

# Restricted Insurance Representative

**Application Guide** 

**July 2023** 

# **Summary**

- The Rule <u>INS-001 Insurance Intermediaries Licensing and Obligations</u> came into force on 1 February 2023.
- Businesses that intend to act as an incidental seller of insurance, by soliciting, negotiating, selling or arranging insurance on goods or services to their clients, must submit a completed application to the Commission for a Restricted Insurance Representative licence.
- Types of businesses that may apply for a Restricted Insurance Representative licence include:
  - an automobile dealership, a watercraft dealership, a recreational vehicle dealership, a farm implement dealership or a construction equipment dealership
  - a customs brokerage
  - o a deposit-taking institution
  - o a freight forwarding business
  - a funeral provider
  - a mortgage brokerage
  - a sales finance company
  - o a transportation company that provides transportation service for goods
  - a vehicle rental business
- These types of businesses should apply for the appropriate class or type of insurance based on the insurance product that will be offered to clients and is appropriate for their business, including:
  - o cargo insurance
  - o creditor's critical illness insurance
  - o creditor's disability insurance
  - o creditor's life insurance
  - o creditor's loss-of-employment insurance
  - creditor's vehicle inventory insurance
  - export credit insurance
  - funeral expense insurance
  - o guaranteed asset protection insurance
  - mortgage insurance
  - o rented vehicle accidental injury or death insurance
  - rented vehicle contents insurance
  - o rented vehicle liability insurance
  - replacement cost insurance
  - o travel insurance
- A Designated Representative for the business will need to create a profile in the Commission's <u>Portal</u> prior to submitting the Restricted Insurance Representative licence application. Please refer to the <u>Portal Basics User Guide</u> for information on how to create an account.

- The Designated Representative for a Restricted Insurance Representative must be:
  - o in the case of a corporation, a director, officer or management employee of the licensed firm or Restricted Insurance Representative;
  - o in the case of a partnership, a partner or a management employee designated by the partnership; or
  - o in the case of a sole proprietorship, the sole proprietor or a management employee designated by the sole proprietor.
- Before beginning the application, the Designated Representative should gather the following information:
  - o the applicant's legal name and any business name that is being used;
  - the particulars of the business activity conducted;
  - the applicant's sponsoring insurer;
  - o the address of the head office and any branches of the business;
  - the name of and information regarding the Designated Representative;
  - Evidence that the business maintains or is covered by errors and omissions insurance;
  - Trust account information;
  - The number of employees who will be authorized to transact on behalf of the applicant in New Brunswick;
  - The classes or types of insurance that the applicant wishes to transact under its licence;
     and
  - o Information on directors, officers, or partners of the firm.

To begin this process, you must have already <u>created a portal account</u>. If you require assistance creating a portal account, please refer to the <u>Portal Basics User Guide</u>. Please note that linking your portal account to prior licence information is not required if you are a first-time applicant.

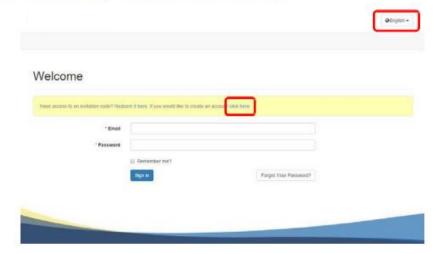
Before beginning the application process, please familiarize yourself with Rule INS-001 *Insurance Intermediaries Licensing and Obligations* and the requirements for each licence type. The application fee will not be refunded if you apply for the wrong licence type or if the insurer does not approve sponsorship.

# Create a portal account

#### The home page

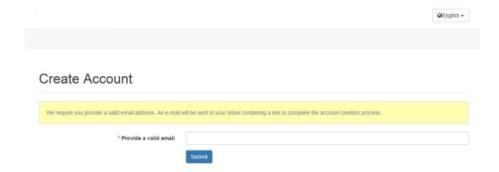
Navigating to <a href="https://portal.fcnb.ca">https://portal.fcnb.ca</a> will bring you to the home page. Here you can:

- · Change the language of the page by toggling the button in the upper right hand corner
- . Create an account, if you don't have one, by clicking the 'click here' link
- · Sign in to the system (once you have created an account)



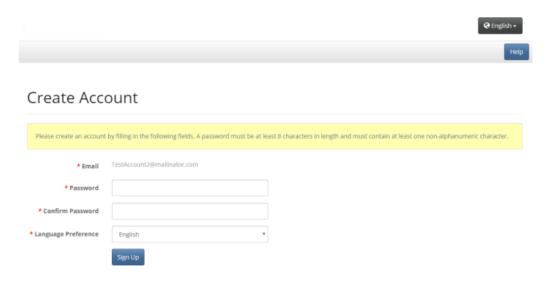
#### Create an account

Step 1: Submit a valid email address. This will be your username. Please ensure the email address you submit is used only by you and that it is checked regularly, as all notices from the system will be sent to this email address.

