



firm profile

McMillan is a modern and ambitious business law firm serving public, private and not-for-profit clients across key industries in Canada, the United States and internationally. With recognized expertise and acknowledged leadership in major business sectors, we provide solutions-oriented legal advice through our offices in Vancouver, Calgary, Toronto, Ottawa, Montréal and Hong Kong. Our firm values – respect, teamwork, commitment, client service and professional excellence – are at the heart of McMillan's commitment to serve our clients, our local communities and the legal profession. For more information, please visit our website at www.mcmillan.ca.

contacts

Darcy Ammerman
613.691.6131

Christopher J. Garrah
416.307.4211

insurance

overview

Today's insurers, reinsurers and insurance intermediaries require creative strategies, practical experience and keen sector insight to generate growth and deliver on customer expectations, all while complying with evolving domestic and global regulatory reforms. Providers and marketers of insurance are facing increased competition and, at the same time, a higher burden of compliance than ever before. The industry – and those who depend upon it – requires access to legal advice from experienced and knowledgeable counsel.

McMillan's Banking, Finance and Insurance Industry Group has a broad depth of experience working with a wide range of insurance sector organizations. We understand developments in the sector, from the regulatory environment through to the risks and opportunities that operating in this complex sector brings.

Our lawyers have represented some of the world's largest and most sophisticated insurers, brokers and other industry participants, including adjusters, on all manner of business transactions, regulatory and compliance matters.

McMillan professionals help clients lead by:

- Executing mergers and acquisitions and corporate reorganizations
- Obtaining regulatory approvals for share and portfolio acquisitions and divestitures, amalgamations, related-party and other business transactions (including Competition Bureau approvals)
- Advising on incorporation and Canada-wide licensing of insurers, agents, brokers and adjusters as well as termination of insurance businesses in Canada
- Advising on corporate governance and compliance matters and creating board and committee charter documents and company policies and procedures
- Negotiating and implementing outsourcing arrangements
- Reinsurance agreements
- Resolving market conduct issues arising under provincial statutes, including by representing insurers, agents, brokers and others before regulatory tribunals and—where necessary—the courts
- Advising insurers, agents and brokers on the day-to-day business of marketing and selling insurance products and on operational matters such as drafting and amending policies, privacy and ecommerce, drafting and reviewing innovative marketing initiatives and dealing with related regulatory challenges

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