

**MEMO# 15773**

March 19, 2003

## **REGISTRATIONS DUE: APRIL 10, 2003 ROUNDTABLE MEETING**

[15773] March 19, 2003 TO: SALES DESK MANAGERS ROUNDTABLE No. 3-03 RE: REGISTRATIONS DUE: APRIL 10, 2003 ROUNDTABLE MEETING A final agenda for the April 10, 2003 meeting of the Investment Company Institute's Sales Desk Managers Roundtable is attached. As you will note, Charlie O'Neill of Diversified Management Resources will be leading a discussion on internal wholesaler compensation models. To assist Mr. O'Neill in preparing his remarks and to ensure that the needs of the meeting attendees are met, please send me any specific questions or concerns you have related to sales force compensation models in advance of the meeting (Brenner@ici.org). If you have not yet registered for the meeting, please do so as soon as possible by returning the attached registration form. As a reminder, an optional networking dinner will be held on Wednesday, April 9th at 6:30 pm at DC Coast, which is located at 1401 K Street, NW, in Washington, DC; Phone: 202-216-5988. The cost of attending the dinner is \$60. A block of rooms has been reserved at the Hamilton Crowne Plaza (14th and K Streets, NW; Phone: 202/682-0111) for meeting attendees. The Crowne Plaza is a very brief walk from the Institute offices. Please note that business attire will be appropriate for the meeting, and business casual attire will be appropriate for the dinner. If you have any questions about the meeting, please contact me at 202/326-5883 (email: brenner@ici.org). We look forward to seeing you next month. Linda Brenner Director - Operations & Continuing Education Attachment no. 1 (in .pdf format)