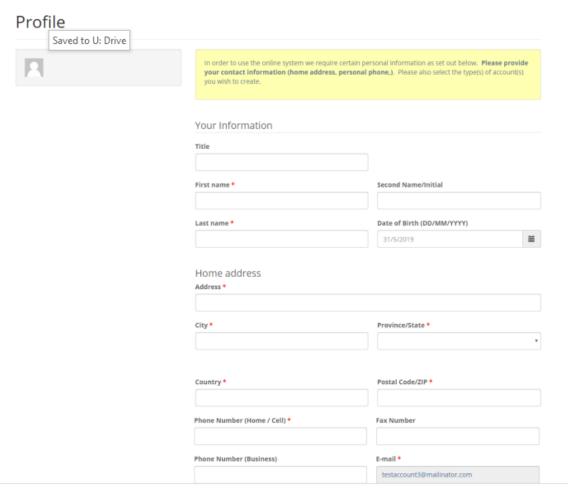


A confirmation link will be sent to you, which will then permit you to create an account.

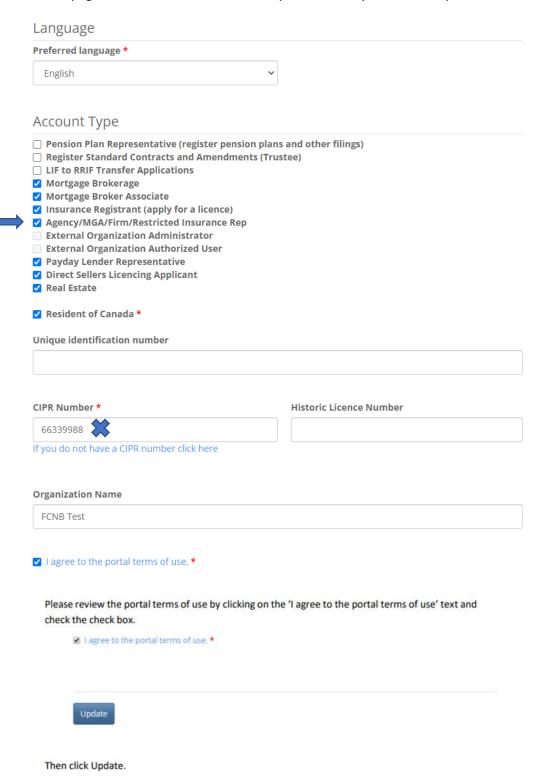
Step 2: Create your account. Select a password of at least 8 characters in length (containing at least 1 non-alphanumeric character) and select your language preference.



Step 3: Fill in the required fields to add detail to your account profile:



• You only need to select the Agency/MGA/Firm/Restricted Insurance Rep box on the profile page. As a Restricted Insurance Representative, you do not require a CIPR Number.

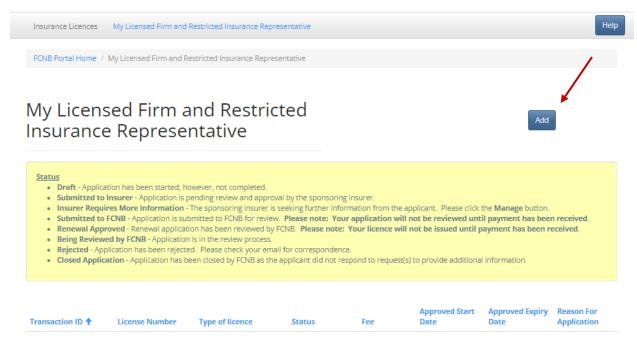


# Start an application

After logging in, select the 'My Licensed Firm and Restricted Insurance Representative" link in the top menu:



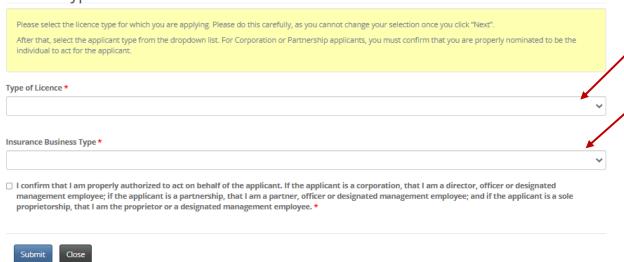
Select the Add button to start the application process.



