

(3) licence to dress raw pelts: \$276.75;

(4) public auction licence to sell raw pelts: \$915.00.”.

3. This Regulation comes into force on the date of its publication in the *Gazette officielle du Québec*.

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Gouvernement du Québec

### O.C. 1035-99, 8 September 1999

An Act respecting the distribution of financial products and services  
(1998, c. 37)

#### Associate insurance broker and chartered insurance broker — Criteria governing the granting of titles

Regulation respecting the criteria governing the granting of the titles of associate insurance broker and chartered insurance broker

WHEREAS under subparagraph 3 of the first paragraph of section 313 of the Act respecting the distribution of financial products and services (1998, c. 37), each Chamber shall determine, by regulation, the criteria, including the equivalency criteria, governing the granting or withdrawal of the titles of «chartered insurance broker» and «associate insurance broker» and their respective abbreviations «C.I.B.» and «A.I.B.»;

WHEREAS under that section, the Chambre de l'assurance de dommages made the Regulation of the Chambre de l'assurance de dommages respecting the titles of associate insurance broker and chartered insurance broker;

WHEREAS in accordance with sections 10 and 11 of the Regulations Act (R.S.Q., c. R-18.1), the text of that Regulation was published as a draft in Part 2 of the *Gazette officielle du Québec* of 12 May 1999 with a notice that it could be submitted to the Government for approval upon the expiry of 45 days following that publication;

WHEREAS it is expedient to approve the Regulation, with amendments;

IT IS ORDERED, therefore, on the recommendation of the Minister of State for the Economy and Finance and Minister of Finance:

THAT the Regulation respecting the criteria governing the granting of the titles of associate insurance broker and chartered insurance broker, attached to this Order in Council, be approved.

MICHEL NOËL DE TILLY,  
*Clerk of the Conseil exécutif*

### Regulation respecting the criteria governing the granting of the titles of associate insurance broker and chartered insurance broker

An Act respecting the distribution of financial products and services  
(1998, c. 37, s. 313, par. 1., subpar. 3)

#### DIVISION I

#### CRITERIA GOVERNING THE GRANTING OF THE TITLE OF ASSOCIATE INSURANCE BROKER

1. The Chambre de l'assurance de dommages shall authorize a damage insurance broker who holds a certificate issued by the Bureau des services financiers authorizing him to act as such to use the title of “associate insurance broker” and the abbreviation “(A.I.B.)”, provided:

(1) he is authorized pursuant to a certificate issued by the Bureau to act in the classes of sectors of personal and commercial lines damage insurance;

(2) he has acted as a damage insurance broker for at least 12 consecutive months; however, a broker who has been unable to act in such capacity for at least 12 consecutive months due to illness, accident, pregnancy, parental leave or any other irresistible force, shall have any additional period of 12 months following the period when it was impossible for the broker to practise his or her profession;

(3) he has taken and successfully completed the compulsory courses, of the program of studies determined by the Chamber, as provided for in the programs of studies for the Attestation of College Studies in damage insurance, the Diploma of College Studies in administrative techniques in the field of (damage) insurance or the title of Associate of The Insurance Institute of Canada or the Chamber, unless equivalencies have been recognized.

For purposes of this section, a program of studies is a program which comprises 14 courses which must compulsorily relate to the following subjects:

- (1) laws and regulations respecting damage insurance;
- (2) home insurance;
- (3) automobile insurance;
- (4) commercial lines insurance;
- (5) building mechanics;
- (6) financial accounting;
- (7) basic computer science techniques;
- (8) communications;
- (9) sales techniques;
- (10) customer service;
- (11) claims adjustment;
- (12) introduction to risk management;
- (13) portfolio analysis.

Moreover, a course may cover more than one subject and several subjects may be covered in one course.

2. The Chamber shall issue to a damage insurance broker an attestation pursuant whereto it authorizes him to use the title of “associate insurance broker” and the abbreviation “(A.I.B.)”.

## DIVISION II

### CRITERIA GOVERNING THE GRANTING OF THE TITLE OF CHARTERED INSURANCE BROKER

3. The Chamber shall authorize a damage insurance broker who holds a certificate issued by the Bureau des services financiers authorizing him to act as such to use the title of “chartered insurance broker” and the abbreviation “(C.I.B.)”, provided:

- (1) he is authorized by the Chamber to use the title of “associate insurance broker”;
- (2) he has acted as a damage insurance broker for at least 24 consecutive months; however, a broker who has been unable to act in such capacity for at least 24 consecutive months due to illness, accident, pregnancy, parental leave or any other irresistible force, shall have any additional period of 24 months following the period when it was impossible for the broker to practise his or her profession;
- (3) he has taken and successfully completed the training courses as provided for in the university program in damage insurance, unless equivalencies have been recognized.

