

**MEMO# 9481**

December 4, 1997

## **JANUARY 16, 1998 SALES FORCE MARKETING COMMITTEE MEETING**

[9481] December 4, 1997 TO: SALES FORCE MARKETING COMMITTEE No. 26-97 RE:  
JANUARY 16, 1998 SALES FORCE MARKETING COMMITTEE MEETING

As you are aware, the Joint Committee Meetings of the Investment Company Institute's sales, marketing, communications, and research committees will be held January 14-16, 1998 at the Sheraton New Orleans. The Sales Force Marketing Committee meeting is scheduled for 8:30 to 11:30 am on Friday, January 16, 1998. An agenda for this meeting is enclosed. As you will note, the Committee will be addressing a number of timely topics, including the NASDR's cash and noncash compensation proposals. To help you prepare for this topic, I have enclosed copies of the most recent Institute memoranda on these proposals, along with a copy of the 1995 "Report on the Committee on Compensation Practices" ("The Tully Report"), which was prepared at the request of SEC Chairman Arthur Levitt. Please review these materials prior to the meeting so that you will be able to participate in the discussion on compensation proposals and practices in the brokerage industry. I have also enclosed a registration form and schedule of events for the Joint Committee Meetings. If you have not yet returned your registration form, please do so as soon as possible. Please also call the Sheraton New Orleans (504/525-2500) to make your hotel reservation. The Institute has reserved a special rate for hotel rooms, and this rate will not be available to members who reserve their rooms after December 15, 1997. I look forward to seeing you next month. 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](mailto:brenner@ici.org); fax: 202/326-5853). Linda Brenner Director, Sales Force Marketing and Financial Planning Services Enclosures