There are no items to display.

Select the type of licence and insurance business type.

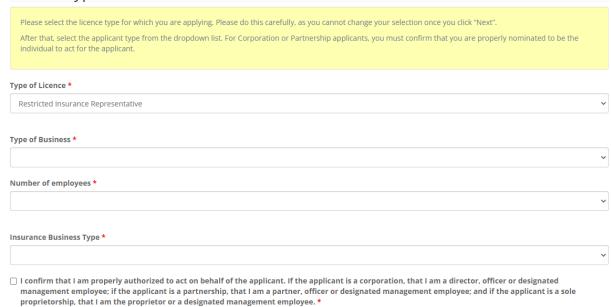
### Licence type



- Note, once you select Next, you will be unable to make changes to this selection, and the
  application fee will not be refunded if you apply for the wrong licence type or if the insurer does
  not approve sponsorship.
- If an error has been made, a new application must be started by going back to the *My Licensed Firm and Restricted Insurance Representative* page and selecting *Add*. If you have a draft application with an incorrect licence type selection and would like to have it deleted, please send an email request to <a href="mailto:support@fcnb.ca">support@fcnb.ca</a>.
- Your application will be automatically saved as a draft once you have completed the first screen
  and as you progress through the steps. You are free to leave the process anytime and return
  later to continue your application.

Once you have completed the application, you will be asked to pay a non-refundable application fee. Your application will not be processed until payment is received.

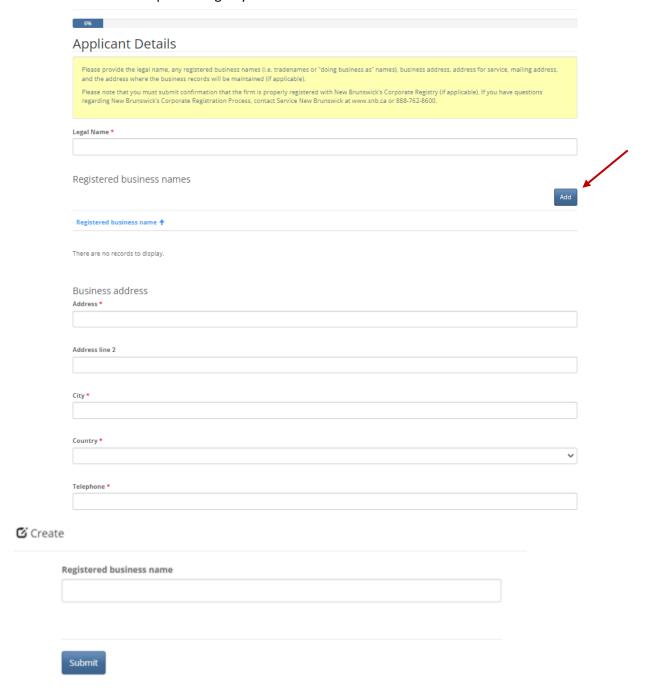
#### Licence type



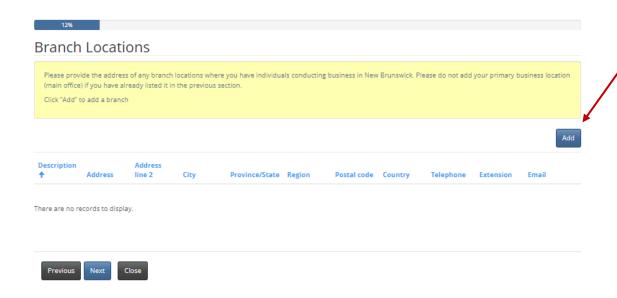
• Select Submit to proceed to the Applications Details page.

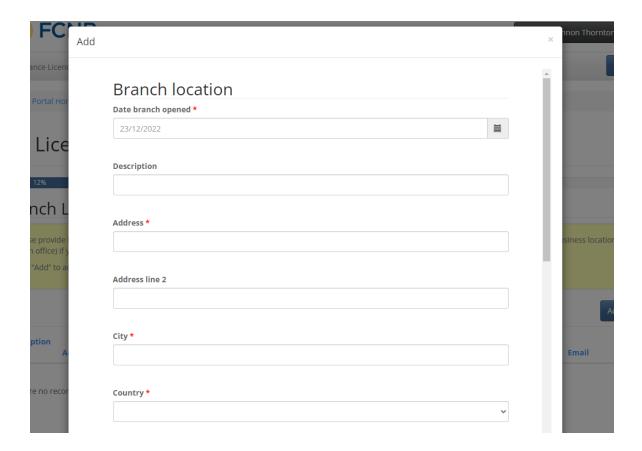
Continued on following page.

