

CAFII Priorities by Committee –October 2012

Executive Operations Committee

Membership: As per CAFII Bylaw 6.01. Sub-committees may strike taskforces drawing on expertise of other individuals associated with member companies.

Mandate	Activities	Issues of Interest
Recommend budget and priorities to Board	Draft and review Financial Reports	
Keep environment open to key products	Be aware of current and emerging issues (Regulatory Update).	
	Develop responses to regulatory initiatives. Forward to board for approval as necessary. Oversight of Distribution and Market Conduct Policy Committee (DMC)	Regulation of ISI
		International regulation of creditor products
		Market Conduct Regulation
		Electronic Commerce
Keep environment flexible /efficient	Identify barriers to efficient operations. Oversight of Licensing Efficiency committee	Provincial Insurance Act Reviews
		Licensing Irritants
		Provincial Insurance Councils and CISRO issues
		Electronic licensing
Develop communication plans and tools	Oversight of Media and Advocacy Strategy Committee(MAC)	Multi-jurisdictional licensing/mutual recognition
		Communications strategy Media Response Plan Website
Build relationships with key stakeholders	Connect with regulators. Manage and conduct regulator visits. (Manage Regulator Visit Schedule) Approve attendees at regulator meetings, review meeting notes and manage follow-up actions	
	Oversight of Networking and Events committee	
Other items	Continuance under new Not for Profit Corporations Act	Changes to be made before 2014

Distribution and Market Conduct Policy Committee

Membership: The committee will have 4 permanent members including 2 co-chairs all of whom are members of the EOC.

Co-Chairs:1) Sue Manson CIBC 2) Jennifer Hines RBC **Other members:** 3)Wayne Eccles TD 4)Emily Brown BMO 5) John Poolman, Assurant 6) Andre Duval, DSF **Resource:** A. Riley

Mandate: Oversee development of CAFII policy positions as directed by EOC. Oversee taskforces as required

Activities: Draft CAFII submissions Manage and interpret industry research projects as approved by EOC

Priorities	Issues	Currently Active Issues	Status
Regulation of ISI	Manitoba ISI regime in 2011/2012	√	Included in Insurance Act spring 2012
	Quebec DWR, distribution guide review		Input provided on Guide (signature, remuneration) letter sent June 2012
	Alberta – review of medical questions on applications	√	Project for review required by CAFII, response to Superintendent required
	AML/ATF paper		Complete- Response sent March 1, 2012, follow up questions answered
Int.regulation of creditor	PPI	√	Legal input acquired
	US Debt protection products		Monitor decisions
	IAIS core principles		Watch file - CCIR committee announced
Market Conduct Regulation	Quebec Commercial Practices Guideline		Awaiting re-release for comment
	MGA CCIR consultation		Complete-Letter of input -June 30 2012
	Input to provincial strategic plans and priorities		Complete- FSCO priorities submitted May 2012
Electronic Commerce	CCIR consultation released Feb 2012		Complete- Submission made May 2012
	AMF consultation released Feb 2012		Complete- Submission made May 2012
Provincial Insurance Act Reviews	BC and Alberta regulations		Now final
	Manitoba Insurance Act Review	√	Insurance act changes made spring 2012
	Saskatchewan Insurance Act	√	Provide input by October 2012
	Ontario Insurance Act review		Insurance act changes made with budget bill
Webinars	Develop and test webinar capability	√	Done
	Education program	√	Webinar series designed, first webinar complete (-underserved market)

AMF Distribution Guide Task Force

(Task Force of Distribution and Market Conduct Policy Committee)

Members: Emily Brown, John Poolman, Rose Beckford (ScotiaLife Financial), Moira Gill

Purpose: Recommend changes to the AMF Distribution Guide based on the Mutual Fund Guide, customized for exclusion disclosure

CAFII Priorities by Committee –October 2012

Media and Advocacy Strategy Committee

Membership: The committee will have 4 permanent members including 2 co-chairs, all of whom are members of EOC. EOC chair is co-chair.