The university program in damage insurance contemplated in subparagraph 3 of the first paragraph comprises 15 courses of which 13 must compulsorily relate to the subjects set forth in subparagraphs 1 to 11 of this paragraph as well as 2 courses relating, at the damage insurance broker’s choosing, to one of the subjects set forth in subparagraphs 12 to 14:

- (1) organizational management;
- (2) accounting;
- (3) financial management;
- (4) economics;
- (5) business law;
- (6) entrepreneurship;
- (7) leadership;
- (8) marketing;
- (9) human resources management;
- (10) mathematics;
- (11) risk management;
- (12) operations management;
- (13) training;
- (14) advertising.

For purposes of this section, a course may cover more than one subject and several subjects may be covered in one course.

4. The Chamber shall issue to a damage insurance broker an attestation pursuant whereto it authorizes him to use the title of “chartered insurance broker” and the abbreviation “(C.I.B.)”.

5. A damage insurance broker who is authorized by the Chamber to use the title of “chartered insurance broker” and the abbreviation “(C.I.B.)” must cease using the title of “associate insurance broker” and the abbreviation “(A.I.B.)”.

## DIVISION III

### RECOGNITION OF EQUIVALENCIES

6. Notwithstanding the provisions of subparagraphs 1 and 3 of the first paragraph of section 1 and those of section 3, the Chamber may authorize a broker to use the title of associate insurance broker and the abbreviation “(A.I.B.)” or the title of chartered insurance broker and the abbreviation “(C.I.B.)” if the broker can prove to the Chamber, with supporting documentation, that he has attained a level of knowledge equivalent to that of a broker having taken the course and passed the examination for which he is requesting an exemption.

In order to determine whether a broker has proven that he has the skills required pursuant to the first paragraph, the Chamber shall consider the following factors:

- (1) the fact that the broker holds one or more diplomas obtained in Québec or elsewhere;
- (2) the courses he has taken;
- (3) the training courses he has taken;
- (4) his total years of schooling;
- (5) all his relevant work experience;
- (6) all other relevant work experience.

In cases where a decision cannot be made pursuant to the evaluation made in accordance with the second paragraph, the Chamber may require the broker to carry out a training period or to successfully pass an examination in order to complete the evaluation.

#### **DIVISION IV WITHDRAWAL OF A TITLE**

7. A damage insurance broker shall no longer be authorized to use either of the titles set forth in the first paragraph of section 318 of the Act respecting the distribution of financial products and services (1998, c. 37):

(1) if he ceases to hold a certificate for a damage insurance broker;

(2) if his certificate for a damage insurance broker is suspended by a final decision of the committee on discipline or the Court of Québec sitting in appeal from a decision of the said committee;

(3) if he has failed, for more than 30 days, to pay the fines or costs imposed by a final decision of the committee on discipline of the Chamber or the Court of Québec sitting in appeal from a decision of the said committee, as the case may be;

(4) if he has failed, for more than three months, to comply with the obligation to remit a sum of money imposed pursuant to subparagraph *d* of the first paragraph of section 156 of the Professional Code (R.S.Q., c. C-26) as a penalty by means of a final decision of the committee on discipline or the Court of Québec sitting in appeal from a decision of the said committee;

(5) if he has failed to comply with the rules governing compulsory professional development which are applicable to him.

A broker who remedies the defaults for which his authorization to use either of the titles contemplated in this Regulation has been withdrawn pursuant to the first paragraph shall once again be authorized to use his title.

The provisions of the second paragraph shall not apply to a broker whose certificate has been cancelled by a final decision of the committee on discipline or the Court of Québec sitting in appeal from a decision of the said committee, as the case may be, nor to a broker who has ceased to hold a certificate for a damage insurance broker for at least five years.

#### **DIVISION V TRANSITIONAL AND FINAL PROVISIONS**

8. A damage insurance broker who, prior to the coming into force of this Regulation, has started to take the training program of the Association des courtiers d'assurances de la province de Québec leading to the title of associate insurance broker (A.I.B.) or the university training program leading to the title of chartered insurance broker (C.I.B.) may, at his option, for the purpose of asking the Chamber for the authorization to use the title sought, satisfy the requirements of the provisions of this Regulation, or the requirements governing the aforesaid program which led to the title sought, provided that in the latter case, he has taken the courses and successfully passed the examinations prescribed by the said program within the following period:

(1) where the authorization request relates to the title of associate insurance broker and its abbreviation "(A.I.B.)", a period of one year from the coming into force of this Regulation;

(2) where the authorization request relates to the title of chartered insurance broker and its abbreviation "(C.I.B.)", a period of five years from the said date.

However, if the broker is unable to satisfy the requirements of the provisions of the training program mentioned in the first paragraph which are applicable to him due to the fact that one or more of the prescribed courses are no longer offered, then he must take the courses and successfully pass the examinations deemed to be equivalent by the Chamber.

9. This Regulation comes into force on 1 October 1999.

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Gouvernement du Québec

#### **O.C. 1036-99, 8 September 1999**

An Act respecting the distribution of financial products and services  
(1998, c. 37)

#### **Registered life underwriter and chartered life underwriter — Titles**

Regulation governing the titles of registered life underwriter and chartered life underwriter

WHEREAS under subparagraph 3 of the first paragraph of section 313 of the Act respecting the distribution of financial products and services (1998, c. 37), each Cham-