

Course Title: Applying legal and legislative concepts pertaining to the group insurance of persons and to the activity of a representative in the sector of group insurance

Competency: 02-103

Instructor: Kaddis R. Sidaros, CLU, Fin. Pl.

Overview

Throughout this course, students will gain a basic understanding of the legal framework governing the Group Insurance/Annuity industry in Quebec. They will also understand the legal concepts affecting both their practice and the products they will be selling.

Reference Material

Legal Concepts and Legislation pertaining to Group Insurance of Persons and Annuity Plans
Autorité des marchés financiers
Second Edition: 2007

Material to Prepare

Prior to Class 1 (August 15th): Chapters 1 and 2
Prior to Class 2 (August 22nd): Chapters 3 and 4
Prior to Class 3 (August 29th): Chapter 5

* Thoroughly preparing and understanding the material at hand prior to each class is an important determinant in the successful completion of this course. Each class will serve as a discussion forum and provide concrete applications of the material. Your lack of preparation might affect your ability to participate in class discussions.

Evaluation Method

Participation	10%
Mid-Term Exam (August 22 nd)	45%
Final Exam (August 29 th)	45%

Course Content

Class 1: The legal framework

1. The sources of law in Group Insurance of Persons
 - o Canadian sources of law
 - o Quebec sources of law
2. General concepts affecting Group Insurance and Group Annuity
3. The Group Insurance and Group Annuity contract
4. Basic rules applying to contracts
5. Beneficiary designations

Class 2: Legal concepts specific to Group Insurance and Group Annuity plans

1. Legal concepts specific to Group Insurance
 - o Types of Group Insurance
 - o Setting up the parameters of a Group Insurance contract
 - o Implementation of a Group Insurance contract
 - o The Group Insurance contract
 - o The duration of a group insurance contract
 - o Group Insurance Claims
2. Legal concepts specific to Group Annuities
 - o The Group Annuities contract
 - o Retirement plans
 - o Other types of retirement vehicles
3. Midterm exam covering chapters 1, 2 and 3

Class 3: Rules affecting the activities of Advisors in Group Insurance of Persons

1. Organizations offering consumer protection
2. Advisor obligations
3. Professional ethics
4. Roles and responsibilities of Advisors
5. Final exam covering chapters 4 and 5