

## Survey: Implementation of the EU directive on insurance mediation

### Overview of the returned questionnaires and comments

Country	Filled out questionnaire	Comments
Austria	Yes (Salina Wong) → see comments	<ul style="list-style-type: none"> <li>- Zum Fragebogen selbst möchte ich anmerken, dass manche Fragen von uns absichtlich mit YES AND NO beantwortet wurden, da dies in Österreich nicht so klar zu unterscheiden war.</li> <li>- Bitte besonders die comments/general remarks nach den jeweiligen Gruppen beachten.</li> <li>- Zu Punkt 5 des Fragebogens möchte ich weiters anmerken, dass das Curriculum sowohl vom gebundenen Versicherungsvermittler als auch von den angestellten Versicherungsmitarbeiter nicht alle Geschäftsbereiche abdeckt. Die Abdeckung ist abhängig von den jeweiligen Unternehmen, für das sie tätig sind (z.B. ein Unternehmen behandelt nur Personenversicherung- das Curriculum des Angestellten muß daher nur Personenversicherung abdecken). Aus diesem Grunde habe ich hier nichts angekreuzt.</li> </ul>
Belgium	Yes (Willy de Weerd) → see comments	<p>J'ai essayé de répondre à votre questionnaire. Malheureusement je ne peux pas transcrire exactement la situation de la Belgique en répondant à ces questions. La situation de la Belgique est encore peu changée comparée avec ce qui se trouve actuellement sur le website de la conférence.</p> <p>Pour couper court: La CBFA (autorité de contrôle pour les banques et assurances <a href="http://www.cbfa.be">www.cbfa.be</a> ) prévoit deux sortes de formation:</p> <ul style="list-style-type: none"> <li>- Formation de base: pour les personnes en contact avec le public 167 heures</li> <li>- Formation approfondie: pour les personnes responsable pour la distribution 517 heures</li> </ul> <p>Dispensées par les instituts qui sont agréées pour le faire.</p> <p>La transposition de la directive Européenne dans la législation belge (loi du 15 mars 2006) n'a pas changé quoi que ce soit sur le plan de la formation, sauf pour un ajout sur l'anti-blanchiment de l'argent.</p> <p>Je comprends un peu la réaction de Sandy en vue de ce questionnaire dans le sens qu'il est presque impossible d'inclure la situation de tous les membres à notre conférence dans un seul canvas. D'un autre coté j'applaudis vos efforts pour aller de nouveau « back to basics » - chapeau !</p> <p>En annexe tu trouveras le questionnaire rempli dans la mesure du possible.</p>
Czech Republic	Yes (Václav Kodis)	
Denmark	Yes (Rolf Harslof) → see comments	<p>It is practically impossible to answer the questionnaire. You ask the questions in a way it is hard to answer seen from a Danish context. One example: On the last page you ask which subjects are taught. We do not teach - we let the students learn competences and at the end of the day they will have had to deal with all topics mentioned and some more (specialised in life or non life) - not for the sake of the topics but to be able to solve the problems related to the competences.</p>

		<p>As you can see we have only mandatory education for brokers (life or non life). Reinsurance brokers need the broker education and some practice. The extend of the broker education is equivalent to 60 ECTS - but it is not really a relevant way to measure. The tied agents (in Denmark mostly bankers) need to possess certain competencies. How they get them is not regulated, but the insurance companies have to secure, that they possess these competencies and keep a register of these persons.</p> <p>Then we have a voluntary agreement among the Danish Insurance companies that all employed agents are educated and have passed an exam or more with us within the first 4 years of employment). We have 7 different educations leading to 7 different competencies. For that reason I can set x's in practically all the boxes in the Table "Classes of business and topics" on page 22 - you can specialise to a very large extend.</p>
Finland	Yes (Hannele Ikonen)	
France	Partially (Sabine Bonin)	
Germany	Yes (Thomas Krämer)	
Greece	No (Marios Raphael)	As it was not possible to fill out the questionnaire as it is structured please find our comments and information on the topics treated by your questionnaire in a pdf document.
Italy	Yes (Roberta Pittaluga)	This is the questionnaire completed only in the parts compatible with our market.
Malta	Yes (Andre Farrugia)	
Russia	Partially	
Sweden	Yes (Klas Ottosson)	
Switzerland	Yes (Nadia Zürcher)	
UK	No (Sandy Scott)	<ol style="list-style-type: none"> <li>1. The Insurance Mediation Directive was fully implemented in the UK in Jan 2005. It was implemented more stringently than in many other EU member states, for example, France and Italy.</li> <li>2. It may well be amended as a result of MiFID, the Markets in Financial Instruments Directive.</li> <li>3. There are no requirements for compulsory training or examinations for Life and Non life Insurers or Insurance Brokers. Agent distribution is not a feature of the UK market in any significant way, unlike other member states. Those involved in Investment Advice and Mortgage Intermediation are required to take compulsory qualifications.</li> <li>4. The Chartered Insurance Institute has been, and remains, completely OPPOSED to the notion of any compulsion via regulation on training and competence, including qualifications.</li> </ol>