

MEMO# 18309

December 9, 2004

OCTOBER 14-15, 2004 ROUNDTABLE MEETING MINUTES; MARK YOUR CALENDAR

[18309] December 9, 2004 TO: SALES DESK MANAGERS ROUNDTABLE No. 6-04 RE: OCTOBER 14-15, 2004 ROUNDTABLE MEETING MINUTES; MARK YOUR CALENDAR Attached are minutes from the October 14-15, 2004 meeting of the Investment Company Institute's Sales Desk Managers Roundtable. Also attached is a presentation entitled "The Evolution of the Sales Desk into a Portfolio Powerhouse," which was given by one of the meeting speakers, Ash Rajok. These slides were not available for distribution at the meeting. Please mark your calendar with the date and location of the spring 2005 Roundtable meeting, which will be held April 6-7 at the Institute offices in Washington, DC. If you have any questions about the attached minutes or agenda suggestions for the spring meeting, please contact me at 202/326-5883 (email: brenner@ici.org). Linda Brenner Director Operations & Continuing Education Attachments Attachment no. 1 (in .pdf format) Attachment no. 2 (in .pdf format)

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