



PANEL DISCUSSION:
**“Seizing the Day: Securing Sound Market-Motivating
Regulatory Structures for Insurance”**
October 13, 2009
Ronald Reagan Building and International Trade Center
Washington, DC

Participants:

Moderator: George Nichols, Senior Vice President, New York Life

-Dr. Terri Vaughan, CEO, National Association of Insurance Commissioners

-Tiff Macklem, Associate Deputy Minister of Finance, Canada

-Jorge Claude, General Manager, Association of Chilean Insurers

*-John Cooke, Chairman of Liberalization of Trade in Services Committee, International
Financial Services London*

Rapporteur: Rick Rossow, Corporate Vice President, New York Life

Two main themes, liberalization and international regulation, emerged from the panel discussion.

Liberalization:

- The global economic crisis is not a reason for countries to close their markets, or delay planned liberalizing reforms.
- The case for liberalization, however, may no longer be self-evident, post-crisis. We need to look for new arguments to make the case for liberalizing markets.
- Requests for emerging-market liberalization should be reviewed post-crisis to make sure the requests of mature markets still make sense.
- Insurers need to be prepared to highlight how their industry differs from banking and other financial sectors.

International Regulation

- Coordination is fundamental to regulatory oversight across borders.
- Regulatory cooperation involves a high degree of trust to share critical information, both in reviewing model regulations and assessing troubled multinational companies.
- There is no need for an international super-regulator.
- The Financial Stability Board is already playing a key role by providing an alternative model to nations that might otherwise seek to adopt stifling regulations at home to protect their

markets.

- The tools being developed by the International Association of Insurance Supervisors are useful models, and we encourage nations to be active participants in the work of the IAIS.
- Regulations must contain flexibility to account for different levels of market maturity; not so stringent as to cut growth prospects in emerging markets or stifle innovation in mature markets.