



# Life Insurance Council of Saskatchewan

## Life and Accident & Sickness Managing General Agent (MGA) Accident & Sickness Managing General Agent (MGA)

### Application and Transfer of Recommendation

If you have any questions about this application contact the Life Insurance Council of Saskatchewan (Council) or visit our website.

Council's regular business hours are Monday to Friday, 8:00 a.m. to 4:30 p.m.

#### **Errors & Omissions Insurance (E&O)** pursuant to clause 5-10(1)(d) of *The Insurance Regulations*.

Every business that applies for or holds a managing general agent's licence shall maintain and provide annually:

- Proof of a valid policy of errors and omissions insurance that:
  - provides a minimum of \$1,000,000 coverage with respect to any one occurrence and a minimum aggregate limit of \$2,000,000 with respect to all occurrences within a year;
  - covers the insurance activities of the licensee; and
  - is underwritten by an insurance company licensed to do business in Canada.

#### **Application Fee**

The application fee for obtaining a licence is \$100 and transfer of recommendation is \$25 (please note the licensing fee is subject to change). Please refer to the last page of this application form to locate the payment options available.

If you are using a corporation, partnership, or name other than your personal name, (on business cards, letterhead or any advertising) that corporation, partnership or business name must be licensed with Council.

#### **Submitting Applications**

All licence applications must be reviewed and signed by the recommending licensed insurer prior to forwarding to Council at:

Licensing Department  
Insurance Councils of Saskatchewan  
310, 2631 - 28<sup>th</sup> Avenue  
Regina SK S4S 6X3

Tel: 306.347.0862  
Fax: 306.347.0525

Corporate Registry  
Information Services Corporation (ISC)  
1301, 1<sup>st</sup> Avenue  
Regina SK S4R 8H2

Tel: 866.275.4721  
E-Mail: [corporateregistry@isc.ca](mailto:corporateregistry@isc.ca)

[www.skcouncil.sk.ca](http://www.skcouncil.sk.ca)



# Life Insurance Council of Saskatchewan

- Life Accident & Sickness MGA
- Accident & Sickness MGA
  - Application - \$100
  - Transfer of Recommendation - \$25

<b>For ICS use only</b>	Received Date
Licence No.	
Date Issued	
Date Processed	

## Part A: Identification Information

**Provide legal name** in which the MGA will carry on business and in which the licence is to be issued:

List all business trade names that will be used.

Is the MGA: (Please check the box that applies to the applicant)

- a corporation
- a partnership
- registered under *The Business Names Registration Act*

A copy of the Saskatchewan Certificate of Registration must accompany this application if the applicant for licence is a corporation, partnership or is registered under *The Business Names Registration Act*.

Give full particulars below of the individual owners, principal shareholders, officers or directors.

FULL NAME/POSITION HELD WITH FIRM

RESIDENT CITY

DATE OF BIRTH



<b>Head Office Location Address</b>			
Number, Street, Suite # and/or Box #			
City/Town	Province/State	Postal/Zip Code	
(      )	-	ext	(      ) -
Business Telephone		Business Fax	
Business E-mail			
<b>Address mail will be sent to</b> (complete only if different than location address)			
Number, Street, Suite # and/or Box #			
City/Town	Province/State	Postal/Zip Code	
<b>Give full particulars below of the individual who will, pursuant to section 5-20 of <i>The Insurance Act (Act)</i> and section 5-6 of <i>The Insurance Regulations (regulations)</i>, be the Designated Representative.</b>			
Name of Designated Representative			
Business Address	Province/State	Postal/Zip Code	
		(      )	-
Business E-mail		Telephone	
<b>Part B: Non-Resident Applicants</b>			
1. Saskatchewan address for service as required by subsection 10-1(3) of the regulations.			
SK			
Street Address (Box #'s not accepted)	City/Town	Province	Postal Code
2. a) A non-resident applicant whose home jurisdiction has a web based licensee search is not required to provide a Certificate of Authority/Non-Resident Endorsement. Council will verify the licence status online.			
b) A non-resident applicant whose home jurisdiction does not have a web based license search is required to provide an original Certificate of Authority/Non-Resident Endorsement with this application.			





## Part E: Background

The following are questions relevant to the Act regarding trustworthiness and suitability to be licensed.

