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SECRETARY OF THE SENATE
06 FEB 28 AM

LOBBYING REPORT

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

1. Registrant name			
Organization	National Association of Insurance and Financial Advisors		
2. Address <input type="checkbox"/> Check if different than previously reported			
Address 1	2901 Telestar Court		
City	Falls Church	State	VA Zip Code 22042 Country USA
3. Principal place of business (if different than line 2)			
City	Falls Church	State	VA Zip Code 22042 Country
4a. Contact Name		b. Telephone number	c. E-mail
Prefix	Full Name		
Mr.	Roland L. Panneton	(703) 770-8137	rpanneton@naifa.org
7. Client Name <input checked="" type="checkbox"/> Self			5. Senate ID #
National Association of Insurance and Financial Advisors			26901-12
			6. House ID #
			30246000

TYPE OF REPORT 8. Year 2005 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"/> ⇨ \$ _____</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>300,000</u></p> <p>14. REPORTING METHOD. Check box to indicate expense accounting method. See instructions for description of option</p> <p><input 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 Internal Revenue Code</p> <p><input type="checkbox"/> Method C. Reporting amounts under section 162(e) of the Revenue Code</p>
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Form Co

Printed Name and Title Roland L. Panneton, Senior Counsel

0000121912

Registrant Name National Association of Insurance and Financial Advisors

Client Name National Association of Insurance and Financial Advisors

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the 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 RET - Retirement (one per page)

16. Specific lobbying issues

HR 2830 & S 1783 - The Pension Protection Act-NAIFA supports legislation allowing advisors who represent companies administering 401(k) type plans to give investment advice to employees participating in those plans.
HR 819 & S 381 - Would grant a federal tax exclusion up to \$20,000 per year in lifetime payments from non-qualified annuities - NAIFA supports.
HR 2951 & S1359 - NAIFA supports tax incentives for both qualified and non-qualified annuities

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

First Name	Name Last Name	Suffix	Covered Official Position (if applicable)
William	Anderson		Senior Vice President-Law & Gov't Relations
Michael	Kerley		Senior Vice President-Federal Gov't Relations
Jill	Edwards		Director, Federal Relations
Roland	Panneton		Senior Counsel - Law & Gov't Relations
Gary	Sanders		Senior Counsel - Law & Gov't Relations
James	Edwards		Assistant Vice President - Communications

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

0000121913

Printed Name and Title Roland L. Panneton, Senior Counsel



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

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the 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 - Financial Institutions/Investments/Securities (one per page)

16. Specific lobbying issues

S.2059 Would repeal Rule 12b-1 fees. NAIFA supports the continued payment of fees under SEC Rule 12 b-1 to broker-dealers and registered representatives as compensation for providing continuing service to their mutual fund-owning clients.
 NASD Notice to members (NTM) 05-50 recommended that its members broker-dealers supervise Equity Indexed Annuities sales made by the b/d's reg. reps. in the same manner as if the EIA were securities. NAIFA believes NASD has overstepped its authority

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

United States Senate

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

First Name	Name Last Name	Suffix	Covered Official Position (if applicable)
William	Anderson		Senior Vice President-Law & Gov't Relations
Michael	Kerley		Senior Vice President-Law & Gov't Relations
Jill	Edwards		Director, Federal Relations
Roland	Panneton		Senior Counsel-Law & Gov't Relations
Gary	Sanders		Senior Counsel-Law & Gov't Relations
James	Edwards		Assistant Vice President - Communications

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

0000121914

Printed Name and Title Roland L. Panneton, Senior Counsel



Registrant Name National Association of Insurance and Financial Advisors

Client Name National Association of Insurance and Financial Advisors

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

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

16. Specific lobbying issues

Insurance Regulatory Reform - NAIFA supports principles underlying state regulation of ins but supports the principles contained in the "State Modernization and Regulatory Transparency (SMART) Act that focuses on specific areas in which the state regulatory system is failing or deficient.
HR 107, S219, Life Insurance Employee Notification Act which would require disclosure of employee-owned life insurance coverage of an employee. NAIFA supports.
HR 2251 - NAIFA supports the COLI Best Practices Act, the House counterpart to S.219.

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

First Name	Name Last Name	Suffix	Covered Official Position (if applicable)
William	Anderson		Senior Vice President - Law & Gov't Relations
Michael	Kerley		Senior Vice President - Federal Gov't Relations
Jill	Edwards		Director, Federal Relations
Roland	Panneton		Senior Counsel, Law & Gov't Relations
Gary	Sanders		Senior Counsel, Law & Gov't Relations
James	Edwards		Assistant Vice President - Communications

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

0000121915

Printed Name and Title Roland L. Panneton, Senior Counsel



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

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the 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 - Taxation/Internal Revenue Code (one per page)

16. Specific lobbying issues

President Bush's Tax Advisory Panel reported its recommendations on November 1, 2005. NAIFA opposes ideas that encourage short term savings and spending such as the Lifetime Savings Accounts pushed by President Bush and save for Retirement Accounts offered by the Tax Reform Panel.

