

MEMO# 6257

October 6, 1994

1994 PUBLIC RELATIONS SEMINARS - SECOND NOTICE

October 6, 1994 TO: DIRECT MARKETING COMMITTEE NO. 29-94 MARKETING POLICY COMMITTEE NO. 44-94 PUBLIC INFORMATION COMMITTEE NO. 32-94 RESEARCH COMMITTEE NO. 26-94 SALES FORCE MARKETING COMMITTEE NO. 40-94 SHAREHOLDER COMMUNICATIONS COMMITTEE NO. 27-94 SMALL FUNDS COMMITTEE NO. 14-94 RE: 1994 PUBLIC RELATIONS SEMINARS - SECOND NOTICE

_____ This year the Institute is conducting one-day seminars on public relations in four cities: New York -- Tuesday, October 18 Chicago -- Wednesday, November 2 Boston -- Thursday, November 10 San Francisco -- Friday, December 8 TOPICS TO BE COVERED These seminars are designed to provide participants with basic information on how to run a successful public information/public relations program in the mutual fund industry. Leading public relations executives in the fund industry and other experts will present this information, which will include insights into the operation of some of the most successful public relations programs in the industry. A panel of financial journalists from major national and regional news organizations, including Money Magazine, will explain what information they need from you -- and the best way to communicate with them. And they will answer your questions. In addition, part of the day will be devoted to a special workshop on crisis communications, which will be conducted by Robert Irvine, president of the Institute for Crisis Management. NEW YORK AGENDA ATTACHED The agenda for the New York seminar is attached. The afternoon session at every location will be the same, and speakers at the other morning sessions will represent a similar level of expertise and mix of news organizations. WHO SHOULD ATTEND * Anyone responsible for developing publicity for a mutual fund. * Anyone in a position to respond to the news media. * Anyone with management responsibility for, or liaison with, marketing/advertising/public relations. * Anyone interested in a better understanding of what PR can do. NOTE: Registration is limited to employees of Institute member firms and their public relations/advertising/or other marketing vendor firms. Non-members of the Institute must accompany their registration form with a letter confirming their relationship with an ICI member firm, signed by an executive of that firm. TIMES Registration will begin at 8:30 a.m. with coffee and pastries served. Seminars will begin at 9:30 a.m., and end at approximately 4:00 p.m. Lunch will be provided. LOCATIONS AND DATES New York -- October 18 The Drake Swissotel New York 440 Park Avenue New York, NY 10022 212/421-0900 Special Rate: \$150 single/double (call before September 26) Chicago -- November 2 Park Hyatt Chicago 800 North Michigan Avenue Chicago, IL 60611 312/280-2222 Special Rate: \$150 single/double (call before October 10) Boston -- November 10 The Westin Hotel 10 Huntington Avenue Boston, MA 02116 617/262-9600 Special Rate: \$180 single/double (call before October 19) San Francisco -- December 8 Hyatt Regency San Francisco 5 Embarcadero Center San Francisco, CA 94111

415/788-1234 Special Rate: \$140 single/double (call before November 16) Please make your own hotel reservation, and mention the Institute to receive the special rate. HOW TO REGISTER To register, complete the attached registration form and return it, along with a check for \$200 for the first registration and \$125 per additional registration for the same fund group (non-members should submit a check for \$325 for each registration) to: Conference Registration Investment Company Institute 1401 H Street, NW, Suite 1200 Washington, DC 20005 ADDITIONAL INFORMATION For more registration information, please contact Conference Registration at 202/326-5968. For additional information on the content of the program, contact Erick Kanter at 202/326-5860.

Copyright © by the Investment Company Institute. All rights reserved. Information may be abridged and therefore incomplete. Communications from the Institute do not constitute, and should not be considered a substitute for, legal advice.