

MEMO# 10960

May 6, 1999

JUNE 30, 1999 SALES FORCE MARKETING COMMITTEE MEETING

[10960] May 6, 1999 TO: BROKER/DEALER ASSOCIATE MEMBERS No. 3-99 SALES FORCE MARKETING COMMITTEE No. 8-99 RE: JUNE 30, 1999 SALES FORCE MARKETING COMMITTEE MEETING _____ As we previously informed you, the next meeting of the Investment Company Institute's Sales Force Marketing Committee will be held on Wednesday, June 30, 1999 from 9:30 am to 12:15 pm at the Institute offices in Washington, DC. As with our last meeting in January, this meeting will feature an in- depth discussion about mutual fund wholesaling. An agenda will be sent to you shortly. The meeting will be followed by a joint luncheon with the Institute's Direct Marketing Committee, which will then meet from 1:30 to 4 pm at the Institute offices. Julie Domenick, Executive Vice President of the Institute, will present a "Washington Scene Update" during the joint luncheon. Please note that there will be an optional networking dinner for the Committee at 6:30 pm on Tuesday, June 29th at the restaurant Vidalia, which is located at 1990 M Street, NW, Washington, DC (Telephone: 202/659-1990). Although there is no charge to attend the Committee meeting or joint luncheon, there is a \$50 fee to attend the dinner. To register for the dinner, luncheon, and Committee meeting, please complete and return the attached registration form as soon as possible. If you plan to attend the optional dinner, please enclose a check for \$50. A block of rooms has been reserved at the Washington Capital Hilton (16th and K Streets, NW; Phone: 202/393-1000 or 800/HILTONS) for meeting attendees. To obtain the special room rate of \$195 per night at the Capital Hilton, please make your reservation by June 8, 1999 (mention that you will be attending an Institute meeting when making your reservation). If you have any questions about the meeting or would if you would like to suggest topics for the Committee agenda, please contact my assistant Carlos Gomez at 202/326-5866 or send an email message to brenner@ici.org. We look forward to seeing you in June. Linda Brenner Director, Operations and Training Enclosure INVESTMENT COMPANY INSTITUTE Sales Force Marketing Committee Washington, DC June 30, 1999 Registration Form Name:

Company: _____

Telephone: _____ I will attend
the: Sales Force Marketing Committee Meeting (June 30, 9:30 am - 12:15 pm) _____
Joint Luncheon and "Washington Scene Update" (June 30, 12:15 pm - 1:30 pm) _____
Optional Dinner at Vidalia (June 29, 6:30 pm; please enclose \$50 registration fee) _____
I would like to have the following topics addressed at the Committee meeting:

_____ Please check
here if you require special services due to a disability. _____ Please return this

registration form to: Carlos Gomez Investment Company Institute 1401 H Street, NW Suite 1200 Washington, DC 20005-2148 202/326-5866 (Phone) 202/326-5853 (Fax)
gomez@ici.org

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