

Meeting Between TLB and PLA (HK) Ltd

Date: 23rd June, 2015

Time: 11:00am

Place: 1705 Sino Plaza, Causeway Bay



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TLB's Concerns

- **Non-traditional Distribution Model “general agent” come under closer secretary**
- **Expansion of liability of insurers for acts of agents**
- **require agent to act in the “best interest” of Policyholders**

General Agent v. Master Broker Broker Management Company

- **A matter of names?**
- **A matter of facts?**

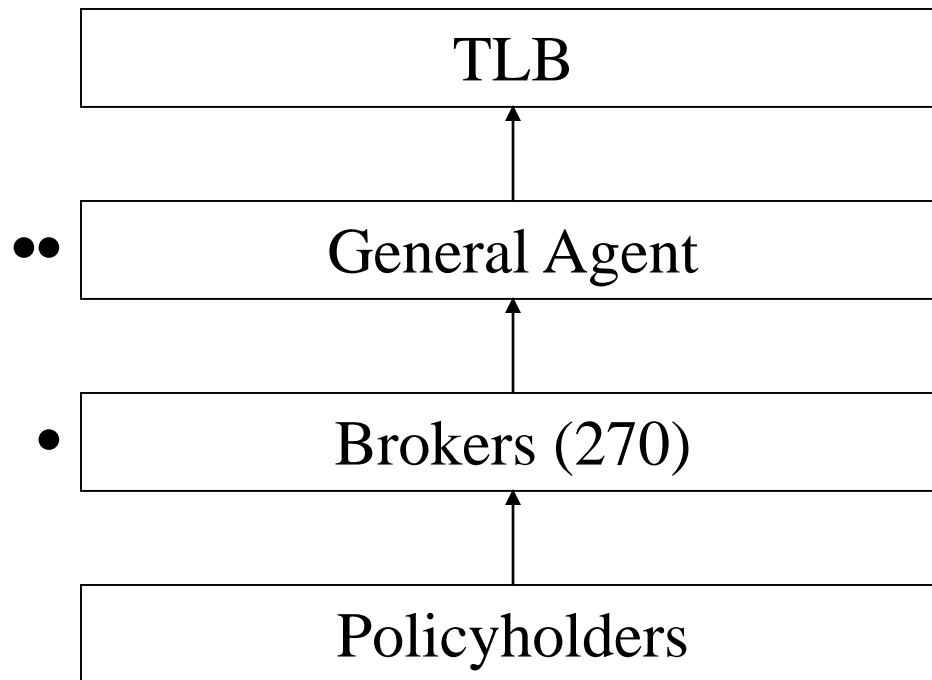
Services Provided

- **New Business processing and underwriting**
- **Existing Policy Servicing**
- **New Broker recruitment**

PLA's Concern

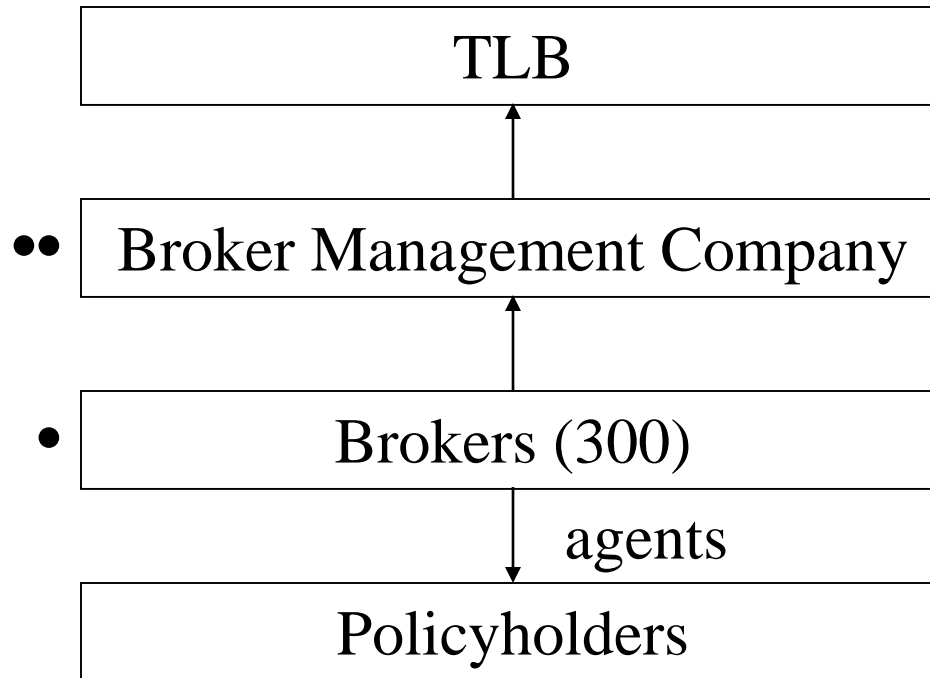
- **A 300 Brokers structure dismantled**

Existing



- **Distribution by Broker**
- **Register as Agent**

In Future



- **Distribution by Broker**
- **No registration with IARB or PIBA or CIB or IIA**



PDPO issues



Discussion

Thank You



CHRISTINE M. KOO & IP, SOLICITORS & NOTARIES

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PLEASE NOTE

The law and procedure on this subject are very specialised. This article is a general explanation for your reference only and should not be relied on as legal advice for any specific case. If legal advice is needed, please contact our solicitors.

請注意

本題目之法律及程序十分專門。此文章只屬一般性之解釋，供你參考，而不應被依賴為關於任何特定事件之法律意見。如需法律意見，請與我所律師聯絡。

Christine M. Koo & Ip, Solicitors & Notaries LLP
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