

---

## Ethics and Regulations for Long Term Insurance (English)

---

**Date:** 27 February 2026 (Friday)

---

**Time:** 9:30am – 12:30pm

---

**Mode:** Zoom

---

### Course Outline

- Introduction
- Code of Conduct for Licensed Insurance Brokers
  - Misrepresentation
  - Use of sales materials
  - Placing client's interest before all other considerations
  - The importance of making follow-up enquiries
  - Issues with signing blank forms, alteration of forms and forged signatures
- Insurance Authority's Guidelines on Long Term Insurance
  - Overview of Guideline on AML/CTF (GL3)
  - Issues on reasonable assessment of gifts and commission rebate under Guideline on Offering of Gifts (GL25)
  - Sale of open architecture ILAS products under Guideline on Sale of ILAS Products (GL26)
  - Guideline on Policy Replacement (GL27)
  - Guideline on Benefits Illustration (GL28)
  - Guideline on Cooling Off Period (GL29)
  - Issues on premium financing under Guideline on FNA (GL30)

### **NEW**

- **Regulatory updates**
  - *Practice Note on Illustration Rate Caps in Benefit Illustration for Participating Policies*
  - *Joint Circular on Indexed Universal Life Insurance Products for Professional Investors*
  - *Reference checking scheme*
  - *Practice Note on Remuneration Structures of Authorized Insurers for Licensed Insurance Intermediaries for Participating Policies*
  - *Regulatory Expectations Regarding Referral Fees*

### Speaker

#### **Ms. Yvonne Lam, LLB (Hons)**

Ms. Yvonne Lam is a practising solicitor admitted in Hong Kong and has joined CIB since 2014. She previously oversaw the investigation and prosecution of CIB's disciplinary process. With the completion of its self-regulatory functions of CIB in 2019, Yvonne has focused on compliance and professional development. She has contributed to the publication of the Compliance Manual and CIB Bulletins. She also manages CIB Helpdesk to answer enquiries on compliance matters. Yvonne has delivered numerous CPD seminars on the Code of Conduct, financial requirements and Insurance Authority's guidelines. Her specialty is on ethics.