

MEMO# 31282

July 10, 2018

Registration Now Open: October 10-11, 2018 Internal Sales Managers Roundtable Meeting

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July 10, 2018 TO: Internal Sales Managers Roundtable RE: Registration Now Open: October 10-11, 2018 Internal Sales Managers Roundtable Meeting

The Investment Company Institute's Internal Sales Managers Roundtable will meet on Wednesday, October 10, from 9:00 am to 3:00 pm, and on Thursday, October 11, from 8:30 to 11:00 am. The meeting will take place at PIMCO's office at 650 Newport Center Drive, Newport Beach, CA 92660. A continental breakfast will be provided on both October 10 and 11 and lunch will be provided on October 10.

A meeting agenda will be mailed to you closer to the meeting date. Meeting topics will include:

- Sales Force Technology and Virtual Meetings
- Managing and Working with Millennials
- Coaching Tactics and Techniques
- Recruiting, Onboarding, and Career Development for Internal Wholesalers

Meeting Registration

Online registration for the meeting is available at www.ici.org/reg/ismr. **Registration is limited to two representatives per member firm.**

Hotel Arrangements

A block of rooms has been reserved at the Island Hotel Newport Beach, 690 Newport Center Drive, Newport Beach, CA. Detailed information about the hotel is available at <https://www.fashionislandhotel.com>. To make your hotel reservations, please call the hotel directly at 1- 949-386-8361 **prior to the cutoff date of September 14, 2018** and mention that you are calling as part of the Investment Company Institute room block in order to receive the discounted rate of **\$259 + \$10 resort fee** /night plus tax. Alternatively, you may make your room reservation using [this link](#) .

The hotel is approximately 40 miles from the Los Angeles International Airport, 27 miles from Long Beach Airport, and only five miles from John Wayne International Airport. It is also within a brief walk of PIMCO's offices.

Committee Dinner

An optional networking reception and dinner will be held on Wednesday, October 10 at Canaletto Ristorante Veneto Newport Beach located at 545 Newport Center Dr., Newport Beach, CA. The cost to attend the dinner is \$115. 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 \$115 fee will NOT be refunded.**

Miscellaneous

Business attire will be appropriate for the meeting and business casual attire for the dinner. If you have any logistical questions about the October 10-11, 2018 meeting or the associated dinner, please contact Dom Liberatore at 202-326-5970 or dom.liberatore@ici.org. Please contact me with suggestions for the meeting agenda or to volunteer to be a breakout session leader or panelist.

We look forward to seeing you in Newport Beach, CA, in October.

Linda Brenner
Senior Director, Account Management

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