

MEMO# 2235

October 1, 1990

UPDATED EDITION OF DO & DON'T HANDBOOK [1~

October 1, 1990 TO: MEMBERS INTERESTED IN PUBLIC INFORMATION NO. 10-90 RE:
Updated edition of Do & Don't Handbook [1@

Enclosed is an updated edition of The Do & Don't Handbook for registered representatives who sell mutual funds. The changes to the Handbook are mostly minor technical ones, except for point #15. The Do & Don't Handbook highlights some of the most important NASD and SEC rules with which registered representatives must comply when selling mutual funds. It is a training tool and is not cleared for use as sales literature. The Handbook is popular among wholesalers as a gift to brokers to help establish relationships, and is also an excellent sales training tool. Additional copies may be ordered at \$.60 per copy. Barbara Levin Director, Sales Force Marketing and Financial Planning Services

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