

HAIL ERRORS & OMISSIONS

The Hail Insurance Council of Saskatchewan is reminding Hail Agents and Agencies that they must ensure a valid policy of Errors & Omissions "E&O" is maintained in accordance with the Hail Insurance Council Bylaws.

The E&O bylaw reads as follows:

1. An agency or an agent sponsored by an insurer or managing general agent shall maintain and provide annually proof of a valid policy of errors and omissions insurance that meets the following requirements:
 - a. a minimum of \$250,000 coverage and a minimum aggregate limit of \$500,000;
 - b. be broad enough to cover all insurance products which the licensee is licensed to sell as defined by *The Saskatchewan Insurance Act*; and
 - c. be underwritten by an insurance company licensed to do business in Canada.

Licensees are reminded that a lapse in E & O may result in disciplinary action which may include a fine and/or investigative costs.

HAIL ANNUAL REPORTING FORMS

Hail Licensees are advised that annual reporting forms will be distributed the beginning of April 2012.

The annual reporting forms are being sent by email to the address the licensee has provided on

Ron Fullan, Executive Director
Penny Barlow, Licensing Officer
Cari Bast, Licensing Officer
Annette Graff, Manager of Licensing
Diane Lindsay, Licensing Officer/Education
Co-ordinator
April Stadnek, Director of Compliance
Cindy Swales, Licensing Officer/Exam
Coordinator
John Waugh, Compliance Officer

COUNCIL STAFF

their previous annual reporting form. All other forms are mailed to the licensee.

The annual reporting form will not be processed if:

1. A copy of the Errors & Omissions Insurance is not provided (hail insurance licensees);
2. If questions have not been answered;
3. If the Consent to the Collection, Use and Disclosure of Information; and, Declaration have not been signed and dated.

The licensee will receive a receipt for payment which is confirmation of renewal. Licensees and insurers are encouraged to utilize the licensee search to confirm the status of a licence. The website is updated daily to ensure current information is maintained.

HAIL INSURANCE AND HAIL ADJUSTER LICENSEES

Licensees are asked to contact the Council office in the event they will not be renewing their licence for 2012.

Licensees may send an email to info@skcouncil.sk.ca or call 306.347.0862.

SETTLEMENT OF LOSS UNDER A HAIL INSURANCE POLICY

The process of settling a loss under a hail insurance policy is based on the Statutory Conditions set out in Section 286(1) of *The Saskatchewan Insurance Act*. The Statutory Conditions are terms included in the insurance contract and are printed on the back of the insurance policy.

The adjustment process, appraisal process and umpire process are described in this document and can be obtained from the Council website at www.skcouncil.sk.ca/hail_brochure.htm.

This document may be distributed to insured's for their reference.

HAIL INSURANCE LICENSEES

The Saskatchewan Insurance Act "the Act" defines a salesperson/agent as a person who:

- (i) solicits, negotiates or effects for or on behalf of any insurer a contract of insurance;
- (ii) for compensation, acts in the solicitation or negotiation of insurance;
- (iii) transmits, for compensation, for a person other than himself, an application for or a policy of insurance to or from an insurer; or
- (iv) retains as compensation any portion of a premium received by him;

and includes a general agent but does not include an officer or salaried employee of an insurer;

If you are acting as a salesperson/agent as defined by the Act you will be required to comply with the Hail Insurance Council Bylaws by successfully completing the Hail Agent/Salesperson Qualification Examination.

In addition, once the exams are passed the individual must apply for and obtain a Hail Licence. Only after this has been completed, may the individual transact insurance.

DIRECTOR OF COMPLIANCE

The Insurance Councils of Saskatchewan is pleased to announce that April Stadnek has accepted the position of Director of Compliance effective October 1, 2011.

April joined Council as a Compliance Officer in December 2008. Prior to arriving at Council, April worked as an Investigator with the Financial Services Commission's Securities Division. April began her career with the Commission in June 1999 moving up the ranks from Enforcement Assistant, to investigator and Acting Deputy Director of Enforcement.

In 2007, April took a one year leave of absence from her investigator position to round out her resume working with Partners in Planning as a Compliance Officer/Branch Manager at their Head Office. This year in the field provided April with valuable insight into the day to day operations of financial advisors.

JOHN WAUGH RETIREMENT

John Waugh was hired by the Insurance Councils of Saskatchewan "Councils" in April of 1990, with the task of forming the new Compliance Department.

For the next twenty-one-plus years, John was the face of compliance to insurance licensees around the province. Compliance is a role that is obviously about the consumer first – protecting their interests in a complicated financial world.

While filling that role, John was able to balance that with a true understanding of the role of the licensee, and the challenges they face. Today, Council enjoys a reputation as a consumer first organization that is fair in its treatment of licensees – a reputation that speaks volumes about the work that John has done in his time with Council.

Effective September 30, 2011, John has retired from his position as Director of Compliance for the Insurance Councils of Saskatchewan. I am happy to announce that John will continue his association with Council on a consulting basis effective October 1, 2011.

DISCIPLINARY DECISIONS

The disciplinary decisions can be found on the main page of the website.

Any licensee who uses disciplinary decisions to discredit another licensee or any other person may be guilty of misconduct.