

Clerk of the House of Representatives Legislative Resource Center B-106 Cannon Building Washington, DC 20515	Secretary of the Senate Office of Public Records 232 Hart Building Washington, DC 20510
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SECRETARY OF THE SENATE
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LOBBYING REPORT

Lobbying Disclosure Act of 1995 (Section 5) - All Filers Are Required To Complete This Page

1. Registrant Name National Association of Insurance and Financial Advisors (formerly National Assoc. of Life Underwriters (NALU))			
2. Address <input type="checkbox"/> Check if different than previously reported 1922 F Street NW Washington, DC 20006			
3. Principal Place of Business (if different from line 2) City: _____ State/Zip (or Country): _____			
4. Contact Name Michael L. Kerley	Telephone 202/331-6022	E-mail (optional)	5. Senate ID # 26901-12
7. Client Name <input checked="" type="checkbox"/> Self	6. House ID # 30246000		

TYPE OF REPORT 8. Year 1999 Midyear (January 1-June 30) OR Year End (July 1-December 31)

9. Check if this filing amends a previously filed version of this report

10. Check if this is a Termination Report ⇒ Termination Date _____ 11. No Lobbying Activity

INCOME OR EXPENSES - Complete Either Line 12 OR Line 13

<p>12. Lobbying Firms</p> <p>INCOME relating to lobbying activities for this reporting period was:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input type="checkbox"/> ⇒ \$ _____ <small>Income (nearest \$20,000)</small></p> <p>Provide a good faith estimate, rounded to the nearest \$20,000, of all lobbying related income from the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).</p>	<p>13. Organizations</p> <p>EXPENSES relating to lobbying activities for this reporting period were:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input checked="" type="checkbox"/> ⇒ \$ <u>954,781.00</u> <small>Expenses (nearest \$20,000)</small></p> <p>14. REPORTING METHOD. Check box to indicate expense accounting method. See instructions for description of options.</p> <p><input checked="" type="checkbox"/> Method A. Reporting amounts using LDA definitions only</p> <p><input type="checkbox"/> Method B. Reporting amounts under section 6033(b)(8) of the Internal Revenue Code</p> <p><input type="checkbox"/> Method C. Reporting amounts under section 162(e) of the Internal Revenue Code</p>
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Signature: *Michael Kerley*
 Printed Name and Title: Michael L. Kerley, Sr. Vice President, Government Affairs

National Association
 Registrant Name of Insurance and Financial Advisors Client Name Self

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code ins (one per page)

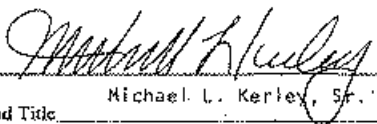
16. Specific lobbying issues
 H.R. 10, Section 104, State Regulation of Insurance
 H.R. 358, Section 123, Health Insurance Ombudsman
 S.1344, Title I, Right to Hold Health Plans Accountable; Title 5, Access to Health Insurance Coverage; Title 6, Long-Term Care
 H.R.2488, Title II, Capital Gains Tax & IRAs; Title V, Health Care Provisions; Title VI, Estate Tax; Title VIII, Self-Employed Health Insurance; Title XII, Pensions; Title XV, Revenue Offsets & Charitable Split Dollar Life Insurance, Annuity and Endowment Contracts; Title XVI, Compliance with Budget Act & Sunset

17. House(s) of Congress and Federal agencies contacted Check if None
 House, Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	New
Michael L. Kerley	Senior Vice President, Government Affairs	<input type="checkbox"/>
David A. Winston	Associate General Counsel Government Affairs	<input type="checkbox"/>
Danea M. Kehoe	Associate General Counsel Government Affairs	<input type="checkbox"/>
John J. Hambel	Counsel, Government Affairs	<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above Check if None

Signature  Date _____
 Printed Name and Title Michael L. Kerley, Sr. Vice President, Government Affairs