



**NATIONAL ASSOCIATION OF
INSURANCE AND FINANCIAL ADVISORS**

SECRETARY OF THE SE
02 MAR 28 PM 2:

February 13, 2002

2901 Telestar Court
Falls Church, VA
22042-1205
www.naifa.org

703/770-8100

Secretary of the Senate
Office of Public Records
232 Hart Senate Office Building
Washington, DC 20510

RE: Senate ID# 26901-12

Enclosed is the Lobbying Report for the National Association of Insurance and Financial Advisors for Year End 2001. Please hand stamp the attached copy and return in the enclosed, postage paid envelope.

Sincerely,

A handwritten signature in cursive script, appearing to read "Mary Ann Plumb".

Mary Ann Plumb
Executive Assistant
Government Affairs

Enclosure

Founded in 1890 as the National Association of Life Underwriters (NALU)



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

SECRETARY OF THE SEN
02 MAR 28 PM 2:

LOBBYING REPORT

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

1. Registrant Name Nat'l Ass'n of Insurance & Financial Advisors (NAIFA)			
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	Telephone	E-mail (optional)	5. Senate ID #
David A. Winston	(703) 770-8156	dwinston@naifa.org	26901
7. Client Name <input checked="" type="checkbox"/> Self			6. House ID # 302460

TYPE OF REPORT 8. Year 2001 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

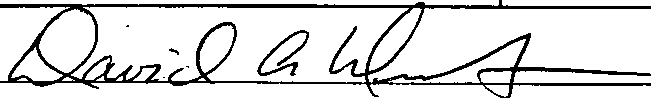
10. Check if this is a Termination Report ⇨ Termination Date _____

11. No Lobbying Activities

INCOME OR EXPENSES - Complete Either Line 12 OR Line 13

12. Lobbying Firms	13. Organizations
INCOME relating to lobbying activities for this reporting period was: Less than \$10,000 <input type="checkbox"/> \$10,000 or more <input type="checkbox"/> ⇨ \$ _____ Income (nearest \$20,000) 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).	EXPENSES relating to lobbying activities for this reporting period were: Less than \$10,000 <input type="checkbox"/> \$10,000 or more <input checked="" type="checkbox"/> ⇨ \$ <u>440,000.00</u> Expenses (nearest \$20,000) 14. REPORTING METHOD. Check box to indicate the accounting method. See instructions for description of methods. <input checked="" type="checkbox"/> Method A. Reporting amounts using LDA definition <input type="checkbox"/> Method B. Reporting amounts under section 6033(c) Internal Revenue Code <input type="checkbox"/> Method C. Reporting amounts under section 162(e) Internal Revenue Code

Signature _____



Printed Name and Title _____

David A. Winston - Vice President, Government Affairs



Registrant Name NAIFA Client Name _____

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, information as requested. Attach additional page(s) as needed.

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

16. Specific lobbying issues

H.R. 3210 - Terrorism Risk Insurance Act. NAIFA supported enactment of terrorism reinsurance legislation because of concerns over the costs and availability of insurance after 1/1/2002. NAIFA also supported the provision in the bill to establish a presidential commission to study the impact of future terrorist attacks on the life insurance industry.

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.

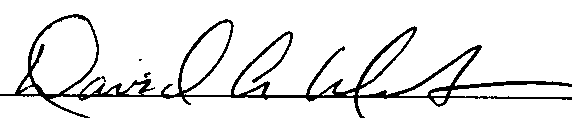
17. House(s) of Congress and Federal agencies contacted Check if None

House of Representatives
United States Senate

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

Name	Covered Official Position (if applicable)
David A. Winston	Vice President, Government Affairs
Heather Eilers-Bowser	Director, Legislative Affairs
Morris R. Goff	Director, Government Affairs

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

Signature  Date February 12, 2002

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



Registrant Name NAIFA Client Name _____

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. 2269 - The Retirement Security Advice Act. NAIFA supports this legislation.
S. 1677 - The Independent Advice Act. NAIFA opposes this legislation.
H.R. 1408 - The Financial Services Antifraud Network Act. NAIFA supports this legislation.

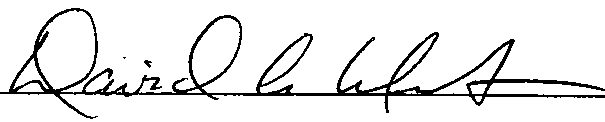
17. House(s) of Congress and Federal agencies contacted Check if None

House of Representatives
United States Senate

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

Name	Covered Official Position (if applicable)
David A. Winston	Vice President, Government Affairs
Heather Eilers-Bowser	Director, Legislative Affairs
Morris R. Goff	Director, Government Affairs

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

Signature  Date February 12, 2014

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



Registrant Name NAIFA Client Name _____

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, information as requested. Attach additional page(s) as needed.

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

16. Specific lobbying issues

H.R. 3320 - Lifetime Annuity Payout Act. NAIFA supports this legislation.
H.R. 831/S.627 - Long Term Care and Retirement Security Act. NAIFA supports this legislation.
H.R. 1134/H.R. 3139 - NAIFA supports legislation providing tax relief to individuals receiving termination payments.
IRS Notice 2001-10 & 2002-8 - Split Dollar Life Insurance Arrangements

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

House of Representatives
United States Senate
White House
Treasury Department

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

Name	Covered Official Position (if applicable)
David A. Winston	Vice President, Government Affairs
Morris R. Goff	Director, Government Affairs

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

Signature *David A. Winston* Date February 12, 2003
Printed Name and Title David A. Winston - Vice President, Government Affairs



Registrant Name NAIFA Client Name _____

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 TOR (one per page)

16. Specific lobbying issues

H.R. 2341/ S.1712 - Class Action Fairness Act. NAIFA supports this legislation.

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

House of Representatives
United States Senate

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

Name	Covered Official Position (if applicable)
David A. Winston	Vice President, Government Affairs
Heather Eilers-Bowser	Director, Legislative Affairs

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

Signature David A. Winston Date February 12, 20
Printed Name and Title David A. Winston - Vice President, Government Affairs



Registrant Name NAIFA Client Name _____

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. 526/ H.R. 2563/ S.283 - Patients' Bill of Rights. NAIFA opposes any provisions of the legislation that may raise the issue of whether health insurance agents can be held liable. NAIFA also opposes any provisions that might exempt Association Health Plans (AHPs) from state consumer protections and health insurance reforms.

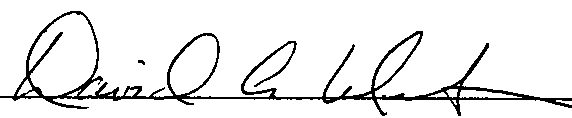
17. House(s) of Congress and Federal agencies contacted Check if None

House of Representatives
United States Senate

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

Name	Covered Official Position (if applicable)
Michael L. Kerley	Senior Vice President

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

Signature  Date February 12, 2014
Printed Name and Title David A. Winston - Vice President, Government Affairs

