

MEMO# 11311

October 18, 1999

SPEAKER HANDOUTS: OCTOBER 1999 MEETING

[11311] October 18, 1999 TO: SALES DESK MANAGERS ROUNDTABLE No. 4-99 RE: SPEAKER HANDOUTS: OCTOBER 1999 MEETING

Attached are copies of the slides that were shown by Ed Sierawski during his presentation on sales training at the October 14-15, 1999 meeting of the Investment Company Institute's Sales Desk Managers Roundtable in Charlotte, North Carolina. I have also enclosed several flyers describing various Institute training resources that may be of interest. The next Roundtable meeting will be held in the spring of 2000. If you would like to assist with the planning of this meeting, please contact me at 202/326-5883 (email: brenner@ici.org). Thank you very much. Linda Brenner Director, Operations and Training Enclosures

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