Please read these questions carefully to ensure all responses are accurate. Inaccurate answers may be considered a material misstatement.

**For any questions where disclosure is required, please provide complete details on a separate sheet of paper and attach to the application form.**

1. Has the MGA or any principal shareholder, officer or director, or designated representative of the MGA ever held an insurance or adjusting licence in Saskatchewan, or anywhere in Canada or in the world?

Nothing to Disclose     Disclosure attached

*If yes, please provide information about licence year, licence class and jurisdiction.*

5. Has the MGA or any principal shareholder, officer or director, or designated representative of the MGA ever been the subject of receivership and/or bankruptcy proceedings including consumer proposals?

Nothing to Disclose     Disclosure attached

*If yes, please provide an explanation of the circumstances and a complete copy of the documents involved.*

2. Has the MGA or any principal shareholder, officer or director, or designated representative of the MGA ever had any licence or registration as an insurance agent, adjuster or for selling any other financial products, suspended or revoked for cause, in Canada or anywhere in the world?

Nothing to Disclose     Disclosure attached

6. Has the MGA or any principal shareholder, officer or director, or designated representative of the MGA ever been the subject of any complaint, investigation, sanction or disciplinary action, including but not limited to a letter of warning, caution, fine, etc., by any financial services regulator, federal regulator (e.g., FINTRAC, CRA, CRTC, Privacy Commissioner, etc.) insurer or any financial services company with which you hold/held a contract, in Canada or anywhere in the world?

Nothing to Disclose     Disclosure attached

3. Has the MGA or any principal shareholder, officer or director, or designated representative of the MGA ever been refused an insurance or adjusting licence, or other licence or registration for selling financial products or adjusting claims in Canada or anywhere in the world?

Nothing to Disclose     Disclosure attached

7. Has the MGA or any principal shareholder, officer or director, or designated representative of the MGA ever been investigated, charged or convicted of any criminal or quasi-criminal offence, in Canada or anywhere in the world?

Nothing to Disclose     Disclosure attached

4. Does the MGA or any principal shareholder, officer or director, or designated representative of the MGA currently or plan to engage in any business or occupation other than the insurance or adjusting business?

Nothing to Disclose     Disclosure attached

*Please provide the name of the business, occupation details, supervisory responsibilities and date of employment.*

*This would include any business that requires a licence or registration or is corporately registered.*

8. Has the MGA or any principal shareholder, officer or director, or designated representative of the MGA ever been the subject of any type of legal action, including but not limited to class action lawsuits or civil actions respecting the business of insurance including adjusting, or any other financial service in Canada or anywhere in the world?

Nothing to Disclose     Disclosure attached



### Part F: Disclosure of Insurer(s) Represented

Please disclose all insurer(s) that the MGA has a contract with that authorizes the MGA to administer the insurance products of the insurer.

The contract(s) between the MGA and insurer(s) must be attached for review and acceptance.

Full Legal Name of Insurer(s)	Address	Contact Info

### Part G: Consent to the Collection, Use and Disclosure of Information

By applying for an MGA licence, I, the applicant, understand personal information about any principal shareholder, officer or director or designated representative may be collected from the applicant or from other sources such as the recommender of the licence, financial service regulators, law enforcement agencies, credit bureaus, insurance companies or other organizations in the financial services sector. I, therefore, consent to the collection and use of this information for the purpose of determining suitability for licensing.

I, the applicant, further understand and consent to the disclosure of information to the recommender of the licence, financial service regulators, law enforcement agencies, credit bureaus, insurance companies or other organizations in the financial services sector, for the purpose of determining suitability for licensing.

\_\_\_\_\_  
Signature of Designated Representative OR  
Authorized Official of Designated Representative

\_\_\_\_\_  
Date Signed

\_\_\_\_\_  
Print name of Designated Representative OR  
Authorized Official of Designated Representative



### Part H: Declaration

The making of a false statement on this application constitutes a material misstatement and may result in the refusal of this application and the subsequent suspension or cancellation of any licence issued. This application is required to be signed by the Designated Representative/Authorized Official named herein.

I, \_\_\_\_\_, solemnly declare that all statements and answers in the foregoing application including attachments are true and correct, and I make this solemn declaration conscientiously believing it to be true, and knowing that it is of the same force and effect as if made under oath.

