

**MEMO# 8906**

June 17, 1997

## **JUNE 12, 1997 SALES FORCE MARKETING COMMITTEE MEETING**

June 17, 1997 TO: BROKER/DEALER ASSOCIATE MEMBERS No. 13-97 SALES FORCE MARKETING COMMITTEE No. 16-97 RE: JUNE 12, 1997 SALES FORCE MARKETING COMMITTEE MEETING

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As you are aware, the next meeting of the Investment Company Institutes Sales Force Marketing Committee is scheduled for 9:00 am to noon on Thursday, June 12, 1997 at the Institute offices in Washington, DC. If you plan to attend this meeting and have not yet returned your registration form, please do so as soon as possible. At the meeting, the Committee will receive an update about several critical legislative and regulatory issues affecting the mutual fund industry, including the SECs profile prospectus proposal, the NASDRs proposal on bond fund risk ratings, and retirement savings. The Committee will also review the recent speech by Barry Barbash, SEC Director, Division of Investment Management, entitled "Fund Disclosure: The Sequel." In preparation for the update and discussion, I have enclosed a copy of Mr. Barbashs speech, along with a copy of a recent speech by Institute President Matthew Fink, which touch upon many of the legislative and regulatory issues that will be discussed at the meeting. Please review these materials prior to the meeting. I look forward to seeing you next month. If you have any questions about the upcoming meeting or the enclosed materials, please call me. Also, please let me know if you would like any topics added to the attached Committee agenda. I can be reached at 202/326-5883 (electronic mail: [brenner@ici.com](mailto:brenner@ici.com); fax: 202/326-5853). Linda Brenner Director, Sales Force Marketing and Financial Planning Services Enclosures

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