

Clerk of the House of Representatives  
Legislative Resource Center  
B-106 Cannon Building  
Washington, DC 20515

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

RECEIVED  
SECRETARY OF THE SENATE

00 AUG 14 PM 6 37

## LOBBYING REPORT

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

1. Registrant Name <u>Independent Insurance Agents of America, Inc.</u>			
2. Address <input type="checkbox"/> Check if different than previously reported <u>127 S. Peyton Street, Alexandria, VA 22314</u>			
3. Principal Place of Business (if different from line 2): City: <u>Washington</u> State/City or Country: <u>DC 20003</u>			
4. Contact Name <u>Lene Stallings</u>	Telephone <u>202-863-7000</u>	Email (optional)	5. Senate ID # <u>19228</u>
7. Client Name <input checked="" type="checkbox"/> Sell			6. House ID # <u>32000000</u>

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	
<b>12. Lobbying Firms</b> 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).	<b>13. Organizations</b> 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>960,000.00</u> Expenses (nearest \$20,000) <b>14. REPORTING METHOD.</b> 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 checked="" type="checkbox"/> Method C. Reporting amounts under section 162(e) of the Internal Revenue Code

Signature \_\_\_\_\_

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

Registrant Name LTAA 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 pages as needed.

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

16. Specific lobbying issues

- H.R. 4461/S. 2536 - FY 2001 Agriculture Appropriations Bill
- H.R. 2559 - The Agriculture Risk Protection Act
- S. 1580 - Crop Insurance for the 21st Century Act
- S. 1108 - Crop Insurance Equity Act of 1999
- S. 1666 - Farmers Risk Management Act of 1999

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

- U.S. House of Representatives
- U.S. Senate
- U.S. Department of Agriculture

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

Name	Covered Official Position (if applicable)	Yes
Thomas C. McCrocklin	Director, Federal Affairs	<input type="checkbox"/>
Robert A. Rusbuldt	Executive Vice President	<input type="checkbox"/>
Maria L. Berthoud	Vice President, Federal Gov't Affairs	<input type="checkbox"/>
Paul A. Equale	Chief Executive Officer	<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 \_\_\_\_\_ Date \_\_\_\_\_

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

Registrant Name IIAA 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

H.R. 10/S. 900 - Financial Services Modernization Act of 1999

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

U.S. House of Representatives  
U.S. Senate  
Office of the Comptroller of the Currency (OCC)  
U.S. Department of the Treasury

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

Name	Covered Official Position (if applicable)	New
Robert A. Rushaldt	Executive Vice President	<input type="checkbox"/>
Maria L. Berthoud	Vice President, Federal Gov't Affairs	<input type="checkbox"/>
Thomas C. McCrocklin	Director, Federal Affairs	<input type="checkbox"/>
Paul A. Equale	Chief Executive Officer	<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 \_\_\_\_\_ Date \_\_\_\_\_

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

Registrant Name ITAA 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 CSP (one per page)

16. Specific lobbying issues

H.R. 987/S. 1070 - Workplace Preservation Act

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

U.S. 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
Maria L. Berthoud	Vice President, Federal Gov't Affairs	<input type="checkbox"/>
Robert A. Rusbuidt	Executive Vice President	<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 \_\_\_\_\_ Date \_\_\_\_\_

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

Registrant Name TIAA 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 DIS (one per page)

16. Specific lobbying issues

- H.R. 21 - Homeowners Insurance Availability Act of 1999
- S. 1361 - Natural Disaster Protection & Insurance Act of 1999
- H.R. 2749 - Natural Disaster Protection & Insurance Act of 1999

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

- U.S. House of Representatives
- U.S. Senate
- U.S. Department of the Treasury

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

Name	Covered Official Position (if applicable)	New
<u>Thomas C. McCrocklin</u>	<u>Director, Federal Affairs</u>	<input type="checkbox"/>
<u>Maria L. Berthoud</u>	<u>Vice President, Federal Gov't Affairs</u>	<input type="checkbox"/>
<u>Robert A. Rusbuidt</u>	<u>Executive Vice President</u>	<input type="checkbox"/>
<u>Paul A. Equale</u>	<u>Chief Executive Officer</u>	<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 \_\_\_\_\_ Date \_\_\_\_\_

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

Registrant Name IIAA 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 pages as needed.

