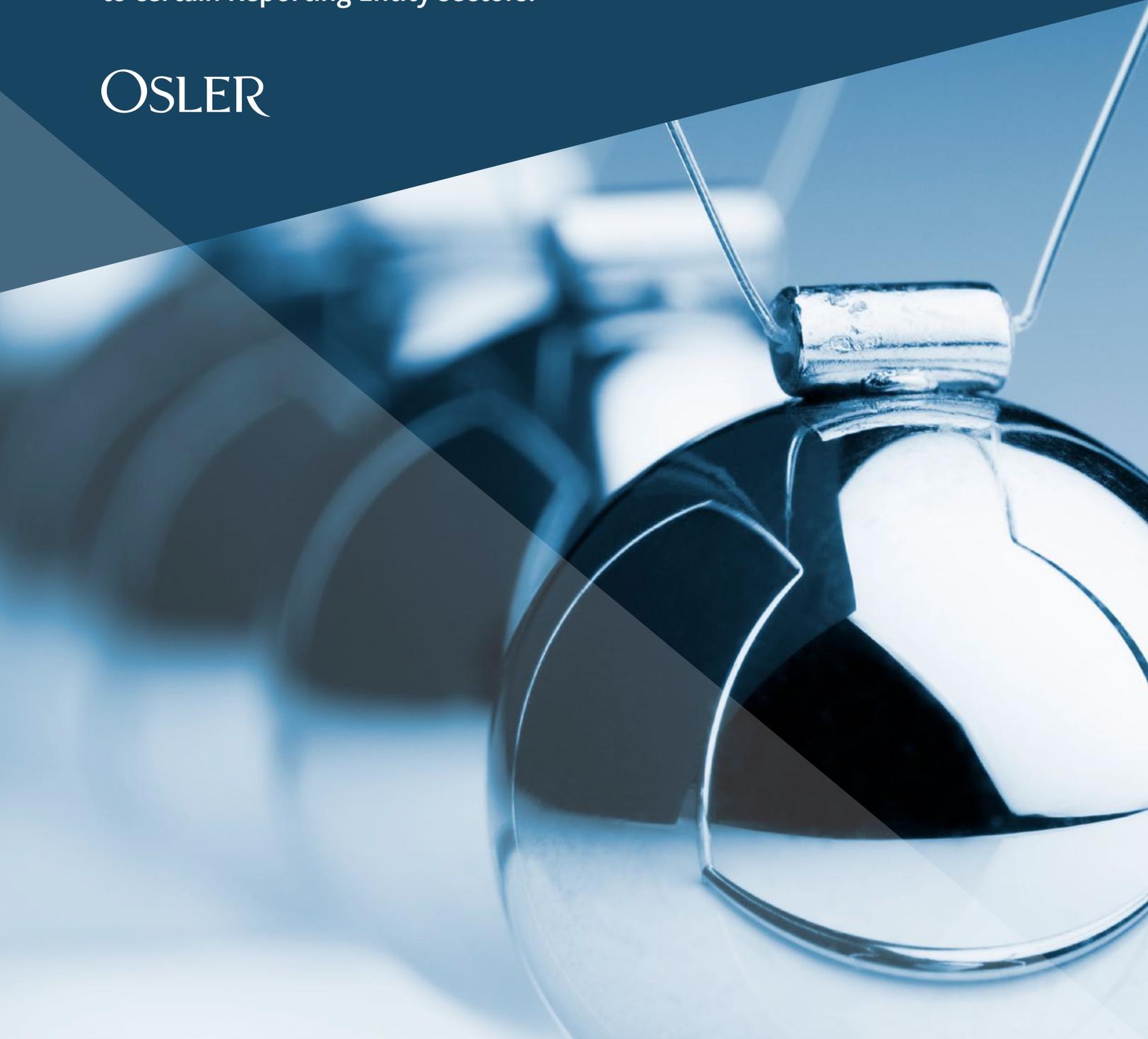


## 2. Sector-specific PCMLTFA changes

In addition to the changes of general application listed in Part 1, a number of changes apply to certain Reporting Entity sectors.

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## SECTOR-SPECIFIC PCMLTFA CHANGES

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# Real estate brokers, sales representatives and developers

### Entering into business relationships

FINTRAC has issued new [guidance](#) in February that will come into effect on June 1, 2021 that redefines when a real estate broker, sales representative or developer is considered to have entered into a business relationship. This has wide-reaching implications for various obligations real estate brokers, sales representatives and developers have under the PCMLTFA and its regulations as the beginning of a “business relationship” triggers beneficial ownership determination obligations, ongoing monitoring obligations and obligations to conduct certain PEP/HIO screenings. Under the new definition, a real estate broker, sales representative or developer enters into a business relationship with a client the **first time the client’s identity is required to be verified.**

### Know-your-client requirements

On March 22, 2021, FINTRAC issued new [guidance on when to verify the identity of persons and entities for real estate brokers or sales representatives and real estate developers](#) in order to reflect the Amendments. This guidance will come into effect on June 1, 2021.