 Include the legal name, address information and add any business names registered with New Brunswick's Corporate Registry.



- Once all information has been entered, select *Next* to proceed to the *Branch Locations* page.
- If applicable, provide the address of any branch locations where you have individuals conducting business in New Brunswick. <u>DO NOT</u> enter your primary business location. Select *Add* to add the branch.

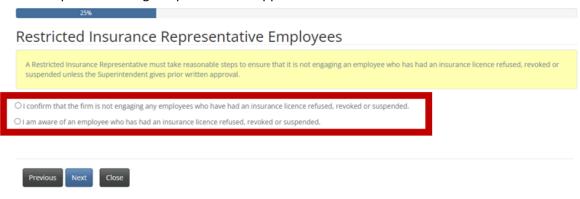




- Select Next to proceed to the Classes of Insurance page.
- Select the class(es) of insurance that will be offered under your Restricted Insurance Representative. Select all that apply.

Classes of Insurance Please select the class(es) type of insurance that will be offered under your Restricted Insurance Representative licence. □ Cargo insurance ☐ Creditor's critical illness insurance ☐ Creditor's disability insurance Creditor's life insurance ☐ Creditor's loss-of-employment insurance ☐ Creditor's vehicle inventory insurance Export credit insurance ☐ Funeral expense insurance ☐ Guaranteed asset protection insurance ■ Mortgage insurance Rented vehicle accidental injury or death insurance Rented vehicle contents insurance Rented vehicle liability insurance Replacement cost insurance ☐ Travel insurance

- Select Next to proceed to the Restricted Insurance Representative Employees page.
- A Restricted Insurance Representative must take reasonable steps to ensure that it is not engaging an employee who has had an insurance licence refused, revoked or suspended unless the Superintendent gives prior written approval.



If you are aware of an employee who has had an insurance licence refused, revoked or suspended. Please select that option and provide details in the text box.

◉ I am aware of an employee who has had an insurance licence refused, revoked or suspended.

Please provide details including the individual(s), type of licensing, applicable dates and an explanation of the circumstances. \*

- Select Next to proceed to the Partners, Directors and Officers page.
- Select *Add* to enter the names and information for any partners, directors and officers.

## Partners, Directors and Officers

Please provide the names of the partners, directors and key officers of the organization.

After adding all partners, directors and officers, please select "Download Disclosure Form(s)" to download a form for each individual listed. These forms must be completed and uploaded along with a criminal record check\* at a later step of this application process.

\*FCNB is not currently requesting a director, officer or partner disclosure form or a criminal record check from applicants who are regulated by the federal Office of the Superintendent of Financial Institutions (OSFI) or already licensed or registered with FCNB. However, we reserve the right to request this information.

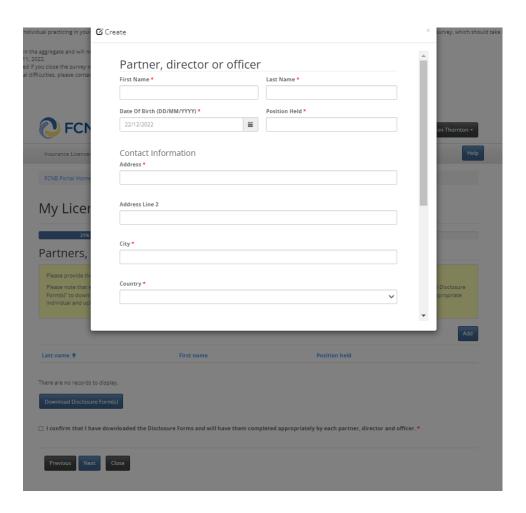


Last name ↑ First name Position held

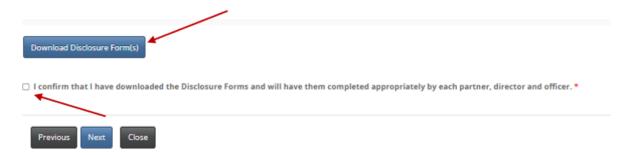
There are no records to display.

