



For the past several years, the Insurance Councils of Saskatchewan (ICS) have been preparing to regulate the sale of previously unregulated insurance products that fall under the authority of *The Saskatchewan Insurance Act*.

In April of 2007, the Supreme Court of Canada rendered a decision confirming that federally regulated financial institutions are subject to provincial law with respect to insurance related activities.

As a result of the clarification provided by this court decision, ICS sent notice to stakeholders in December 2007 that it intended to proceed with regulating the sale of “incidental” insurance products. These products were defined as “insurance products that are sold incidental to another product.”

Since that original notice, we have completed a thorough consultation process with the stakeholder group, and we would like to thank those who contributed to make that an effective and successful process.

Regulations covering these products, and their licensing requirements, have now been approved. The new regulations come into force on September 1, 2010, and ICS intends to begin implementation of the licensing regime by the end of the third quarter of 2010.

The new regulations allow specified business entities to be licensed to sell insurance through unlicensed employees. The licensing model is based on Alberta’s restricted licensing model. The attached Specification of the Superintendent of Insurance identifies the types of business entities that will be eligible for restricted licensing along with the types of insurance that each business entity type will be eligible to sell under a restricted licence.

Specific timing will be communicated under separate cover in the next several weeks, along with details of the administrative processes required to initiate licensing.

For your information, enclosed please find the following documents:

1. *The Saskatchewan Insurance Amendment Regulations, 2010;*
2. Specification of the Superintendent of Insurance.

This material is also available on the following websites: www.skcouncil.sk.ca and <http://www.sfsc.gov.sk.ca/financial/whatsnew.shtml>.



Please direct any questions you may have to:

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