

MEMO# 7475

December 12, 1995

AGENDA FOR JANUARY 18, 1995 MEETING

December 12, 1995 TO: SALES FORCE MARKETING COMMITTEE No. 60-95 RE: AGENDA FOR JANUARY 18, 1995 MEETING

____ Attached is the preliminary agenda for the January 18, 1996 meeting of the Sales Force Marketing Committee, which is scheduled for 8:00-10:30 am at the Sonesta Beach Hotel in Key Biscayne, Florida. Hotel and registration information was sent to you in an earlier notice. Please contact Beth Simons at 202/326-5968 if you have not yet registered for these meetings and wish to attend. As you will note from the agenda, the Sales Force Marketing Committee meeting will feature three concurrent break-out sessions. These sessions will be open only to members (or their substitutes) of the Sales Force Marketing Committee. Please indicate on the attached form the break-out session that you are most interested in attending. If you do not register for a specific break-out session, you will be assigned to one based on space considerations. If you have any questions about the agenda, or if I can be of assistance in any way, please call me at 202/326-5883. I look forward to seeing you in January. Linda Brenner Director, Sales Force Marketing and Financial Planning Services Attachments Break-Out Sessions Sales Force Marketing Committee Investment Company Institute January 18, 1996 I am interested in participating in the following break-out sessions at the January 18, 1996 Sales Force Marketing Committee meeting (please rank, with 1 being most interested and three being least interested): ____ Asset Allocation: Are There Meaningful Benefits for Clients? ____ Mutual Fund Wrap Fee Programs ____ The No-Load Marketplace Name: _____

____ Fund Company: _____ Phone Number: _____

____ Please return this form by January 11, 1996 to: Linda Brenner Investment Company Institute 1401 H Street, NW Washington, DC 20005 202/326-5868 (phone) 202/326-5878 (fax)