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

US Treasury Department

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

First Name	Name Last Name	Suffix	Covered Official Position (if applicable)
William	Anderson		Senior Vice President-Law & Gov't Relations
Michael	Kerley		Senior Vice President - Federal Gov't Relations
Jill	Edwards		Director, Federal Relations
Roland	Panneton		Senior Counsel - Law & Gov't Relations
Gary	Sanders		Senior Counsel - Law & Gov't Relations
James	Edwards		Assistant Vice President - Communications

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

0000121916

Printed Name and Title Roland L. Panneton, Senior Counsel

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

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the 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 - Taxation/Internal Revenue Code (one per page)

16. Specific lobbying issues

HR 1161, 62, 63 & S 545, 6, 7 - new tax-advantaged savings plans in President Bush's proposed 2005 budget proposal. NAIFA concerned about impact on life insurance and annuity sales. HR 8, HR 183, HR 64, S420-Legislation to make the estate tax repeal enacted in 2001 permanent. S34 and S135 are "reform" bills which would repeal estate tax on family farms and businesses. NAIFA & AALU support estate tax reform which removes the estate tax burden for 99% of Americans.

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

Securities and Exchange Commission
Internal Revenue Service
US Treasury Department
House of Representatives
United States Senate

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

First Name	Name Last Name	Suffix	Covered Official Position (if applicable)
William	Anderson		Senior Vice President-Law & Gov't Relations
Michael	Kerley		Senior Vice President-Law & Gov't Relations
Jill	Edwards		Director, Federal Relations
Roland	Panneton		Senior Counsel - Law & Gov't Relations
Gary	Sanders		Senior Counsel - Law & Gov't Relations
James	Edwards		Assistant Vice President - Communications

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

0000121917

Printed Name and Title Roland L. Panneton, Senior Counsel



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

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the 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 - Consumer Issues/Safety/Protection (one per page)

16. Specific lobbying issues

Telemarketing Sales Rules (16 CFR 310)-NAFIA applauds the FCC's clarification that an established business relationship exists between a person and their ins co during the life of an insurance policy. S.877 - The CAN SPAM Act of 2003. NAIFA supported this bill targeting fraudulent, misleading or pornographic e-mail without unduly restricting legitimate e-mail. Passed in December. NAIFA opposes "Do Not Spam" registry and submitted comments to FTC on April 19, 2004. S714 NAIFA supported Junk Fax Prevention Act of 2005. Effective July 2005.

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

House of Representatives
United States Senate
Federal Trade Commission
Federal Communications Commission

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

First Name	Name Last Name	Suffix	Covered Official Position (if applicable)
William	Anderson		Senior Vice President-Law & Gov't Relations
Michael	Kerley		Senior Vice President-Law & Gov't Relations
Jill	Edwards		Director, Federal Gov't Relations
Roland	Panneton		Senior Counsel - Law & Gov't Relations
Gary	Sanders		Senior Counsel - Law & Gov't Relations
James	Edwards		Assistant Vice President - Communications

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

0000121918

Printed Name and Title Roland L. Panneton, Senior Counsel



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

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the 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 HCR - Health Issues (one per page)

16. Specific lobbying issues

HR 525 & S. 406 - Association Health Plans. NAIFA opposes exempting AHP's from state benefit, regulatory oversight and solvency laws.
S. 1995 allows AHP's to offer only issued plans that are subject to state solvency standards. Som regulatory oversight and an "average" of state mandaged coverages. NAIFA & AHIA is working with NAIC to strengthen the provisions in S.1995.
HR 1150 & S 602 - NAIFA supports these additional incentives to purchase LTCI including an above-the-

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

First Name	Name Last Name	Suffix	Covered Official Position (if applicable)
Michael	Kerley		Senior Vice President - Federal Gov't Relations
Diane	Boyle		Consultant
James	Edwards		Assistant Vice President - Communications

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

0000121919

Printed Name and Title Roland L. Panneton, Senior Counsel



Registrant Name National Association of Insurance and Financial Advisors

Client Name National Association of Insurance and Financial Advisors

ADDENDUM for General Lobbying Issue Area HCR

16. Specific lobbying issues (continued from previous page)

line deduction for individual purchase of LTCI in S.602.
 HR 118 - would provide generous tax credits to small businesses for providing health coverage to workers. NAIFA supports. Health Care Choice Act - would allow health insurance issuers to choose one state and use that state's rules in all other states where they operate. NAIFA studying proposal.
 S.288 - The State High Risk Pool Funding Extension Act - NAIFA supports.
 HR 176 & HR 1177 - would allow unused flexible spending arrangement funds to be carried over to the next year. NAIFA & AHIA favors this option.
 HR 37 - An "above the line" deduction for "higher deductible" health plans coupled with HAS's. NAIFA supports.
 S.4 The Healthy America Act. NAIFA supports many provisions but concerned over the bills support for AHF.
 HR 37, S. 978/HR 1872, HR 2063, HR 3873 creates Health Savings Accounts. NAIFA supports.
 HR 3511, S 1569. NAIFA supports allowing states to establish LTC partnerships.

