

MEMO# 7521

December 27, 1995

FINAL AGENDA: JANUARY 18, 1996 MEETING

December 27, 1995 TO: SALES FORCE MARKETING COMMITTEE No. 64-95 BROKER/DEALER
ASSOCIATE MEMBERS No. 27-95 RE: FINAL AGENDA: JANUARY 18, 1996 MEETING

Attached is the final agenda for the January 18, 1996 meeting of the Sales Force Marketing Committee, which is scheduled for 8:00-10:30 am at the Sonesta Beach Hotel in Key Biscayne, Florida. As you will note from the agenda, the Sales Force Marketing Committee meeting will feature three concurrent breakout sessions. The session on asset allocation will be led by Dave Conine of Merrill Lynch; Bob Leo of MFS Distributors, Inc. will lead the discussion on mutual fund wrap fee accounts; and the session on the no-load marketplace will be led by Dick Humphrey of Van Kampen American Capital. These sessions will be open only to members (or their substitutes) of the Sales Force Marketing Committee and to broker/dealer associate members. If you have not already returned a registration form indicating your preference for breakout sessions, please fax the attached form to the Institute as soon as possible. If you do not register for a specific breakout session, you will be assigned to one based on space considerations. If you have any questions about the agenda, or if I can be of assistance in any way, please call me at 202/326-5883. I look forward to seeing you in January. Linda Brenner Director, Sales Force Marketing and Financial Planning Services Attachments

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