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LOBBYING REPORT

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

1. Registrant Name Professional Insurance Marketing Association				
2. Address <input type="checkbox"/> Check if different than previously reported 4733 Bethesda Avenue, Suite 330				
3. Principal Place of Business (if different from line 2) City: Bethesda State/Zip (or Country) Maryland 20814				
4. Contact Name William C. Summers		Telephone 301/951-1260	E-mail (optional)	5. Senate ID # 32271-12
7. Client Name <input checked="" type="checkbox"/> Self				6. House ID # 32104000

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	
12. Lobbying Firms INCOME relating to lobbying activities for this reporting period was: Less than \$10,000 <input type="checkbox"/> \$10,000 or more <input checked="" 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).	13. Organizations 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"/> → \$ 20,000 Expenses (nearest \$20,000) 14. REPORTING METHOD. Check box to indicate expense accounting method. See instructions for description of options. <input type="checkbox"/> Method A. Reporting amounts using LDA definitions only <input type="checkbox"/> Method B. Reporting amounts under section 6033(b)(8) of the Internal Revenue Code <input type="checkbox"/> Method C. Reporting amounts under section 162(e) of the Internal Revenue Code

Signature: *William C. Summers*

Printed Name and Title: William C. Summers, Executive Director

Professional Insurance Marketing Association
 Registrant Name: Professional Insurance Marketing Association 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 HCR (one per page)

16. Specific lobbying issues

- S 881 Health Info Protection Act
- HR 1136 Affordable Health Care Act of 1999
- HR 216 Access to Quality Care Act
- HR 1496 Small Business Access & Choice for Entrepreneurs Act
- HR 2095 Health Care Quality & Access Act
- S 1256 & S 1344 Patient Bill of Rights Act

Those provisions dealing with mandated benefits, collection of data, administration, marketing, liability and health care, individual membership association, and delivery mechanisms.

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

Senate
 House of Representatives

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

Name	Covered Official Position (if applicable)	New
William C. Summers		<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: *William C. Summers* Date: 9/12/99

Printed Name and Title: William C. Summers, Executive Director

Professional Insurance
 Marketing Association
 Registrant Name 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

S 881 Health Info Protection Act
 HR 1136 Affordable Health Care Act of 1999
 HR 216 Access to Quality Care Act
 HR 1496 Small Business Access & Choice for Entrepreneurs Act
 HR 2095 Health Care Quality & Access Act
 S 1256 & S 1344 Patient Bill of Rights Act
 Those provisions dealing with mandated benefits, collection of data, administration, marketing, liability and health marts, individual membership association, and delivery mechanisms.

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

Senate
 House of Representatives

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

Name	Covered Official Position (if applicable)	New
William C. Summers		<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: William C. Summers Date: 9/12/99
 Printed Name and Title: William C. Summers, Executive Director

Registrant Name: Professional Insurance Marketing Association 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 BAN (one per page)

16. Specific lobbying issues

HR 10 "Financial Services Reform Act". Issues associated with the marketing and regulation of insurance product by financial institutions.

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

Senate
House of Representatives

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

Name	Covered Official Position (if applicable)	New
William C. Summers		<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: *William C. Summers* Date: 8/14/99

Printed Name and Title: William C. Summers, Executive Director

Registrant Name Marketing Association Client Name Self

Information Update Page - Complete ONLY where registration information has changed.

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

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: William C. Summers Date: 8/12/99
Printed Name and Title: William C. Summers, Executive Director