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## 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 and 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 David A. Winston	Telephone (703) 770-8156	E-mail (optional) dwinston@naifa.org	5. Senate ID # 26901-
7. Client Name <input checked="" type="checkbox"/> Self			6. House ID # 302460

**TYPE OF REPORT** 8. Year 2002 Midyear (January 1-June 30)  OR Year End (July 1-December)

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 Act

### INCOME OR EXPENSES - Complete Either Line 12 OR Line 13

<p align="center"><b>12. Lobbying Firms</b></p> <p><b>INCOME</b> 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"/> ⇒ \$ _____ Income (nearest \$20,000)</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 align="center"><b>13. Organizations</b></p> <p><b>EXPENSES</b> 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>440,000.00</u> Expenses (nearest \$20,000)</p> <p><b>14. REPORTING METHOD.</b> Check box to indicate accounting method. See instructions for description of method.</p> <p><input checked="" type="checkbox"/> <b>Method A.</b> Reporting amounts using LDA definition</p> <p><input type="checkbox"/> <b>Method B.</b> Reporting amounts under section 6033(e) Internal Revenue Code</p> <p><input type="checkbox"/> <b>Method C.</b> Reporting amounts under section 162(e) Internal Revenue Code</p>
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Signature \_\_\_\_\_

Printed Name and Title \_\_\_\_\_

David A. Winston, NAIFA 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 reg 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/S.2600 - Terrorism Risk Insurance Act. NAIFA supports enactment of terrorism reinsurance legislation.  
H.R. 4025 - The Homeowners' Insurance Availability Act. NAIFA supports this legislation.  
H.R. 2926/P.L. 107-42 - September 11th Victim Compensation Fund of 2001. NAIFA opposed the collateral source requirement of the September 11th Fund because it arbitrarily discriminates against life insurance and pensions.

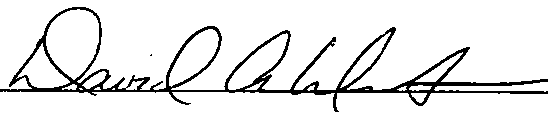
17. House(s) of Congress and Federal agencies contacted  Check if None

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
Morris R. Goff	Director - 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  Date August 13, 2

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 reg 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 FIN (one per page)

16. Specific lobbying issues

H.R. 2269/S.1978 - The Retirement Security Advice Act. NAIFA supports this legislation.  
H.R. 3762 - The Pension Security Act. NAIFA supports the investment advice language in this legislation.  
S.1677 - The Independent Investment Advice Act. NAIFA opposes this legislation.  
H.R. 1408 - The Financial Services Antifraud Network Act. NAIFA supports this legislation.

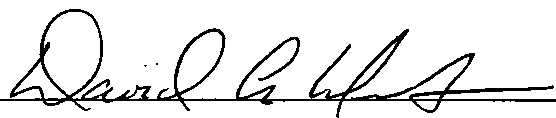
17. House(s) of Congress and Federal agencies contacted  Check if None

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
Morris R. Goff	Director - 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  Date August 13, 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 is 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. 3320 - Lifetime Annuity Payout Act. NAIFA supports this legislation.  
H.R. 4551 - Life Insurance Employee Notification Act. NAIFA supports the position that employees must be informed and employers should seek employee consent.  
H.R. 831/H.R. 4946/S.627 - Long Term Care and Retirement Security Act. NAIFA supports this legislation.  
H.R. 1181/S.590/S.2679 - NAIFA supports tax incentives for the purchase of health insurance coverage.  
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 Insurance Arrangements

17. House(s) of Congress and Federal agencies contacted

Check if None

House of Representatives  
United States Senate  
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 Winston* Date August 13, 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 reg 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 CSP (one per page)

16. Specific lobbying issues

FTC Telemarketing Sales Regulations (16 CFR 310) – NAIFA seeks clarification of the FTC proposed telemarketing rule as it relates to the business of insurance.  
H.R. 718/S.630 – The Anti-Spamming Act of 2001/CAN SPAM Act. NAIFA supports targeting fraudulent, misleading, or pornographic e-mail without unduly restricting legitimate e-mail.


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

House of Representatives  
United States Senate  
Federal Trade Commission

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  Date August 13,  
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 is 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 LAW (one per page)

16. Specific lobbying issues

Anti-Money Laundering Programs for Financial Institutions (31 CFR Part 103) - NAIFA supports the USA PATRIOT Act.

17. House(s) of Congress and Federal agencies contacted

Check if None

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
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  Date AUGUST 13, 2008

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 is engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide the 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  Date August 13,  
Printed Name and Title David A. Winston, Vice President - Government Affairs



Registrant Name NAIFA Client Name \_\_\_\_\_

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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
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.....	.....

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

Signature *David A. Winston* Date August 13, 2012  
Printed Name and Title David A. Winston, Vice President - Government Affairs

