

MEMO# 2375

December 11, 1990

JANUARY 17 MEETING

December 11, 1990 TO: SALES FORCE MARKETING COMMITTEE NO. 30-90 RE: January 17 Meeting _____ Enclosed is a preliminary agenda for the January 17, 1991, meeting of the Sales Force Marketing Committee. Please feel free to call me or Claude Thomas if you have any questions or suggestions. As you know, we have invited our broker-dealer associate members to join us at that meeting. To date, three firms have accepted the invitation: Bateman Eichler Hill Richards; Nathan & Lewis; and Main Street Management Company. With the retirement of Claude Thomas our committee is, with regret, completing the first phase of its history. Along with the agenda I have enclosed a synopsis of committee activities over the past five years. I hope you will find time to look at the synopsis and come to the January meeting prepared to contribute to a brief discussion of future committee activities. As is customary in January, we will hold our meeting in conjunction with meetings of the Research Committee and the other three marketing committees. They will be held at the Doral Ocean Beach Resort in Miami Beach, Florida. You should already have received a three-day schedule for the series of meetings. If you have not already done so, please notify Clare Glynn's office in writing about your plans for attending the meetings and make your room reservations directly with the hotel as soon as possible. Also, if you plan to join us Wednesday night for the dinner honoring Claude Thomas and have not already contacted me, please let me know about that before the end of December. (The other dinners will be the same evening for (1) the Research Committee and (2) the other marketing/communications committees.) I look forward to seeing you in Florida. Barbara Levin Director, Sales Force Marketing and Financial Planning Services