

MEMO# 5150

September 14, 1993

UPDATED BROKER COMPLIANCE HANDBOOK

September 14, 1993 TO: SALES FORCE MARKETING COMMITTEE NO. 46-93 RE: UPDATED
BROKER COMPLIANCE HANDBOOK

Enclosed is an updated version of the DO & DON'T Handbook that addresses the new NASD rule governing asset-based and other investment company sales charges. It also includes the entire revision of Article III, Section 26(d) of the NASD Rules of Fair Practice in its appendix. For busy registered representatives, this 10- page (plus 14-page appendix) booklet highlights the key points for complying with SEC and NASD rules and regulations. Illustrated with cartoons, it is easy but essential reading. This may be a good opportunity for you to help your distributors comply with the new rules. Additional copies are available at 60 cents each, with multiple copies available at 55 cents each (100-999 copies) or 50 cents each (1000+ copies). Please use the enclosed order form for orders. Your firm's name and logo may be imprinted on the back of this brochure. Call Elizabeth Velte at (202) 955-8417 for more information about our printing service. Please call me at (202) 955-3540 with any questions or comments.
Barbara Levin Director - Sales Force Marketing and Financial Planning Services Enclosure

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