

Draft Regulation

Act respecting the distribution of financial products and services
(CQLR, c. D-9.2, s. 200, pars. (1), (5) and (9), s. 203, par. (3), and s. 216)

Regulatory consultation on the draft Regulation to amend the Regulation respecting the issuance and renewal of representatives' certificates

Notice is hereby given by the Autorité des marchés financiers (**AMF**) that, in accordance with sections 194 and 217 of the *Act respecting the distribution of financial products and services*, CQLR, c. D-9.2 (**Distribution Act**), the following Draft Regulation, the text of which is published hereunder, may be made by the AMF and subsequently submitted to the Québec Minister of Finance for approval, with or without amendment, after 30 days have elapsed since its publication in the Bulletin of the AMF:

- *Regulation to amend the Regulation respecting the issuance and renewal of representatives' certificates*

The Draft Regulation is also available on the homepage of the AMF website, in the "[Public Consultations](#)" section. Moreover, for ease of reading, the AMF offers an administrative version of the complete text of the regulation, including the proposed amendments.

Purpose of the Draft Regulation

- Issuance of a certificate to a Canadian candidate – Certificate-to-certificate

Section 53 of the Regulation respecting the issuance and renewal of representatives' certificates (**Regulation**) is amended pursuant to the *Act to facilitate the trade of goods and the mobility of labour from the other provinces and the territories of Canada*, CQLR, c. C-30.1 (**Bill 112**).

Bill 112 recognizes the principle of "certificate-to-certificate" recognition, whereby any certified worker who holds a certificate to practise a trade or profession from a regulatory authority of another province or territory of Canada may obtain equivalent certification recognition in Québec without any material additional requirements.

This principle applies only to equivalent certificates, which will be listed in a system of reference established by the AMF and published on its website. For example, a certificate from another province or territory to which a supervision condition is attached is not, and will not be considered, equivalent to a Québec certificate.

Under Bill 112, it is permissible to require applicants to be able to demonstrate that they have acquired the specific knowledge required to pursue activities as a representative in Québec. The requirement to pass one or more examinations relating to Québec-specific legislation (e.g. civil law, automobile insurance) has been maintained for this purpose. However, the holder of an equivalent certificate issued in another province or territory will be exempt from completing a probationary period.

Under the Life Licence Qualification Program, candidates will be required to take the training in insurance of persons and group insurance of persons that covers specific aspects of Québec legislation, which is also available in their home provinces. For the other sectors, they will be able to prepare for a similar examination using an AMF manual or, if they wish, by registering with a training provider for a preparatory training activity.

The rules applicable to Québec candidates for rewriting failed exams will also apply to candidates from other provinces or territories.

Sections 53.1 and 53.2 duplicate the provisions of the existing section 53 but with the necessary adjustments.

An individual acting as a claims adjuster on behalf of an insurer in another province or territory of Canada may apply to the AMF for a claims adjuster's certificate on the conditions set out in the Regulation.

- **Minimum qualifications in damage insurance and claims adjustment**

Section 16 of the Regulation is amended to provide an additional pathway to career entry in damage insurance and claims adjustment. As this change is also being made in a context of labour mobility, the possibility of completing training offered by a provider recognized by the AMF and with which the AMF has entered into an agreement to meet the minimum qualifications requirement has been added.

Corrections and adjustments

Some adjustments have been made. In particular, a reference to the Regulation respecting the eligibility of a claim submitted to the Fonds d'indemnisation des services financiers and the contribution payable has been added.

Additional information

The proposed amendments to section 53 reflect the desire of the government demonstrated in Bill 112. The AMF will ensure that the measures taken to simplify the certification process for Canadian candidates does not compromise consumer protection in Québec.

In addition, the AMF is continuing its work with its Canadian counterparts to improve harmonization and further facilitate labour mobility.

Comments

Comments regarding this Draft Regulation may be made in writing before the 30-day period for this publication elapses on **July 6, 2026**, to the following:

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Unless otherwise noted, comments will be posted on the AMF's website at www.lautorite.qc.ca. Please do not include personal information directly in comments to be published. It is important that you state on whose behalf you are making the comments.

Further information

Further information is available from:

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