matier in Toronto on May 15, 2013; covered range of topics in CAFII Briefing document
	<b>Financial Institutions Commission(FICOM):</b> Carolyn Rogers , CEO, FICOM & Superintendent of Insurance (CCIR chair); Doug McLean, Deputy Superintendent	X	-update on FICOM priorities -Maintain and strengthen relationship  (-CAFII has decided not to submit a formal response to FICOM’s summer 2013 Consultation on Use of Managing General Agents, as that is not CAFII members’ distribution channel.)		Surrey, BC When Carolyn is in Toronto; or CAFII Board member in Vancouver	Targeted networking with C. Rogers occurred during CAFII 15 <sup>th</sup> Anniversary event on April 10, 2013; and at CLHIA Compliance Conference in Vancouver in May 2013
Alberta	<b>Alberta Insurance Council :</b> Joanne Abram, CEO; Tom Hampton, Chief Operating Officer; Ron Gilbertson, Chair (2012-15)	X	-Update on Council priorities -Council Representation -Licensing for 3 <sup>rd</sup> party providers - Business number registration system -Maintain and strengthen relationship	S. Gelgor M. Gill J. Lewsen R. Beckford T. VanMeggelen	When Joanne or Tom is in Toronto; or CAFII Board member in Edmonton	Five CAFII reps met with J. Abram and R. Gilbertson in Vancouver on May 7, 2013; discussion captured in Regulatory Visit Report
	<b>Ministry of Finance:</b> Mark Prefontaine, Superintendent of Insurance  Brad Geddes, Deputy Superintendent of Insurance		-Update on Superintendent’s priorities -Maintain and strengthen relationship		When Mark is in Toronto; or CAFII Board member in Edmonton	Targeted networking with M. Prefontaine and B. Geddes occurred during CAFII 15 <sup>th</sup> Anniversary event on April 10, 2013

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	<b>New President of Treasury Board and Minister of Finance</b> Doug Horner					
Saskatchewan	<b>Sask. Insurance Council:</b> Ron Fullan, Chair	X	-Update on Council priorities -Council Representation -Maintain and strengthen relationship		Invite when Ron is in Toronto	Targeted networking with R. Fullan occurred during CAFII 15 <sup>th</sup> Anniversary Event on April 10, 2013, and during CLHIA Compliance Conference in May 2013.  R. Fullan will be in Toronto for CISO LLQP Stakeholder Info Sessions on Monday, July 8 and Thursday, September 12, 2013. These visits to Toronto may present opportunities for CAFII reps to meet with him re CAFII's Proposal For Restricted Licensee Representation in Sask.

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	<p><b>Financial and Consumer Affairs Authority</b>, David Wild, Chairperson and Superintendent of Insurance;</p> <p>Ian McIntosh, Deputy Superintendent of Insurance</p>		<p>-Courtesy visit, Introduction of CAFII</p> <p>-Insurance Act Review, ISI; Council Representation</p> <p>-Maintain and strengthen relationship</p>		When David or Ian is in Toronto; or CAFII Board member in Regina	
	<b>Consultant (ex Superintendent) Jim Hall</b>		<p>-Update on Insurance Act review</p> <p>-Maintain and strengthen relationship</p>		When Jim is in Toronto; or CAFII Board member in Regina	
Manitoba	<b>Ministry of Finance:</b> Jim Scalena, Superintendent	X	<p>-Update of Insurance Act review and ISI regime</p> <p>-Maintain and strengthen relationship</p>		Winnipeg	<p>Targeted networking with J. Scalena occurred during CAFII 15<sup>th</sup> Anniversary Event on April 10, 2013;</p> <p>Manitoba's release of Draft ISI Regulations in early June 2013 (response date: July 2, 2013) will likely require a regulatory relations/advocacy visit by a CAFII rep(s) to Winnipeg, given that the draft regs contain a number of problematic issues for CAFII members</p>

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	<b>Manitoba Insurance Council:</b> Erin Pearson, Exec Director;	X	-Update on Council priorities -Restricted Certificate holder representation on Council -Maintain and strengthen relationship		When Erin is in Toronto; or CAFII Board member in Winnipeg	
	<b>Ministry of Finance</b> Minister Stan Struthers		Letter of introduction sent; include on a visit of CAFII Chair or Board member to Manitoba. Wait until issues with Insurance Act review are resolved			
Ontario	<b>FSCO:</b> Phil Howell, CEO & Superintendent	X	-Update on FSCO priorities -Maintain and strengthen relationship		Toronto	Targeted networking during CAFII 15 <sup>th</sup> Anniversary event on April 10, 2013. P. Howell invited B. Wycks to contact his EA to arrange a lunch meeting to get better acquainted: now arranged for July 5, 2013

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	<p data-bbox="321 256 604 394"><b>FSCO:</b> Grant Swanson, Executive Director, Licensing &amp; Market Conduct Division</p> <p data-bbox="321 760 604 857">Anatol Monid, Director, Market Regulation Branch</p>					<p data-bbox="1743 256 2043 695">On February 14, B. Wycks and Rosemary Troiani, RBC Insurance, met with G. Swanson, Isobel Scovino and Jim Fox around FSCO’s plans for Modernizing Disciplinary Procedures For Life Insurance Agents and Independent Adjusters</p> <p data-bbox="1743 735 2043 1417">At CAFII Regulator Reception on June 11, 2013, A. Monid introduced recent FSCO hire Adrienne Warner to several CAFII reps, as Adrienne is the delegated “point person” for FSCO’s “Life Insurance &amp; Mortgage Broker Product Suitability Review.” CAFII can expect to hear from her in near future in response to our request for a pre-consultation meeting.</p>