Co-Chairs: 1) Sara Gelgor 2) John Lewsen

Members: 3) Paul Yeung, 4) Moira Gill 5) Greg Grant

Resources: A. Riley, L. Duigu, Media Advisor (currently Ian Blair), Rick Evans

Mandate: Identify key stakeholders and develop, recommend and implement media and advocacy strategy.
Oversight of Media Response taskforce.

Areas of Interest: Underserved market, Creditor Insurance(value proposition, disclosure), Counter broker lobby messages

Priorities	Issues	Currently Active Issues	Status
Media Strategy	Develop a CAFII communications strategy	√	Developed , revised strategy for board review June 2012
	Manage new CAFII website , collect testimonials, refresh CAFII description, expand tabs, create tab for regulators , develop tagline, add section on underserved market	√	Website live –updates to web materials in progress Decide if underserved market webinar should be on website
	Media protocol – develop and manage protocol for media requests	√	Complete , pilot test complete
	Develop list of key media contacts		
	Notify member media staff when key messages are ready		
Advocacy Strategy	Key messages Development <ul style="list-style-type: none"> Identify issues and develop key messages for audiences, feed into submissions, develop 2 or 3 scenarios , Develop messaging re US debt protection decisions Develop messaging re travel products Regulator kit (formerly media kit), develop booklet and soft marketing materials Manage research to support messaging 	√ √	Messages prepared, review stock messages -logo items obtained 3 questions for Pollara omnibus survey complete
	CCIR Complaints- Respond to any issues identified		
	Industry Statistics Identify & keep current statistics from LIMRA & CAFII research		

Media Response Taskforce Membership: Taskforce consists of any 2 members of the Media and Advocacy Strategy committee plus Rick Evans. Purpose: Deal with media issues as they arise. Make recommendation to Board communications committee (Members: Cathy Honor, RBC; Mark Cummings, Scotia; Dave MinorTD; Rick Lancaster, CIBC, Gord Henderson, BMO)

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Licensing Efficiency Issues Committee

Membership – 1 Chair who is a member of EOC and 3 members from representative companies.

Chair: Moira Gill TD 2) John O’Hoski Cdn Premier 3)Sara Gelgor , ScotiaLife Financial 4) John Poolman, Assurant 5)Greg Grant CIBC

Resources: A Riley

Mandate: Identify and manage licensing efficiency issues for restricted and individual licensing processes.

Priorities	Issues	Currently active issues	Status
Licensing operation issues Streamlining and harmonizing licensing requirements (training, CE, other)	Request for restricted certificates for 3 rd parties Alberta	v	CAFII letter to the Council (2011). Council responded that they did not support the request. Committee decision to address the issue with the Council again in 2012.
	Licensing process -streamlining and harmonization		Identification of issues on going.
Provincial Insurance Councils and CISRO issues	Opportunities to have restricted licensees represented or otherwise participate on Council discussed with Saskatchewan and Alberta. Committee identified a need for an analysis of options for BC, Alberta & Saskatchewan council representation needed	v	Legal assistance engaged and analysis of options underway. Meeting with AIC Jan 2012. Meeting with Sask. held Meeting with Manitoba held
Electronic licensing	Promote use of electronic licensing systems by provincial regulators Possible use of “business numbers” to link		Letter of support sent to CISRO May 2012
Multi-jurisdictional licensing/ mutual recognition	Trade Agreements - promote mutual recognition (Ontario – Quebec, New West Partnership)		Attended trade agreement update meeting May 2012

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Networking and Events Committee

Membership: 1 Chair - 2 members , EOC chair is an ex-officio member

Chair: Paul Yeung RBC 2) Maria Sanchez –Chung TD 3)

Ex-officio: John Lewsen Resources: Leya Duigu

Mandate : Operate CAFII events and receptions to maintain contact with regulators, associate members and other key stakeholders.

Priority	Activities	Status
Plan Quarterly Speaker and reception events, and member-only event	February Speaker Event (members only)	Derek Yoo PWC on Ecommerce
	March/April	Byren Innes, NewLink Group Emerging products in Insurance and distribution trends
	June AGM	no speaker, Board meeting with AMF in Quebec city
	October	Janet Ecker, TFSA
	December Reception	
Keep current lists of key contacts		
Christmas cards to key contacts?		
Seek out other opportunities to meet with contacts (eg corporate table)		