

**AIMSE**  
INTERNATIONAL



AIMSE 16th ANNUAL CONFERENCE

Thursday 29 January 2004

## COMMUNICATION IN A DIFFICULT ENVIRONMENT

REGISTER NOW

DON'T MISS THIS  
PRESTIGIOUS CONFERENCE WITH MANY  
LEADING INDUSTRY SPEAKERS

AN OPPORTUNITY TO NETWORK AND  
ENGAGE IN DISCUSSION WITH  
INDUSTRY LEADING FIGURES

See the attached programme and  
complete your registration immediately

Includes delegate dinner on Wednesday 28 January

Venue: Radisson Edwardian Mayfair  
Stratton Street  
London  
W1A 2AW

Association of Investment Management Sales Executives



## DINNER BOOKING FORM

Wednesday 28 January 2004

I would like to attend the dinner

I will not be able to attend the dinner

Please provide details of any particular dietary requirements

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Please fax this form, together with the completed Registration form, to +44 (0)20 7734 1132

**AFTER DINNER SPEAKER:**  
**Paul Haines, Investment Partner**  
**Lane, Clark and Peacock**

## COMMUNICATION IN A DIFFICULT ENVIRONMENT

8.30 - 9.00	<b>Registration and Coffee</b>
9.00 - 9.05	<b>Introduction</b> Joe McDevitt - <i>PIMCO Europe Limited</i>
9.05 - 9.30	<b>How to win in difficult times</b> Paul Price - <i>MFS International (UK) Ltd</i> Moderator - Frank Doyle - <i>Citigroup Asset Management</i>
9.30 - 10.30	<b>How can managers and consultants communicate better?</b> Nick Fitzpatrick - <i>Hewitt Bacon and Woodrow</i> John Nestor - <i>Citigroup Asset Management</i> Moderator - Joe McDevitt - <i>PIMCO Europe Limited</i>
10.30 - 11.00	<b>Break</b>
11.00 - 12.00	<b>Are we in partnership to serve our institutional clients?</b> Nigel Taylor - <i>UBS Global Asset Management</i> Peter Hunt - <i>Fidelity Investments</i> Moderator - Julia Hobart - <i>Mercer Investment Consulting</i>
12.00 - 12.45	<b>Managing your messages and making sure they count in difficult presentations on Fixed Income</b> Jason Windawi - <i>Windawi Associates</i> Rob Marsden - <i>Mercer Investment Consulting</i> Moderator - Steve Wiltshire - <i>Frank Russell</i>
12.45 - 2.15	<b>Lunch</b>
2.15 - 3.15	<b>Managing your messages and making sure they count in difficult presentations on Fixed Income - Feedback</b> Jason Windawi - <i>Windawi Associates</i> Rob Marsden - <i>Mercer investment Consulting</i> Moderator - Steve Wiltshire - <i>Frank Russell</i>
3.15 - 4.15	<b>Advertising and brand management</b> John Paterson - <i>Citigate Albert Frank</i> Moderator - Nigel Morecroft - <i>Baillie Gifford</i>
4.15 - 4.45	<b>Break</b>
4.45 - 5.45	<b>Press Relations</b> Julian Samways - <i>Schroder Investment Management</i> Mike Foster - <i>Financial News</i> Moderator - Terry Faulkner - <i>National Association of Pension Funds</i>
5.45 - 5.50	<b>Conference Close</b> John Nestor - <i>Citigroup Asset Management</i>
5.50	<b>Drinks Reception</b>



# REGISTRATION

## 3 EASY WAYS TO REGISTER

- (1) Post: AIMSE International  
C/o First Floor, 7 Holyrood Street,  
London SE1 2EL
- (2) Fax: +44 (0)20 7357 0124
- (3) Email: aimse@grcomms.co.uk

## TERMS & CONDITIONS

### ARE YOU REGISTERED?

If you have not received a confirmation before the Conference please telephone **+44 (0) 20 7357 0070** to confirm. With variable postal conditions your booking may be held up on its way to us, or your confirmation delayed in a similar way.

### VAT

Under EU Customs & Excise regulations delegates from all countries are required to pay VAT on any event taking place in the EU.

### CANCELLATION

All cancellations must be received in writing. Cancellations received 14 working days before the event (8 January) will be issued with a refund less a 10% (+VAT) service charge. Cancellations received between 14 and seven days before the event will be issued with a refund less a 50% (+VAT) service charge. It is regretted that no refunds will be made or invoices cancelled after this date. Substitutions are welcome at any time.

### DISCLAIMER

It may be necessary for reasons beyond the control of AIMSE International to alter the content and timing of the programme or the identity of the speakers.

### CONFERENCE HANDBOOKS

Copies of the presentations provided to the delegates on the day are available even if you are unable to attend. Simply send this completed form together with your payment of **£90.00** to reserve your copy. Presentations will be sent to you within 28 days of the event.

### CONTACT INFORMATION

AIMSE International  
First Floor, 7 Holyrood House,  
London SE1 2EL  
**Tel:** +44 (0)20 7357 0070  
**Fax:** +44 (0)20 7357 0124  
aimse@grcomms.co.uk

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## COMMUNICATION IN A DIFFICULT ENVIRONMENT

Please include all details below

(Dr/Mr/Mrs/Miss/Ms) Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/Post Code: \_\_\_\_\_

Country: \_\_\_\_\_

Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

### FEES

- Annual Corporate Membership Fee £400.00 inc VAT  
 **PLUS** Member Delegate Fee £700.00 inc VAT

If you are sending over four delegates, please call **+44 (0)20 7357 0070** to find out about the fantastic savings you could make

- Non-Member Delegate Fee (investment managers and consultants) £1,000.00 inc VAT  
 Other Professionals' Delegate Fee £1,650.00 inc VAT  
 Delegate pack: £90.00 inc VAT

Enclosed is my cheque for £..... payable to AIMSE International.

Bank Transfer: To pay via bank transfer, please tell your bank to include the event code **UKAC04** and the delegate's name in the transfer instructions.

Transfers should be made to: Lloyds Bank TSB, Knightsbridge Branch  
Po Box 633, 79/81 Brompton Road,  
London, SW3 1DD

**Account Name:** AIMSE International **Account Number:** 0950527

**Sort Code:** 30-94-81 **Swift Code:** LOYDGB2L

**Please fax a confirmation of your bank transfer to AIMSE International by fax.**

I wish to pay by credit card, my details are:

Card Number:

Expiry Date:     Please note: We do not accept Diners Card

Signature: \_\_\_\_\_

