



Amendment to the General Insurance Agents Licensing Rules effective May 1, 2022

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This notice was sent to all General Insurance Agent Licence Holders licensed with the Insurance Council of Manitoba. It outlines a change to the General Insurance Agents Licensing Rules and should be read thoroughly to ensure the change is fully understood.

Since March 2020, the General Insurance Council of Manitoba (the “Council”) was monitoring and assessing developments within COVID-19 and the ultimate impact it had on areas specific to the General Insurance Agents Licensing Rules (the “Rules”). Council recognized that full or partial remote work for insurance brokerages would likely continue to be the norm for the foreseeable future. Since March 2020, the Superintendent of Financial Institutions (the “Superintendent”) had approved that the requirement for Level 1 general licence holders to only work inside the office of a general insurance agency be temporarily suspended up to and including June 30th, 2022, with restrictions in place, designed to ensure consumer protection was still of the utmost importance.

A General Licensing Rules subcommittee was developed (the “subcommittee”) and identified one particular area of the Rules as a section that required an immediate review and revision - whether the Rules should be changed on a permanent basis to allow Level 1 general insurance licence holders to work outside of the office of a general insurance agency while continuing under supervision. The Superintendent and the Council recognized the importance of a quick amendment to this specific section of the Rules, and a consultation was initiated with industry. The response from industry proved that an amendment to the Rules in this particular section was warranted. Following the consultation, a submission was made by the subcommittee to the Superintendent, and **amendments to the Rules were approved and will be implemented effective May 1, 2022.**

Rules in effect until end of day April 30, 2022	Rules in effect as of May 1, 2022
<i>3(2) The holder of a licence issued under subsection (1) is authorized to sell, inside but not outside the office of a general insurance agency and under the supervision of the holder of a licence authorized to carry on the activities permitted under section 4, every category of general insurance other than life insurance.</i>	<i>3(2) The holder of a licence issued under subsection (1) is authorized to sell every category of general insurance other than life insurance, but only (a) under the supervision of the holder of a licence authorized to carry on the activities permitted under section 4; and (b) inside the office of a general insurance agency or out of a home office approved by that agency.</i>

The amended Rules, **that are in effect as of May 1, 2022**, do not include the restrictions that were in place under the temporary easement of the Rules by the Superintendent (more information on those restrictions are available on the ICM website [here](#)).

What does this mean?

The amended Rules will be uploaded to the ICM website on May 2, 2022 [here](#). To clarify, the only change to the Rules at this time is Section 3(2) above confirming that a Level 1 General licence holder can work inside the office of a general insurance agency **or** out of a home office approved by that agency. Supervision must continue by a Level 2 or Level 3 Manitoba licence holder whether the Level 1 works inside the office or in the home office approved by the agency.

Will the existing conditions on all currently licensed Level 1 General Insurance Agent Licences change?

Yes. The conditions on all existing Level 1 General Agent Licences will change, with the removal of the following condition, “*Prohibited from selling outside the office of a general insurance agency.*”. The other condition(s) on the licences will remain unchanged, including the condition that states, “*Must operate under the supervision of an Agent/Broker 2 or 3.*”, as supervision remains a requirement for all Level 1 General Insurance Agents.

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