Download Disclosure Form(s)

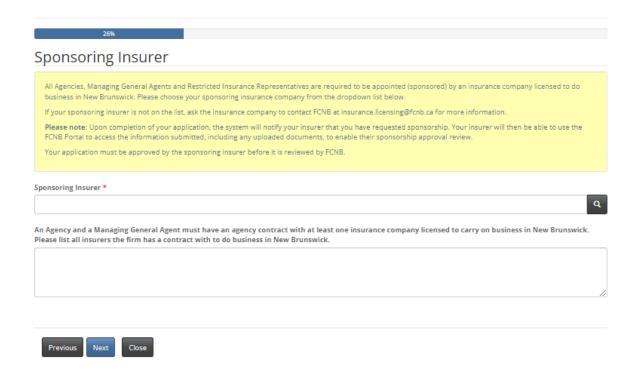
☐ I confirm our company is regulated by OSFI or currently licensed or registered with FCNB.



- Once the information has been added, you can download the disclosure forms to be completed by the appropriate partner, director or officer. The completed disclosure forms will need to be uploaded in the *Documents* section of the application process.
- Please note: The Commission is not currently requesting a director, officer or partner disclosure form or a
  criminal record check from applicants who are regulated by the federal Office of the
  Superintendent of Financial Institutions (OSFI) or already licensed or registered with the Commission.
  However, we reserve the right to request this information.
- Select Download Disclosure Form(s)



- Select *Next* to proceed to the *Sponsoring Insurer* page.
- Restricted Insurance Representatives are required to be sponsored by an insurance company licensed to do business in New Brunswick. Choose your sponsoring company from the dropdown list by selecting on the search icon.
- If your sponsoring insurer is not in the dropdown list, ask the insurance company to contact the Commission at insurance.licensing@fcnb.ca for more information.



• Select Next to proceed to the Trust Account Details page.

- If your firm receives money in trust for an insurer or insured, you must provide details of the trust account(s). Select *Add* to add a trust account.
- Note: Restricted Insurance Representatives from deposit-taking institutions or who are subject
  to the *Insurance Companies Act*, SC 1991, c. 47, are **not required to hold a trust account.** Please
  refer to Blanket Order INS-2023-01 for more information.

#### Trust account details

You must maintain a trust account if your Agency, Adjusting Firm, Managing General Agent or Restricted Insurance Representative business intends to receive or hold money in trust for an insurer or an insured. Please select the appropriate option to describe the handling of funds in your position.

Note: Restricted Insurance Representatives from deposit-taking institutions or who are subject to the *Insurance Companies Act*, SC 1991, c. 47, are **not required to hold a trust account**. Please refer to Blanket Order INS-2023-01 for more information.

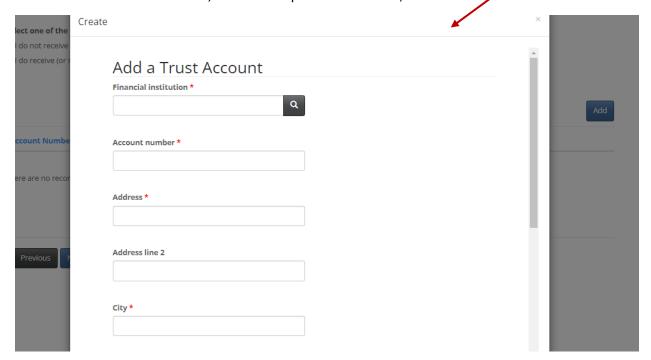
#### Select one of the following two options

- The firm does not receive or hold money in trust for an insurer or insured.
- O The firm receives money in trust for an insurer or insured.

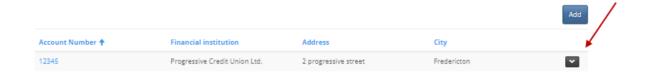
Please advise how money or other consideration is handled in your practice, without the use of a trust account.



If a trust account is used, enter the required information, and select Submit.



• To edit or delete a trust account entry from the list, select on the small dropdown arrow button for the appropriate entry and then choose *Edit* or *Delete*.



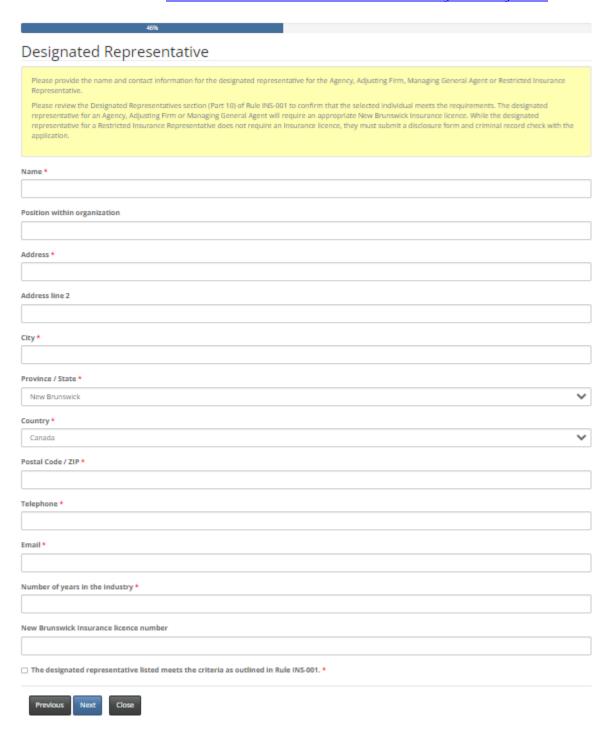
- Select Next to proceed to the Other Business Activity page.
- Describe any business, other than insurance, conducted by the firm.
- If no business, other than insurance, is conducted by the firm, simply check the box *No business activity is conducted other than insurance*.