Changes from the prior guidance include

- additional client verification requirements for large virtual currency transactions (equivalent to \$10,000 or more), which are subject to the 24-hour rule
- the addition of a new exception: there is no need to verify the identity of a person or entity that conducts a large virtual currency transaction if the virtual currency is received from a financial entity or a public body or a person acting on behalf of a financial entity or public body

## Screening for politically exposed persons and heads of international organizations

As of June 1, 2021, real estate brokers, sales representatives and developers will be required to conduct screenings for PEPs, HIOs, and the family members and close associates of PEPs and HIOs. In anticipation of this, as well as other changes to PEP/HIO screening under the Amendments, FINTRAC issued new guidance in May to take effect June 1. New [guidance](#) containing obligations of general application for all REs, including real estate brokers, sales representatives and developers, is described in detail in Part 1; new guidance specific to non-account-based reporting entities (including real estate brokers, sales representatives and developers) is set out [here](#).

In summary

- Requirements to take “reasonable measures to determine” PEP/HIO status under the new guidance
  - Real estate brokers, sales representatives and developers must take reasonable measures to determine whether someone they enter into a business relationship with is a PEP, HIO, a family member of a PEP or HIO, or the close associate of a foreign PEP.
  - Real estate brokers, sales representatives and developers also have the obligation to periodically determine whether they conduct business with a PEP, HIO, a family member of a PEP or HIO, or the close associate of a foreign PEP.
  - If any employees or officers detect a fact that would be reasonable grounds to suspect a business relationship with a PEP, HIO, or a family member or close associate of a PEP or HIO, the detection of such a fact also triggers an obligation to determine under the new guidance.
- Under the new guidance, once a determination has been made that a person is a foreign PEP (or a family member or close associate of a foreign PEP) or a high-risk domestic PEP or HIO (or a high-risk family member or high-risk close associate of a domestic PEP or HIO), real estate brokers, sales representatives and developers have obligations to take reasonable measures to establish the designated person’s source of wealth and take enhanced risk mitigation measures.
- Transaction-specific requirements under the new PEP/HIO guidance
  - Real estate brokers, sales representatives and developers receiving \$100,000 in cash or an equivalent amount in virtual currency from a person have a duty to take reasonable measures to determine whether that person is a

PEP, HIO, or a family member or close associate of a PEP or HIO. If the person is determined to be a foreign PEP (or family member or close associate of a foreign PEP) or a high-risk domestic PEP or HIO (or the family member or close associate of a high-risk domestic PEP or HIO), the real estate broker, sales representative or developer must take reasonable measures to establish the source of the funds or virtual currency as well as the source of the person's wealth, and must engage senior management to review the transaction.

- Recordkeeping requirements under the new PEP/HIO guidance
  - Real estate brokers, sales representatives and developers must keep certain records when it determines that there is a business relationship with a PEP, HIO, or a family member or close associate of a PEP or HIO, including the office or position and the name of the organization or institution of the PEP or HIO, the date of the determination and the source of the person's wealth, if known. These records must be kept for five years after they were created.
  - Real estate brokers, sales representatives and developers must keep certain records when senior management reviews a transaction involving someone determined to be a PEP, HIO, or a family member or close associate of a PEP or HIO. These records must include the office or position and the name of the organization or institution of the PEP or HIO, the date of the determination, the source of the cash or virtual currency used for the transaction (if known), the source of the person's wealth (if known), the name of the senior management member who conducted the review and the date of the review. These records must be kept for five years after they were created.

The new guidance also sets out an exception to the PEP/HIO determination requirements. If a person has already been determined to be a foreign PEP or their family member, there is no need to reassess that person's designation, as a person's foreign PEP or foreign PEP family member status continues indefinitely.

## Recordkeeping requirements

Real estate brokers, sales representatives and developers will be subject to new recordkeeping requirements under the Amendments. In anticipation of these changes, FINTRAC issued new [recordkeeping guidance](#) in March to take effect June 1, 2021. As with prior guidance, the new FINTRAC recordkeeping guidance does **not** consolidate all recordkeeping requirements and additional recordkeeping requirements continue to be found in the beneficial ownership guidance, the ongoing monitoring guidance and the PEP/HIO screening guidance, among others.

Changes under the new guidance include

- new obligations to retain records of terrorist property reports, large cash transaction reports and large virtual currency reports for five years
- recordkeeping requirements for large cash transactions also include transactions in which another person or entity is authorized to receive funds and the other person or entity receives \$10,000 or more in cash
- the modification of the information that must be kept as part of the large cash transaction record and the addition of new information to be retained. New information that must be provided in the record includes information

regarding entities involved in the transaction, exchange rates used, reference numbers connected to the transaction and details of the remittance of the cash received

- the modification of the information that must be kept as part of the transaction record for the receipt of funds in the amount of \$3,000 or more in a single transaction, and the addition of new information that must be retained. New information that must be provided in the record includes the amount and type of cash or fiat currency and any applicable exchange rates, information about other individuals or entities involved in the transaction, reference numbers connected to the transaction and details
- the addition of a detailed recordkeeping requirement for large virtual currency transactions in an amount equivalent to \$10,000 or more, including information about persons or entities involved in the transaction, accounts affected by the transaction, the account holder's information, and any exchange rates applicable and their source
- records of unsuccessful reasonable measures are no longer required
- large virtual currency transaction records do not need to be kept if received from a financial entity or public body or person acting on behalf of a financial entity or public body
- a receipt of funds record does not need to be kept if the funds are received from a very large trust
- virtual currency received as compensation for the validation of a transaction or a nominal amount of virtual currency received for the sole purpose of validating another transaction is not subject to the virtual currency recordkeeping requirements

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