

**Agenda Item 6(h)**  
**June 6/23 Board Meeting**

**CAFII and FCNB Exchange Around Deferral of Contemplated Virtual Liaison Meeting in May 2023 In Favour of September 2023 In-Person/Hybrid Meeting As Part of CAFII's Atlantic Canada Regulators Visits Tour**

**From:** Brendan Wycks <[brendan.wycks@cafii.com](mailto:brendan.wycks@cafii.com)>

**Sent:** April 19, 2023 4:19 PM

**To:** Mazerolle, Angela (FCNB) <[angela.mazerolle@fcnb.ca](mailto:angela.mazerolle@fcnb.ca)>

**Cc:** Weir, David (FCNB) <[david.weir@fcnb.ca](mailto:david.weir@fcnb.ca)>; Keith Martin <[Keith.Martin@cafii.com](mailto:Keith.Martin@cafii.com)>; Jake Becker <[jake.becker@cafii.com](mailto:jake.becker@cafii.com)>; Picard, Robert (FCNB) <[Robert.Picard@fcnb.ca](mailto:Robert.Picard@fcnb.ca)>; Haines, Catherine (FCNB) <[Catherine.Haines@fcnb.ca](mailto:Catherine.Haines@fcnb.ca)>; Sutherland Green, Jennifer (FCNB) <[jennifer.SutherlandGreen@fcnb.ca](mailto:jennifer.SutherlandGreen@fcnb.ca)>

**Subject:** Request For FCNB/CAFII Liaison Meeting On The Sidelines Of Upcoming 2023 CLHIA Compliance and Consumer Complaints Conference In Montreal

Hi, Angela.

As you know, mutually beneficial relationship-building, communications, and dialogue with insurance regulators and policy-makers from across the country are a key part of CAFII's mission and mandate.

And with the restrictions on in-person meetings caused by the COVID-19 pandemic now largely behind us in 2023, we are pleased to be able to return to arranging in-person meetings with key insurance regulators and policy-makers, such as yourself, after a nearly four-year hiatus.

In that connection, we're reaching out at this time in the hopes of arranging a liaison meeting with you and any FCNB Insurance Division staff colleague(s) who will be present with you in Montreal in the first week of May, in connection with the 2023 CLHIA Compliance and Consumer Complaints Conference happening there, to have some information-sharing and dialogue: mainly around FCNB's implementation of Rule INS-001, the related launch of the province's new Restricted Insurance Representative (RIR) licensing regime, and CAFII member company adaptation and compliance; along with other provincial, national, and international insurance regulatory issues of mutual interest.

Here are some possible date/time options, all associated with the 2023 CLHIA Compliance and Consumer Complaints Conference which we will be attending and at which you are a panel presenter on Wednesday morning, May 3/23:

- a dinner meeting at around 8:00 p.m. on Tuesday, May 2/23 at the Omni Mont Royal Hotel (the conference hotel) or a nearby restaurant, if you will have arrived at the conference hotel by that evening;
- a breakfast meeting from 7:15 to 8:30 a.m. on Wednesday, May 3/23 at the Omni Mont Royal Hotel (the conference hotel);

- a lunch meeting from 12:05 to 12:55 p.m. on Wednesday, May 3/23 at the Omni Mont Royal Hotel (the conference hotel); or
- a dinner meeting at 7:30 p.m. on Wednesday, May 3/23 at the Omni Mont Royal Hotel (the conference hotel) or a nearby restaurant, if you will be staying on in Montreal through to that evening.

Please consider these options for a meeting and let us know if any of them will work for you, Angela.

We look forward to hearing back from you at your earliest convenience, and to confirming a meeting with you during the upcoming CLHIA Conference in Montreal.

**Brendan Wycks, BA, MBA, CAE**

Co-Executive Director

Canadian Association of Financial Institutions in Insurance

[Brendan.wycks@cafii.com](mailto:Brendan.wycks@cafii.com)

T: 647.218.8243

Alternate T: 647.361.9465

[www.cafii.com](http://www.cafii.com)

*Making Insurance Simple and Accessible for Canadians*

*Rendre l'assurance simple et accessible pour les Canadiens*

**From:** Mazerolle, Angela (FCNB) <[angela.mazerolle@fcnb.ca](mailto:angela.mazerolle@fcnb.ca)>

**Sent:** Monday, April 24, 2023 2:51 PM

**To:** Brendan Wycks <[brendan.wycks@cafii.com](mailto:brendan.wycks@cafii.com)>

**Cc:** Weir, David (FCNB) <[david.weir@fcnb.ca](mailto:david.weir@fcnb.ca)>; Keith Martin <[Keith.Martin@cafii.com](mailto:Keith.Martin@cafii.com)>; Jake Becker <[jake.becker@cafii.com](mailto:jake.becker@cafii.com)>; Picard, Robert (FCNB) <[Robert.Picard@fcnb.ca](mailto:Robert.Picard@fcnb.ca)>; Haines, Catherine (FCNB) <[Catherine.Haines@fcnb.ca](mailto:Catherine.Haines@fcnb.ca)>; Gabriel, Julie (FCNB) <[julie.gabriel@fcnb.ca](mailto:julie.gabriel@fcnb.ca)>

**Subject:** RE: Request For FCNB/CAFII Liaison Meeting On The Sidelines Of Upcoming 2023 CLHIA Compliance and Consumer Complaints Conference In Montreal

Good afternoon, Brendan. Thank you very much for the invitation to meet. Unfortunately, CISRO meetings are also taking place next week so it is proving difficult to find a time when both David and I are available to meet in person. I also think it would be beneficial for our Acting Director, Robert Picard, to attend any meeting, and so would instead suggest we schedule a virtual get-together between us all the following week. If you could provide some dates/times that work for your group the week of May 8 – 12, we'll endeavor to set up a meeting time that works for all.

