

MEMO# 8381

November 7, 1996

MINUTES OF SEPTEMBER 26, 1996 MEETING

November 7, 1996 TO: MARKETING POLICY COMMITTEE No. 37-96 SALES FORCE
MARKETING COMMITTEE No. 39-96 RE: MINUTES OF SEPTEMBER 26, 1996 MEETING

_____. Attached for your information are the minutes of the September 26, 1996 Sales Force Marketing Committee meeting, along with a list of meeting attendees. As you are aware, the Institutes marketing, communications, and research committees will be meeting January 14-15, 1997 at the Scottsdale Princess Hotel in Scottsdale, Arizona. You should have already received logistical information and a registration form for these joint meetings under separate cover. An agenda for the January 15, 1996 Sales Force Marketing Committee will be sent to you as the meeting date nears. As always, if you have any suggestions for topics that you would like to see addressed at that meeting or if you are interested in making a presentation, please let me know. If you have any questions about the enclosed minutes or if I can be of assistance in any way, please call me at 202/326-5883 (electronic mail: brenner@ici.com). Linda Brenner Director, Sales Force Marketing and Financial Planning Services Attachments INVESTMENT COMPANY INSTITUTE Sales Force Marketing Committee Name: Title: Company: _____ Phone _____

Number: _____ I would like to see the following topics addressed at the January 15, 1997 Sales Force Marketing Committee meeting:

_____. Please return this form to: Linda Brenner Investment Company Institute 1401 H Street, NW Washington, DC 20005 202/326-5883 (phone) 202/326-5853 (fax)