

MEMO# 24447

July 28, 2010

Registration Now Open: October 7-8, 2010 Internal Sales Managers Roundtable Meeting

[24447]

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TO: INTERNAL SALES MANAGERS ROUNDTABLE No. 5-10 RE: REGISTRATION NOW OPEN:
OCTOBER 7-8, 2010 INTERNAL SALES MANAGERS ROUNDTABLE MEETING

As we previously informed you, the fall 2010 meeting of the Investment Company Institute's Internal Sales Managers Roundtable has been scheduled for Thursday, October 7, 2010, from 1:00 to 5:00 pm, and on Friday, October 8, 2010, from 8:30 am to 1:00 pm. The meeting will take place at the offices of Calamos Advisors at 2020 Calamos Court in Naperville, IL.

Meeting topics will include:

- Talent development, training, and designations
- The evolution of performance metrics
- Career pathing for internal wholesalers
- Motivational practices having success in the current environment
- Integrating email marketing into Customer Relationship Management

Meeting Registration

Online registration for the meeting is available at <http://members.ici.org/reg/roundtable>.

Hotel Arrangements

A block of rooms has been reserved for meeting attendees at the Hotel Arista, which is located at 2139 CityGate Lane in Naperville (a very brief walk to Calamos' offices). To make

your hotel reservations, please call the hotel directly at 630/579-4100 before the cutoff date of September 7, 2010 and mention that you are calling as part of the Investment Company Institute room block in order to receive the discounted rate of \$139/night plus tax. ICI's group code with the hotel is 107INV.

Detailed information about the hotel is available at <http://www.hotelarista.com/>.

Hotel Arista is located approximately 27 miles from Chicago's O'Hare International Airport (a 35-minute drive) and 35 miles from Chicago's Midway International Airport (a 50-minute drive). Please refer to the hotel's website for driving directions and information about a shuttle service to and from the airport. For those of you who will be driving, there is ample parking at Calamos' offices.

Committee Dinner

An optional networking reception and dinner will be held on Thursday, October 7, at a restaurant within walking distance of both Hotel Arista and Calamos' offices. The cost to attend the dinner is \$85. You may register for the dinner when you complete your meeting registration. Please note that if you cancel a dinner registration with less notice than three business days, the \$85 fee will NOT be refunded.

Miscellaneous

Business casual attire will be appropriate for both days of the meeting and the dinner.

If you have any questions about the October meeting, please contact me at 202/326-5883 (email: brenner@ici.org). We look forward to seeing you in Naperville, IL in October.

Linda Brenner
Director
Operations and Continuing Education

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