Thanks,

**Angela Mazerolle**

Vice President, Regulatory Operations / Superintendent of Insurance

Financial and Consumer Services Commission

Commission des services financiers et des services aux consommateurs

**From:** Brendan Wycks

**Sent:** Monday, May 15, 2023 1:09 PM

**To:** Mazerolle, Angela (FCNB) <angela.mazerolle@fcnb.ca>

**Cc:** Weir, David (FCNB) <david.weir@fcnb.ca>; Keith Martin <Keith.Martin@cafii.com>; Jake Becker <jake.becker@cafii.com>; Picard, Robert (FCNB) <Robert.Picard@fcnb.ca>; Haines, Catherine (FCNB) <Catherine.Haines@fcnb.ca>; Gabriel, Julie (FCNB) <julie.gabriel@fcnb.ca>; Sutherland Green, Jennifer (FCNB) <jennifer.SutherlandGreen@fcnb.ca>

**Subject:** Proposed CAFII Visit To New Brunswick Superintendent of Insurance and Related FCNB Team Members on Wednesday, September 20/23; or, Alternatively, on Thursday, September 21/23

Hi, Angela.

It was a pleasure to chat with you briefly in-person at the 2023 CLHIA Compliance and Consumer Complaints Conference in Montreal on Wednesday, May 3.

In that conversation, I shared that upon further reflection and with further input from our member company representatives, CAFII would prefer to defer its request for a liaison meeting with you and FCNB staff executive colleagues to the Fall of this year.

Our primary purpose in requesting a meeting with you on the sidelines of the CLHIA Conference was to thank you, as Vice President, Regulatory Operations and Superintendent of Insurance at FCNB, and the other relevant members of the FCNB staff team for the following developments:

- the granting of a 60 day extension – to June 30/23 – for prospective Restricted Insurance Representative (RIR) licensees to submit their completed RIR applications via the FCNB licensing portal;
- the clarification that Director Disclosure Forms and Criminal Record Checks will not be required of RIR applicants that are federally regulated by OSFI or are already licenced by FCNB; and
- your Superintendent's exemption stipulating that, in accordance with section 3.1 (1) of the *Insurance Act*, Restricted Insurance Representatives from deposit-taking institutions or who are subject to the *Insurance Companies Act*, SC 1991, c. 47 are exempted from the requirement to hold a trust account under section 364(1) of the *Insurance Act* and Part 14 of Rule INS-001 Insurance Intermediaries Licensing and Obligations, subject to certain terms and conditions.

Please consider this email to be CAFII's written delivery of that message of thanks and appreciation.

At this time, the CAFII member companies that are in the process of filing their initial RIR licence application with FCNB would like to dedicate their undivided attention to getting their application fully completed by the new June 30/23 deadline.

Rather than arranging a CAFII/FCNB virtual liaison meeting at the present time, we would instead like to organize an in-person/hybrid for the Fall at your office in Fredericton.

With the restrictions on travel and on in-person meetings caused by the COVID-19 pandemic now largely behind us in 2023, we are pleased to be able to return to arranging in-person meetings with key insurance regulators and policy-makers, such as you and your FCNB Insurance Division team, after a nearly four-year hiatus. As you know, mutually beneficial relationship-building, communications, and dialogue with insurance regulators and policy-makers from across the country form a key part of our Association's mission and mandate.

In that connection, we are now able to confirm our plans for a CAFII Atlantic Canada Insurance Regulators and Policy-Makers Visits Tour this Fall, with the initial plan calling for a CAFII delegation to visit New Brunswick on either Wednesday, September 20/23 or Thursday, September 21/23.

Please consider the Draft CAFII 2023 Atlantic Canada Tour Itinerary below, and let us know at your earliest convenience whether Wednesday, September 20/23 or Thursday, September 21/23 will work for you to host a CAFII delegation of six to 10 representatives for an in-person/hybrid meeting at your office in Fredericton?; or if you would prefer that we make a switch and instead visit New Brunswick on Wednesday, October 4/23 or Thursday, October 5/23?

**Atlantic Canada Tour: Fall 2023**

New Brunswick and Prince Edward Island (or Prince Edward Island followed by New Brunswick, depending upon optimal order)

- Wednesday, September 20/23;
- Thursday, September 21/23; and
- Friday, September 22/23 (if needed)

Nova Scotia and Newfoundland and Labrador (or Newfoundland and Labrador followed by Nova Scotia, depending upon optimal order)

- Wednesday, October 4/23;
- Thursday, October 5/23; and
- Friday, October 6/23 (if needed)

Best regards,

**Brendan Wycks, BA, MBA, CAE**

Co-Executive Director

Canadian Association of Financial Institutions in Insurance

[Brendan.wycks@cafii.com](mailto:Brendan.wycks@cafii.com)

T: 647.218.8243

Alternate T: 647.361.9465

[www.cafii.com](http://www.cafii.com)