

Chapter 7

Insurance distribution

Demands and needs

R

- [Note: first paragraph of article 20(1) and article 20(2) of the *IDD*]**

G

G



R

[**Note:** recital 44 to, and article 20(1) of, the *IDD*]

R

- Release 37 ● Jun 2024

Regulated Activities Order, the *insurance distributor* must ensure that the requirements in (2) are met.

(2) The requirements referred to in (1) are:

- (a) ■ SYSC 19F.2 (Remuneration and insurance incentives)
- (b) ■ COBS 4 (Communicating with clients, including fair financial promotions);
- (c) ■ COBS 2.1.1R (client's best interests);
- (d) ■ COBS 6.1ZA.7AR(1)(a) and (c) (Status disclosure general information: insurance distribution);
- (e) ■ COBS 7.3.1R to ■ COBS 7.3.5R (Additional insurance distribution obligations: demands and needs); and
- (f) ■ COBS 6.1ZA.16AR to ■ 6.1ZA.16DR (cross-selling).

[Note: article 1(4) of the *IDD*]

7.3.7

G

To comply with the relevant chapter of *SYSC* or *Principle 3*, an *insurance distributor* will need to have appropriate arrangements in place to ensure compliance with ■ COBS 7.3.6R.