• Select *Next* to proceed to the *Designated Representative* page.

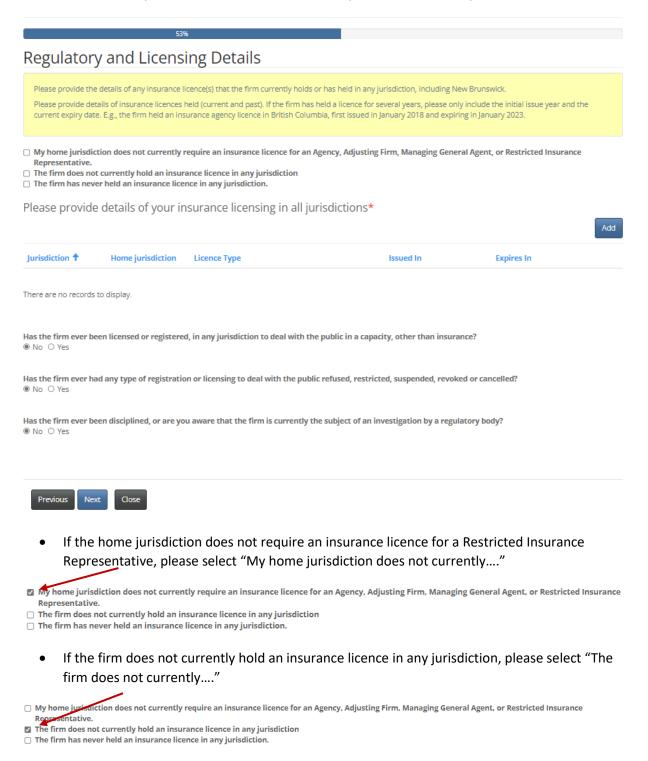
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• Fill in the required fields. Note that the Designated Representative listed must meet the criteria as outlined in the Rule INS-001 Insurance Intermediaries Licensing and Obligations.

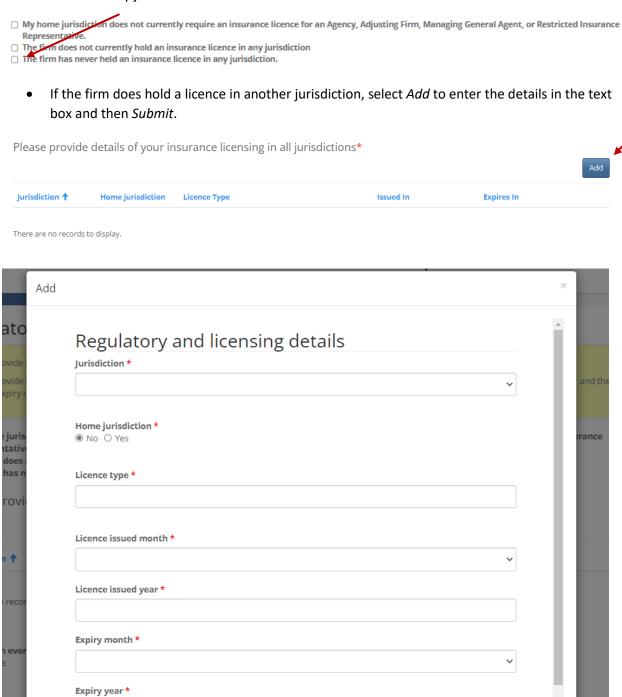


• Select Next to proceed to the Regulatory and Licensing Details page.

Provide details of any insurance licence(s) that the firm currently holds or has held in any
jurisdiction, including New Brunswick, starting with the INITIAL issue year with CURRENT expiry
date. Carefully follow the instructions and example identified in the yellow text box.

