



IDS Financial Services Inc.  
IDS Tower 10  
Minneapolis, Minnesota 55440  
(612) 671-3171

William J. McKinney  
Vice President  
Field Management Support

August 4, 1992

Ms. Ursala Mac Tisell  
Welcome Portugal  
Avenida Almirante Gago Coutin Ho 82  
1700 Lisbon, Portugal

Dear Ursala:

The 1992 IDS President's Advisory Council Conference in Lisbon was one of our most successful ever. Not only did we have our largest number of qualifiers, we have also had the greatest number of positive comments about the Conference experience.

Our people loved Portugal!

Ursala, in large measure the success of our Conference was because of your excellent contributions. You were instrumental in helping us select the appropriate venues, you gave us sound advice and you gently pushed us in the right direction.

More important, was the feeling we had for you as a business associate. You were sincere, extremely conscientious and highly professional.

The evenings at Guincho and St. George's Castle were highlights for most of the delegates. It was not difficult to detect your "behind the scenes" direction of these events, which went beyond our expectations.

On behalf of all IDS participants, the Company, and especially Del and I, much appreciation for a job extremely well done. If we can ever be of service to you please allow us to do so.

We look forward to our next visit to warm and wonderful Portugal. Best wishes for continued success.

Best personal regards.

Sincerely,

William J. McKinney  
Conference Chairman

cc: Janis Heaney  
Megan McSkimming