

# Memorandum

## **HOUSEHOLD INTERNATIONAL**

Date: March 13, 1984  
Subject: Takeover Defense Procedures  
To: R. C. Roselli

Various memoranda have been written to date concerning possible defenses and procedures pertaining to takeover attempts. I need a more formal and definitive statement of our procedures, assigned responsibilities and action plans and steps in the event of a takeover attempt. Whereas the previous memoranda have outlined our programs and action steps in general, I am looking for more of a step-by-step, who does what, when, that would be used as a specific game plan in the event of a takeover attempt. The document will be given to selected Board members. We need to consider now, in connection with the procedures, who we would use as a proxy solicitation firm, investment banker, outside law firm, etc. (and whether any of the above should be placed on retainer at this time).

Ask for help from the Law Department as you see fit. Let's discuss any questions and the timetable.

J. D. Pinkerton

JDP/vbh

H001569

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2700 Sanders Road  
Prospect Heights, Illinois 60070  
(312) 564.5000

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