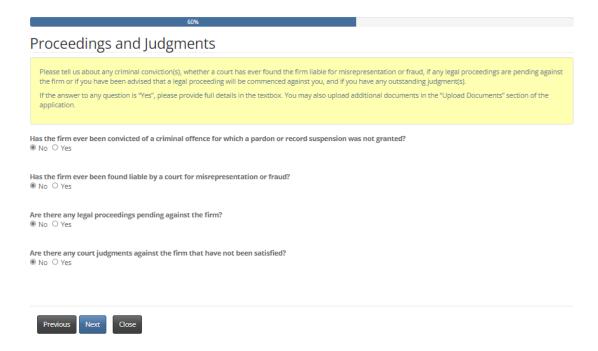


• If this is first time applying for a licence, please select "The firm has never held an insurance licence in any jurisdiction".

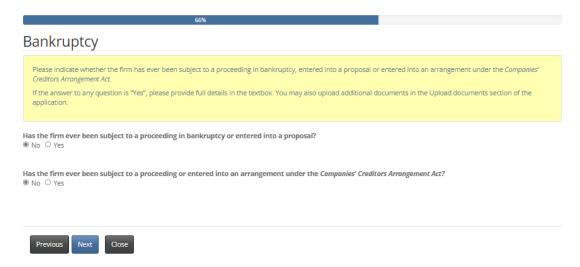


- Select *Next* to proceed to the *Proceedings and Judgments* will appear.
- In this section, tell us about:

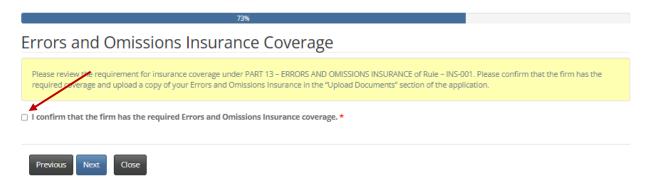
- any criminal conviction(s)
- o whether a court has ever found the firm liable for misrepresentation or fraud
- if any legal proceedings are pending against the firm or if you have been advised that a legal proceeding will be commenced against you
- if you have any outstanding judgment(s)
- If *Yes* is selected to any of the above, a text box will be prompted for the required additional details.



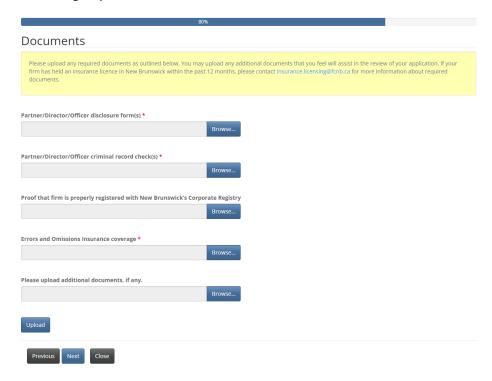
- Select *Next* to proceed to the *Bankruptcy* page.
- Indicate whether the firm has ever been subject to a proceeding in bankruptcy, or entered in a
  proposal or entered into an arrangement under the <u>Companies' Creditors Arrangement Act</u>. Any
  Yes answers will prompt a text box for additional details.



- Select Next to proceed to the Errors and Omissions Insurance Coverage page.
- Please review the requirement for insurance coverage under PART 13 ERRORS AND
   OMISSIONS INSURANCE of <u>Rule INS-001 Insurance Intermediaries Licensing and Obligations</u>. Per
   the instruction in the yellow text box, confirm that the firm has the required coverage.

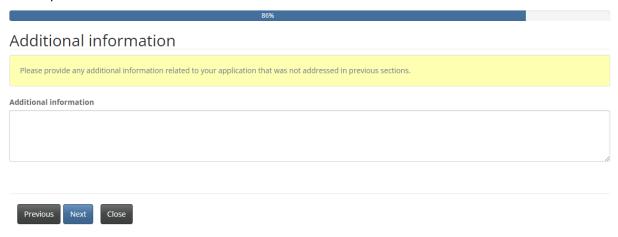


- A copy of Errors and Omission Insurance will need to be uploaded in the *Documents* section of the application process.
- Select *Next* to proceed to the *Documents* page.
- You are required to upload disclosure form(s) and criminal record check(s) for any partners, directors or officers of the firm. You are also required to upload proof of the required Errors and Omissions Insurance and proof that the firm is registered with New Brunswick's Corporate Registry.



Select Next to proceed to the Additional Information page.

 Provide any additional information related to the application that has not been addressed in the previous sections.



Select Next to proceed to the Validation and Confirmation page.

