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SECRETARY OF THE SENATE

05-AUG-23 1PM 12:00

# LOBBYING REPORT

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

1. Registrant name <b>National Association of Insurance and Financial Advisors</b>	
2. Address <input type="checkbox"/> Check if different than previously reported <b>2901 Telestar Court Falls Church VA 22042 USA</b>	
3. Principal place of business (if different than line 2) City _____ State/Zip or Country _____	
4a. Contact Name <b>Mr. Roland L. Panneton</b>	b. Telephone number <b>703-770-8187</b>
c. E-mail <b>rpanneton@naifa.org</b>	
5. Senate ID # <b>26901-12</b>	
7. Client Name <input checked="" type="checkbox"/> Self <b>National Association of Insurance and Financial Advisors</b>	6. House ID # <b>30246000</b>

**TYPE OF REPORT** 8. Year 2006 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><b>12. Lobbying Firms</b></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><b>13. Organizations</b></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><b>14. REPORTING METHOD.</b> Check box to indicate expense accounting method. See instructions for description of options.</p> <p><input checked="" type="checkbox"/> <b>Method A.</b> Reporting amounts using LDA definitions only</p> <p><input type="checkbox"/> <b>Method B.</b> Reporting amounts under section 6033(b)(8) of the Internal Revenue Code</p> <p><input type="checkbox"/> <b>Method C.</b> Reporting amounts under section 162(e) of the Internal Revenue Code</p>

[Edit Form >](#)

Signature Roland L. Panneton / ds Date Aug. 14, 2006

Printed Name and Title Roland L. Panneton, Senior Counsel

150520000



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 regis engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, prc 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.

17. House(s) of Congress and Federal agencies contacted  None  House  Senate  Other

[Empty box for listing contacted House(s) of Congress and Federal agencies]

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

Name	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

Signature \_\_\_\_\_ Date \_\_\_\_\_

Printed Name and Title Roland L. Panneton, Senior Counsel  
Filing #c577b606-3679-4fa1-9aea-a915e3778357 - Page 3 of 30

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Registrant Name National Association of Insurance and  
Financial Advisors

Client Name National Association of Insurance and  
Financial Advisors

**ADDENDUM for General Lobbying Issue Area** RET

16. Specific lobbying issues (continued from previous page)

HR 3912 - Flexible Retirement Security for Life Act would grant the same exclusion as HR 819 but phase in the dollar amount starting at \$1,000 in 2006 and increasing to \$20,000 by 2015.  
HR 2951 & S 1359 - NAIFA supports tax incentives for both qualified and non-qualified annuities.

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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 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 - 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 12b-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 member 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  None  House  Senate  Other

Securities and Exchange Commission  
 National Association of Securities Dealers

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

Name	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

0000250564





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 regis 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 - 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. S.2509 - The National Insurance Act would create an optional federal charter (OFC) for insurance companies and agents.

17. House(s) of Congress and Federal agencies contacted  None  House  Senate  Other

[Empty box for listing House(s) of Congress and Federal agencies contacted]

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

Name	Covered Official Position (if applicable)	P
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

0000250505

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** INS

16. Specific lobbying issues (continued from previous page)

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.

House Resolution 912 & Senate Resolution 448 - Resolutions supporting "Life Insurance Awareness Month". NAIFA supports these resolutions.

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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 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 - 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 suggested by the Tax Advisory Panel.

17. House(s) of Congress and Federal agencies contacted  None  House  Senate  Other

US Treasury Department

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

Name	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

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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 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 - 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. NAIFA concerned about impact on life insurance and annuity sales.  
HR 8, HR 183, HR 64, S 420 - Legislation to make the estate tax repeal enacted in 2001 permanent. S 34 and S 135 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  None  House  Senate  Other

Securities and Exchange Commission  
Internal Revenue Service  
US Treasury Department

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

Name	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

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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 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 - Consumer Issues/Safety/Protection (one per page)

16. Specific lobbying issues

HR 3997 & S 2169 - Financial Data Protection Act of 2006. NAIFA supports laws to prevent identity theft, but is concerned that Congress could go too far and pass laws that conflict with existing privacy laws such as GLBA & FCRA. Also, any new security law should preempt state law.

17. House(s) of Congress and Federal agencies contacted  None  House  Senate  Other

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

Name	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 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

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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 regis engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code**, prc 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. Some regulatory oversight and an "average" of state mandated 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  None  House  Senate  Other

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

	Name	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

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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.  
 H.R. 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 the 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.  
 H.R. 176 & H.R. 1177 - would allow unused flexible spending arrangement funds to be carried over to the next year. NAIFA & AHIA favors this option.  
 H.R. 27 - An "Above the line" deduction for "higher deductible" health plans coupled with HSA's. NAIFA supports.  
 S.4 The Healthy American Act. NAIFA supports many provisions but concerned over the bills support for AHPs.  
 H.R. 37, S. 978, H.R. 1872, H.R. 2063, H.R. 3873 creates Health Savings Accounts. NAIFA supports.  
 H.R. 3511, S 1569. NAIFA supports allowing states to establish LTC partnerships.

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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 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 EDU - Education (one per page)

16. Specific lobbying issues

H.R. 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. 448, H.R. 912. These Resolutions would designate September as Life Insurance Awareness Month. NAIFA supports for 2006 as well.

17. House(s) of Congress and Federal agencies contacted  None  House  Senate  Other

[Empty box for listing House(s) of Congress and Federal agencies contacted]

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

Name	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 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

0000250572





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 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 - 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 on details.

17. House(s) of Congress and Federal agencies contacted  None  House  Senate  Other

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

Name	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

0000250573

Printed Name and Title Roland L. Panneton, Senior Counsel



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

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

15. General issue area code DEF - Defense (one per page)

16. Specific lobbying issues

H.R. 458 & S. 418 - Clarifies the jurisdiction of state insurance regulators and the Dept. of Defense in  
regulating insurance agents who operate on-base. H.R. 458 passed House. S. 418 passed the Senate  
and both bills will likely go to conference. NAIFA supports.

17. House(s) of Congress and Federal agencies contacted  None  House  Senate  Other

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

Name		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

1000250574

Printed Name and Title Roland L. Panneton, Senior Counsel



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

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

20. Client new address

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

City State/Zip

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 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 client

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

Signature \_\_\_\_\_ Date \_\_\_\_\_

Printed Name and Title Roland L. Panneton, Senior Counsel

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