1000121920

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

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the 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 EDU - Education (one per page)

16. Specific lobbying issues

HR 2622 - Fact Act signed into law December 4, 2003. NAIFA worked to include literacy provisions in the bill and will continue to work to secure funding for insurance and other financial literacy programs.
S. Res. 223, H. Con. Res. 181 - These Senate Resolutions would designate September as Life Insurance Awareness Month. NAIFA supports for 2006 as well.

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

House of Representatives
Unites States Senate

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

First Name	Name Last Name	Suffix	Covered Official Position (if applicable)
William	Anderson		Senior Vice President - Law & Gov't Relations
Michael	Kerley		Senior Vice President - Federal Gov't Relations
Jill	Edwards		Director, Federal Government Relations
Roland	Panneton		Senior Counsel - Law & Gov't Relations
Gary	Sanders		Senior Counsel - Law & Gov't Relations
James	Edwards		Assistant Vice President - Communications

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

1261210000

Printed Name and Title Roland L. Panneton, Senior Counsel



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

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the 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 - Taxation/Internal Revenue Code (one per page)

16. Specific lobbying issues

Charitable Owned Life Insurance - President Bush proposed applying a 25% excise tax on death benefits of life insurance used in complicated life insurance and annuity transactions involving charitable and educational institutions. NAIFA supports in principal. On Nov. 18, 2005 the Senate passed legislation (part of an omnibus tax bill) that would impose a 100% excise tax on the premiums and other sums invested in these arrangements. NAIFA supports in principal but will work in details.

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

First Name	Name Last Name	Suffix	Covered Official Position (if applicable)
William	Anderson		Senior Vice President-Law & Gov't Relations
Michael	Kerley		Senior Vice President-Federal Gov't Relations
Jill	Edwards		Director, Federal Government Relations
Roland	Panneton		Senior Counsel - Law & Gov't Relations
Gary	Sanders		Senior Counsel - Law & Gov't Relations
James	Edwards		Assistant Vice President - Communications

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

0000121922

Printed Name and Title Roland L. Panneton, Senior Counsel



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

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the 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 DEF - Defense (one per page)

16. Specific lobbying issues

Add page to continue specific issues description for this issue

HR 458 & S. 418 - Clarifies the jurisdiction of state insurance regulators and the Dept. of Defense in regulating insurance agents who operate on-base. HR 458 passed House Financial Service Committee on March 16, 2005. NAIFA supported.

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 *Add a page to continue adding lobbyists for this issue*

First Name	Name Last Name	Suffix	Covered Official Position (if applicable)
William	Anderson		Senior Vice President - Law & Gov't Relations
Michael	Kerley		Senior Vice President - Federal Gov't Relations
Jill	Edwards		Director, Federal Relations
Roland	Panneton		Senior Counsel - Law & Gov't Relations
Gary	Sanders		Senior Counsel - Law & Gov't Relations
James	Edwards		Assistant Vice President - Communications

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

Add a page for a different issue

Printed Name and Title Roland L. Panneton, Senior Counsel

0000121923

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

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

20. Client new address

Address

City

State

Zip Code

Country

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

City

State

Zip Code

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

First Name	Last Name	Suffix	First Name	Last Name	Su
<input type="checkbox"/> 1 Heather	Eilers-Bowser		<input type="checkbox"/> 3		
<input type="checkbox"/> 2			<input type="checkbox"/> 4		

ISSUE UPDATE

Find the code to select below.

24. General lobbying issues that **no longer** pertain

AFFILIATED ORGANIZATIONS

25. Add the following affiliated organization(s)

Name	Address	Principal place of Business (city and state or country)
	Address	City
	C/S/Z	State Country
	Address	City
	C/S/Z	State

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

<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3
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FOREIGN ENTITIES

27. Add the following foreign entities

Name	Street Address	Address	Principal place of business (city and state or country)	Amount of contribution for lobbying activities	Own perc client
	City	State/Province Country	City		
			State Country		

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

<input type="checkbox"/> 1	<input type="checkbox"/> 3	<input type="checkbox"/> 5
<input type="checkbox"/> 2	<input type="checkbox"/> 4	<input type="checkbox"/> 6

Add a page for more

Printed Name and Title Roland L. Panneton, Senior Counsel

0000121924

