

MEMO# 9831

April 9, 1998

JUNE 24, 1998 SALES FORCE MARKETING COMMITTEE MEETING

[9831] April 9, 1998 TO: BROKER/DEALER ASSOCIATE MEMBERS No. 7-98 MARKETING POLICY COMMITTEE No. 11-98 SALES FORCE MARKETING COMMITTEE No. 8-98 RE: JUNE 24, 1998 SALES FORCE MARKETING COMMITTEE MEETING

The next meeting of the Investment Company Institutes Sales Force Marketing Committee will be held on Wednesday, June 24, 1998 at the Marriott @ Metro Center at 775 12th Street, NW in Washington, DC. The meeting will run from 9:30 am to noon and will be followed by a joint luncheon with members of the Institutes Direct Marketing Committee (the Direct Marketing Committee will meet in the afternoon on June 24th). Matt Fink, President of the Institute, will provide a Washington Scene Report at the luncheon. An agenda for the meeting will be sent to you as the meeting date approaches. Meanwhile, please use the attached form (or my email address) to suggest any topics that you would like to have addressed at either the Committee meeting or by Mr. Fink at the luncheon. To register for the Committee meeting and luncheon, please complete and return the attached registration form to the Institute. For hotel reservations, please call the Marriott @ Metro Center directly at 202/737-2200. Please mention that you will be attending the Institutes meeting when making your reservation in order to receive the special room rate of \$199. Also for your information, I have enclosed the minutes and a list of attendees from the January 16, 1998 Sales Force Marketing Committee meeting, which was held in New Orleans, LA. I look forward to seeing you in June. If you have any questions about the upcoming meeting or the enclosed materials, please contact me at 202/326-5883 (electronic mail: brenner@ici.org; fax: 202/326-5853). Linda Brenner Director, Sales Force Marketing and Financial Planning Services Enclosures INVESTMENT COMPANY INSTITUTE Sales Force Marketing Committee I would like to see the following topics addressed at the June 24, 1998 Sales Force Marketing Committee meeting:

_____ Name:

Company: _____ Phone
Number: _____ Please return

this form to: Linda Brenner Investment Company Institute 1401 H Street, NW Washington, DC 20005 202/326-5883 (Phone) 202/326-5853 (Fax) INVESTMENT COMPANY INSTITUTE Sales Force Marketing Committee Washington, DC June 24, 1998 Registration Form Name:

_____ Company:
_____ Address:

Marketing Committee Meeting (9:30 am - noon) _____ Joint Luncheon and "Washington

disability _____ Please return registration form to: Linda Brenner Investment Company

202/326-5853 (Fax)

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