

**LOBBYING REPORT**

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

01 FEB 15 AM 11:41

1. Registrant Name National Association of Insurance and Financial Advisors (NAIFA)		formerly the National Assn. of Life Underwriters (NALU)	
2. Address <input type="checkbox"/> Check if different than previously reported 2901 Telestar Court, Falls Church, VA 22042			
3. Principal Place of Business (if different from line 2) City: _____ State/Zip (or Country): _____			
4. Contact Name David A. Winston	Telephone (703) 770-8166	E-mail (optional) dwinston@naifa.org	5. Senate ID # 26901-12
7. Client Name <input checked="" type="checkbox"/> Self			6. House ID # 30246000

**TYPE OF REPORT** 8. Year 2000 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><b>12. Lobbying Firms</b></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 (over \$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><b>13. Organizations</b></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"/> ⇒ \$ 440,000  <small>Expenses (over \$20,000)</small></p> <p><b>14. REPORTING METHOD.</b> 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>

Signature David Winston  
 Printed Name and Title David A. Winston - Vice President, Government Affairs

and Financial Advisors  
**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. 4585 - Medical Financial Privacy Protection Act. NAIFA supported the provision to permit disclosure of individually identifiable health information in order to underwrite, premium rate, reinsure or replace a group health plan.

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

House of Representatives

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

Name	Covered Official Positions (if applicable)	New
David A. Winston	Vice President, Government Affairs	<input type="checkbox"/>
		<input type="checkbox"/>
		<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 *David A. Winston* Date 2/9/01  
 Printed Name and Title David A. Winston - Vice President, Government Affairs

Financial Advisors  
**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 TAX (one per page)

16. Specific lobbying issues

H.R. 3081 - Small Business Tax Fairness Act of 2000. NAIFA supported provisions related to 1) estate tax relief, 2) generation-skipping tax, 3) self-employed health insurance deduction, and 4) business meals deduction.

S.2005/H.R. 3081 - Installment Sales Correction. NAIFA supported a correction to existing law that inadvertently prohibited some businesses that use the accrual method from spreading the tax liability of a sale over a period of years

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

House of Representatives  
 U.S. Senate

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

Name	Covered Official Position (if applicable)	New
David A. Winston	Vice President, Government Affairs	<input type="checkbox"/>
Morris R. Goff	Director, Government Affairs	<input checked="" type="checkbox"/>
		<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 David A. Winston Date 2/9/01  
 Printed Name and Title David A. Winston - Vice President, Government Affairs

Financial Advisors

**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 **FIN** (one per page)

16. Specific lobbying issues

H.R. 1102 / S. 741 - The Comprehensive Retirement Security and Pension Reform Act. NAIFA supported this legislation.

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

House of Representatives  
U.S. Senate

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

Name	Covered Official Position (if applicable)	New
David A. Winston	Vice President - Government Affairs	<input type="checkbox"/>
Morris R. Goff	Director - Government Affairs	<input checked="" type="checkbox"/>
		<input type="checkbox"/>
		<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 *David A. Winston* Date 2/9/01  
 Printed Name and Title David A. Winston - Vice President, Government Affairs

**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: HCR (one per page)

16. Specific lobbying issues

H.R. 2990 / S. 1344 - Patients' Bill of Rights. NAIFA opposed the provision of the legislation that raised the issue of whether health insurance agents can be held liable. NAIFA also opposed the provisions exempting Association Health Plans (AHPs) from state consumer protections and health insurance reforms.

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

House of Representatives  
U.S. 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	<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<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: David A. Winston Date: 2/9/01  
Printed Name and Title: David A. Winston - Vice President, Government Affairs

20. Client new address

21. Client new principal place of business (if different from line 20)

City State/Zip (or Country)

22. New general description of client's business or activities

**LOBBYIST UPDATE**

23. Name of each previously reported individual who is no longer expected to act as a lobbyist for the client

**ISSUE UPDATE**

24. General lobbying issues previously reported that no longer pertain

TEC

**AFFILIATED ORGANIZATIONS**

25. Add the following affiliated organization(s)

Name	Address	Principal Place of Business (city and state or country)

26. Name of each previously reported organization that is no longer affiliated with the registrant or client

**FOREIGN ENTITIES**

27. Add the following foreign entities

Name	Address	Principal place of business (city and state or country)	Amount of contribution for lobbying activities	Ownership percentage in client

28. Name of each previously reported foreign entity that no longer owns, or controls, or is affiliated with the registrant, client or affiliated organization

Signature: David A. Winston Date: 2/9/01  
Printed Name and Title: David A. Winston - Vice President, Government Affairs