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	FSCO: Company Complaint Officer Day			-individual companies	Toronto November	FSCO's Adrienne Warner advised on June 12 that FSCO's 6 <sup>th</sup> Annual Symposium for the Life and Health Insurance Sector will take place on Friday, November 22, 2013 from 8:00 a.m. to 12 Noon at Novotel in North York
Quebec	<b>AMF: Mario Albert, CEO</b>  <b>New CEO effective July 2, 2013: Louis Morisset</b>		-Update on AMF priorities -Maintain and strengthen relationship		When Louis is in Toronto; or CAFII Board member in Quebec City	R. Hebert, M. Gill, R. Beckford, I. Choquette, and B. Wycks met with Mario Albert, CEO; Eric Stevenson; Julien Reid; and Louise Gauthier in Quebec City on June 7, 2013 for a very productive/informative two hour lunch liaison meeting
	<b>AMF: Superintendant, Client Services and Distribution Oversight: Eric Stevenson</b>  <b>AMF: Superintendent of Solvency, Patrick Dery</b>	X				Targeted networking with E. Stevenson and P. Dery occurred during CAFII 15 <sup>th</sup> Anniversary event on April 10, 2013
	<b>AMF: Rendez-vous</b>			-individual companies	October	

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New Brunswick	Superintendent (Acting) Angela Mazerolle-Stephens		<ul style="list-style-type: none"> <li>-Update on Superintendent's priorities</li> <li>-Discuss /educate on creditor's group insurance (CGI) and Avalon;</li> <li>-Licensing issues, electronic licensing; Insurance Act Review Status;</li> <li>-Maintain and strengthen relationship</li> </ul>		TBD Fredericton	Targeted networking with A. Mazerolle-Stephens, Acting Superintendent of Insurance; and David Weir, Deputy Superintendent of Insurance, occurred during CAFII 15 <sup>th</sup> Anniversary Event on April 10, 2013
	Consumer Advocate For Insurance, Ronald Godin		<ul style="list-style-type: none"> <li>-Update on Consumer Advocate's priorities</li> <li>-Discuss /educate on creditor's group insurance (CGI) and Avalon</li> <li>-Build relationship</li> </ul>		When Ronald Godin is in Toronto; or CAFII Board member in Fredericton	
Nova Scotia	Superintendent Doug Murphy		<ul style="list-style-type: none"> <li>-Update on Superintendent's priorities</li> <li>-Discuss /educate on creditor's group insurance (CGI) and Avalon;</li> <li>-Atlantic Taskforce on ISI</li> <li>-Build relationship</li> </ul>		TBD Halifax	Targeted networking with D. Murphy occurred during CAFII 15 <sup>th</sup> Anniversary event on April 10, 2013
PEI	Superintendent Robert Bradley		<ul style="list-style-type: none"> <li>Courtesy- Low priority for 2013 (only if CAFII Board member in Charlottetown)</li> <li>-Update on Superintendent's priorities</li> <li>-Build relationship</li> </ul>		Charlottetown	Targeted networking with R. Bradley occurred during CAFII 15 <sup>th</sup> Anniversary event on April 10, 2013

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Newfoundland	Superintendent Douglas Connolly		-Update on Superintendent's priorities -Discuss /educate on creditor's group insurance (CGI) and Avalon -Build relationship		St John's	Targeted networking with D. Connolly occurred during CAFII 15 <sup>th</sup> Anniversary event on April 10, 2013
Atlantic Canada	Joint Forum of Insurance Regulators		- Update on Superintendents' priorities -Discuss /educate on creditor's group insurance (CGI) and Avalon -Build relationships		Moncton or Charlottetown ?	M. Gill to contact David Weir, Deputy Superintendent of Insurance, New Brunswick, re prospect of CAFII having a Joint Meeting with all four Atlantic Canada insurance regulators in Summer or Fall 2013
CCIR	Carol Shevlin, Policy Manager	X	-Annual lunch. Discuss priorities -Maintain and strengthen relationship		Toronto	B. Wycks had a Get Acquainted Lunch with C. Shevlin in January 2013; and is in regular contact with her
	CCIR Executive		Meet when pressing issues or opportunistic meeting occasions arise.		October 29-30, 2013 in Toronto	At CLHIA Conference in May 2013, C. Rogers, CCIR Chair, announced that CCIR will hold a Town Hall Meeting/Stakeholder Open Forum-type event in Toronto in October 2013



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CISRO	Ron Fullan Chair		-Update on CISRO priorities -Maintain and strengthen relationship		-invite when in Toronto	B. Wycks has contacted R. Fullan to inquire if his travel plans and itinerary would allow for a breakfast, lunch, or coffee meeting around his trip to Toronto for CISRO LLQP Stakeholder Info Session on July 8, 2013.
Federal	<b>Federal Finance</b>		Educational – marketing of CGI			
	<b>OSFI:</b> Julie Dickson, Superintendent					
	<b>OBSI:</b> Doug Melville Ombudsman		Educational – marketing of CGI			
	<b>Financial Consumer Agency of Canada (FCAC)</b>		Financial Literacy re insurance			Ursula Menkes retiring from FCAC CEO role at end of May 2013; successor not yet named.  M. Gill had liaison lunch with FCAC contact in late April 2013; contact advised that FCAC is “not working on insurance at this time”