**X**

\_\_\_\_\_  
Signature of Designated Representative OR  
Authorized Official of Designated Representative

**X**

\_\_\_\_\_  
Date Signed

### Part I: Recommender Declaration

To be completed by the licensed insurer that is recommending the MGA.

Applicant Name \_\_\_\_\_

**Please Print** \_\_\_\_\_ is hereby recommended to act as an MGA of the undersigned recommender.

The recommender is licensed to undertake the class of insurance the applicant has applied for and have entered into an MGA contract with the applicant and recommend that the applicant be granted an MGA licence.

The recommender certifies that the qualifications and business record of the applicant have been investigated and that the applicant is suitable to receive a licence.

To the best of our knowledge, information and belief, all statements and answers contained in the foregoing application are true and correct, and that the Designated Representative OR Authorized Official of the Designated Representative has completed this application.

**IT IS UNDERSTOOD THAT IF THE APPLICANT NAMED HEREIN IS TERMINATED BY US, WRITTEN NOTICE, INCLUDING THE REASONS FOR TERMINATION, WILL BE GIVEN TO THE LIFE INSURANCE COUNCIL OF SASKATCHEWAN, IMMEDIATELY.**

**Print Legal Name of Recommender**

**Authorized Officer/ Delegate**

Signature

Date Signed

*Print Name*

(       )

-

(       )

-

Telephone

Fax

E-mail Address

**THE ABOVE APPLICANT WILL NOT ACT AS AN MGA UNTIL THE LICENCE IS ISSUED**

**NOTE: A Designated Representative Application must accompany this application form. The same insurer must recommend the MGA and designated representative of the MGA.**



### Attachments to the application form

Part A - copy of the Saskatchewan Certificate of Registration for the corporation, partnership, business name or trade name

Part B, C, E, F – necessary documentation

Payment of licence fee

### Payment information (Please choose a payment option below)

- Cheque or money order enclosed for full amount    Make cheque or money order payable to the:  
**Insurance Councils of Saskatchewan**  
An NSF charge of \$25 will apply for returned cheques.
- Charge credit card for the full amount
- VISA
- MasterCard
- \_\_\_\_\_ - - -  
Card Number  
\_\_\_\_\_  
/\_\_\_\_\_  
Expiry Date (MM/YY)
- \_\_\_\_\_  
Signature
- \_\_\_\_\_  
Print name of applicant

Licensing Department  
Insurance Councils of Saskatchewan  
310, 2631 - 28<sup>th</sup> Avenue  
Regina SK S4S 6X3

Tel: 306.347.0862  
Fax: 306.347.0525  
[www.skcouncil.sk.ca](http://www.skcouncil.sk.ca)





## **The Insurance Act**

**“managing general agent”** means an insurance agent that manages all or part of the business of an insurer and carries out specific activities on behalf of that insurer, including:

- (a) soliciting, negotiating or accepting applications for insurance from licensed insurance agents;
- (b) effecting and countersigning contracts of insurance;
- (c) accepting risks;
- (d) underwriting insurance contracts;
- (e) entering into written agency agreements with licensed insurance agents;
- (f) supervising and monitoring the activity of licensed insurance agents with whom it has entered into written agency agreements; and
- (g) undertaking any other prescribed duties or activities;

**“insurance agent”** means, subject to subsection (2), any person who for any compensation and through any medium does one or more of the following:

- (a) acts or aids in any manner in soliciting, negotiating, effecting or procuring the making of any contract of insurance or reinsurance or the continuance or renewal of a contract of insurance or reinsurance on behalf of an insurer, potential insured or insured, whether or not the person has agreements with insurers allowing the person to bind coverage and countersign insurance documents on behalf of insurers;
- (b) holds himself, herself or itself out as an insurance agent, broker or consultant;
- (c) provides consulting, advisory or administrative services with respect to the insurance or contracts of insurance that are described in section 1-14 or 1-15;
- (d) provides advice to a person with respect to a specific insurance policy, plan or program;
- (e) evaluates or manages insurance risks on behalf of an insured;
- (f) **Not yet Proclaimed.**
- (g) transmits for another person an application for or a policy of insurance to or from an insurer;
- (h) retains as compensation any portion of a premium received by the person;
- (i) enrolls individuals in prescribed contracts of insurance;
- (j) engages in any other prescribed activity;