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

16. Specific lobbying issues

- H.R. 358/S. 6 - Patients' Bill of Rights Act of 1999
- S. 1344 - Patients' Rights Bill
- H.R. 2990 - Patients' Bill of Rights
- H.R. 4585 - Medical Financial Privacy Protection Act
- H.R. 4049 - Privacy Commission Act
- H.R. 1304 - Quality Health-Care Coalition Act of 2000
- H.R. 3872 - Long Term Care & Retirement Security Act of 2000

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

- U.S. 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
Maria L. Berthoud	Vice President, Federal Gov't Affairs	<input type="checkbox"/>
Robert A. Rusbuldt	Executive Vice President	<input type="checkbox"/>
Paul A. Equale	Chief Executive Officer	<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 \_\_\_\_\_ Date \_\_\_\_\_

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

Registrant Name IIAA 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 pages as needed.

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

16. Specific lobbying issues

S. 1185/H.R. 2366 - Small Business Liability Reform Act of 1999  
"Insurance Uniformity"

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

U.S. 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
<u>Maria L. Berthoud</u>	<u>Vice President, Federal Gov't Affairs</u>	<input type="checkbox"/>
<u>Robert A. Rusbuldt</u>	<u>Executive Vice President</u>	<input type="checkbox"/>
<u>Thomas C. McCrocklin</u>	<u>Director, Federal Affairs</u>	<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 \_\_\_\_\_ Date \_\_\_\_\_

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

Registrant Name IYAA 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 pages) as needed.

5. General issue area code MMM (one per page)

16. Specific lobbying issues

H.R. 614/S. 1350 - Medical Savings Accounts Improvement Act of 1999

17. Houses of Congress and Federal agencies contacted  Check if None

U.S. House of Representatives  
U.S. Senate

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

Name	Current Official Position (if applicable)	No.
<u>Maria L. Berthoud</u>	<u>Vice President, Federal Gov't Affairs</u>	<input type="checkbox"/>
<u>Robert A. Rusbuldt</u>	<u>Executive Vice President</u>	<input type="checkbox"/>
<u>Paul A. Equale</u>	<u>Chief Executive Officer</u>	<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 \_\_\_\_\_ Date \_\_\_\_\_

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

Registrant Name ITAA 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 TAX (one per page)

16. Specific lobbying issues
- H.R. 4810 - Marriage Penalty
  - H.R. 3081 - Small Business Tax Fairness Act
  - H.R. 3832 - The Small Business Tax Fairness Act
  - s. 1342 - To Repeal Federal Estate & Gift Taxes
  - H.R. 86 - Family Heritage Preservation Act
  - S. 1128 - Estate Tax Elimination Act of 1999
  - H.R. 8 - Death Tax Elimination Act
  - H.R. 1180 - Ticket to Work and Work Incentives Improvement Act of 1999
  - H.R. 3594/S. 2005 - Installment Tax Correction Act
- H.R. 1593 - Former Insurance Agents Tax Equity Act of 1999

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

U.S. 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
Maria L. Berthoud	Vice President, Federal Gov't Affairs	<input type="checkbox"/>
Robert A. Rusbuldt	Executive Vice President	<input type="checkbox"/>
Paul A. Equale	Chief Executive Officer	<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 \_\_\_\_\_ Date \_\_\_\_\_

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

Registrant Name ITAA 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 TEC (one per page)

16. Specific lobbying issues

H.R. 1714 - Electronic Signatures in Global & National Commerce Act  
S. 761 - Millennium Digital Commerce Act

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

U.S. 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
Maria L. Berthoud	Vice President, Federal Gov't Affairs	<input type="checkbox"/>
Thomas C. McCrocklin	Director, Federal Affairs	<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 Robert A. Rusbuldt Date August 14, 2000

Printed Name and Title Robert A. Rusbuldt, Executive Vice President, ITAA