



June 13, 2013  
File No.: 100-20  
Ref No.: 8477

**To: CEO, All Authorized Life Insurers**

**Re: Draft Guideline – Use of Managing General Agents (MGAs)**

The Financial Institutions Commission (FICOM) is issuing for comment a draft guideline on the use of Managing General Agents (MGAs) by life insurers to distribute individual life products. This draft guideline outlines FICOM's expectations with respect to best practices for the MGA-Insurer relationship, and offers principles and standards by which insurers can align their risk management, screening, monitoring, and reporting practices.

This draft guideline incorporates recommendations from a November 2012 working paper on MGAs from the Canadian Council of Insurance Regulators.

FICOM is seeking feedback from insurers and other interested parties on this draft guideline; the consultation period for which is 45 days. FICOM will review all comments before it issues a final guideline and will communicate an appropriate transition period for implementation.

Comments should be sent to Harry James, Director, Policy Initiatives at [Insurance@ficombc.ca](mailto:Insurance@ficombc.ca) by July 26, 2013.

Yours truly,

Douglas B. McLean  
Deputy Superintendent of  
Financial Institutions

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- Superintendent of Financial Institutions
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  - Superintendent of Real Estate
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