

MEMO# 19134

September 2, 2005

FINAL NOTICE: SEPTEMBER 22, 2005 SALES FORCE MARKETING COMMITTEE MEETING

©2005 Investment Company Institute. All rights reserved. Information may be abridged and therefore incomplete. Communications from the Institute do not constitute, and should not be considered a substitute for, legal advice. [19134] September 2, 2005 TO: SALES FORCE MARKETING COMMITTEE No. 9-05 RE: FINAL NOTICE: SEPTEMBER 22, 2005 SALES FORCE MARKETING COMMITTEE MEETING Registrations are due for the September 22, 2005 meeting of the Investment Company Institute's Sales Force Marketing Committee. As we previously informed you, the meeting has been scheduled from 8:30 am to noon at the Institute's offices at 1401 H Street, NW, in Washington, DC. Please complete and return the attached registration form as soon as possible. The meeting will feature a number of timely and important topics, including a presentation by Michael Bitterly, Head of MLIM Americas, Global Proprietary Sales, on managing and motivating a sales force, and a panel discussion moderated by Chris Blunt, EVP-Retail Investments, New York Life Investment Management, on the evolution of financial advisors. The meeting also will include an informal discussion of current fund-related sales and marketing issues. If you have any issues or questions you would like discussed during this session, please list those items on the attached form or email them to Brenner@ici.org. An informal networking dinner for committee members will be held on Wednesday, September 21st (cocktails at 6:30 pm and dinner at 7:00 pm) at the Oval Room, which is located at 800 Connecticut Avenue NW in Washington, DC; Phone: 202/463-8700. Please note that the total cost of the dinner will be divided by the number of participants, and each participant will receive an invoice AFTER the dinner. If you cancel a dinner registration with less than 48-hours notice, you will be charged for your portion of the dinner. To make a hotel reservation, please contact one of the following hotels: the Capitol Hilton at 16th & K Streets, NW, Washington, DC, phone 202/393-1000; J. W. Marriott at 1331 Pennsylvania Avenue, NW, Washington, DC, phone 202/393-2000; or the Hilton Garden Inn at 815 14th Street, NW, Washington, DC, phone 202/783-7800. Business attire will be appropriate for the meeting; business casual attire will be appropriate for the dinner. And finally, please note that ICI's Research Committee will be meeting at ICI's offices from 10:00 am to 4:00 pm on September 21st—members of the Sales Force Marketing Committee are welcome to attend the Research Committee meeting (agenda attached). 2 If you have any questions about the September meeting, please contact me at 202/326-5883 (email: brenner@ici.org). We look forward to seeing you in September. Linda Brenner
Director Operations & Continuing Education Attachment no. 1 (in .pdf format)

Copyright © by the Investment Company Institute. All rights reserved. Information may be abridged and therefore incomplete. Communications from the Institute do not constitute, and should not be considered a substitute for, legal advice.