Validation and Confirmation

You may use the "Previous" button to navigate back through the application if you wish to review or edit any entries or uploads. Once you are satisfied that the application is complete, please validate and confirm your application by checking the box below.

I confirm that the information provided in this application is true and correct to the best of my knowledge and no material information has been omitted.
I authorize FCNB to share the information submitted in this application with my sponsoring insurer.
I understand that payment for this application must be received before it will be reviewed by FCNB.
I understand that submitting an application does not guarantee that a licence will be approved and issued.
I understand the firm is not authorized to conduct insurance business in New Brunswick until the licence is approved, at which point. I am responsible for downloading and printing a copy from the "My Licences" page of the FCNB Portal.

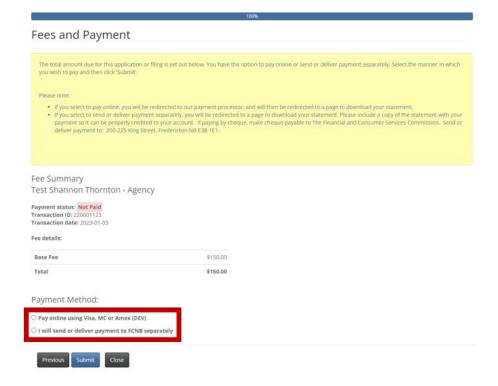
I confirm that the information provided in this application is true and correct to the best of my knowledge and no material information has been omitted. \*

Previous

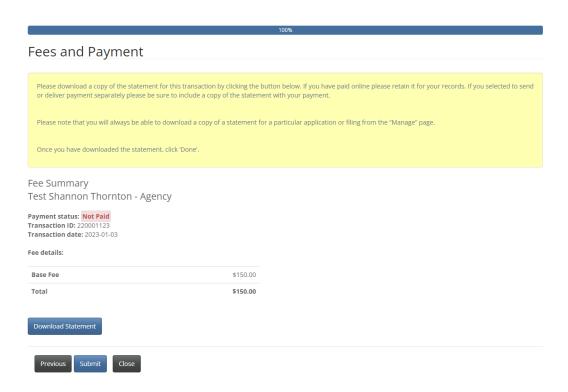
Next

Close

- Select Next to proceed to the Fees and Payment page.
- If you selected to pay online, you will be redirected to a Moneris page after which you will be returned to a Fees and Payment summary.
- If you selected to send payment later, you will be led to the Fees and Payment Summary page directly. You can send or deliver payment to the address on the Fee Summary or call our toll-free number 1-866-933-2222 and pay by credit card.



- Select *Submit* to proceed.
- You can download a fee summary for your records from this page. This download is required if
  you are paying separately as it should accompany your payment. You can also access this
  summary later, from the *Manage* button for the submitted application.



• Select *Submit* to complete the application process and proceed to the confirmation page.

FCNB Portal Home / My Licensed Firm and Restricted Insurance Representative / My Licensed Firm and Restricted Insurance Representative

# My Licensed Firm and Restricted Insurance Representative

Your application has been submitted successfully.

Continued on following page

# What happens after I submit my application?

You can monitor the status of your application on the *My Licensed Firm and Restricted Insurance Representative* page (refer to the status column).

Once your Restricted Insurance Representative application is submitted it will be reviewed by your sponsoring insurer. This review will result in one of the following outcomes:

- If your application was properly completed and raises no issues it will be approved by your sponsoring insurer, then moved to "Submitted to the Commission" status.
- If your application is incomplete or requires additional information, you will receive an email advising more information is required by your sponsoring insurer. You must then log back into the portal and add the additional information to your application and re-submit.
- If your application is complete, but you do not meet the requirements for sponsorship, you will receive an email advising that your application has been rejected by your sponsoring insurer.

Once your application is submitted to the Commission, it will be reviewed by Commission staff. This review will result in one of the following outcomes:

- If your application was properly completed and raises no issues you will receive an email advising that your application is approved. You can then download your new licence from the *Actions* page (accessed by selecting the *Manage* button).
- If your application is incomplete or requires additional information, you will receive an email advising more information is required. You must then log back into the portal and add the additional information to your application.
- If your application is complete, but you do not meet the requirements for licensing, you will receive a letter advising that the Superintendent of Insurance intends to reject your application. You have certain rights in this case, details of which will be provided to you in the letter.

Please do not call our office to check on the status of your application unless you believe there is an issue with the submission. Refer to the *My Licensed Firm and Restricted Insurance Representative* page of the Portal to verify your application's status.

For questions about this process, please email <a href="mailto:insurance.licensing@fcnb.ca">insurance.licensing@fcnb.ca</a>.