



News for Corporate Information Professionals June InfoPro Monthly

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Special Announcement: Corporate Information Professionals—We Want Your Input!

Are you interested in sharing your ideas? If you are attending SLA this June in Vancouver, B.C., we want to invite you to participate in a focus group to provide LexisNexis with your thoughts and needs related to our product, content and marketing message. As a token of appreciation for your time, you will receive a \$100 American Express® Gift Card.

To reserve your spot at one of our sessions, please visit our [registration page](#).

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Don't miss LexisNexis® at SLA 2014

This year, as you're making your plans to attend SLA in Vancouver, don't forget to add LexisNexis® Booth #723 to your list of must-sees. As a Gold Partner sponsor of the 2014 conference, we're doing even more to enhance your conference experience.

[Read the full article »](#)

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Research Tip from Customer Consulting: Improve Your Nexis® Alerts

Improve your Nexis® alerts with stronger search methods—here's a step-by-step guide.

[Read the research tip here »](#)

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“Nexis® 101” Webinars. Learn the Basics. Get up to Speed.

Nexis® 101 is available to all *nexis.com*® users and is a 30-minute Webinar. The next training courses will take place on Tuesday, June 10 and Tuesday, June 24. You can register for any of the upcoming sessions at lexisnexis.com/nexis101. The Nexis 101 sessions are great for new users or for anyone who needs a quick refresher. They will cover the basics of using the Nexis service, such as:

- Navigation
- Setting up alerts
- Working with results
- And more!

[Register today »](#)

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Searching for Negative News on Nexis® Video

Learn techniques to find negative news about a person or company.

[Watch the video »](#)

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New Information for LexisNexis® for Development Professionals Users

We are pleased to share that we've added WealthEngine® Wealth Scores to LexisNexis® for Development Professionals. WealthEngine ratings and scoring content provides the critical insights into donors and prospects you need to build effective fundraising programs.

Training sessions are available for those who wish to learn more about how to use WealthEngine scoring content and LexisNexis for Development Professionals to:

- Identify wealthy donors and create targeted executive lists
- Find valuable executive, company and industry information (via LexisNexis® Dossier Suite)
- Learn about philanthropic giving trends by creating a sophisticated news search, and save searches for future reference
- Uncover donors' areas of interest by finding articles they've written in journals and other specialized publications

[To request training, click here »](#)

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Best-in-Class Practices for Drinking from the Fire Hose, Complimentary Aberdeen White Paper

What separates best-in-class sales teams from laggards? According to Aberdeen, best-in-class firms are nearly three times more likely than others to report high levels of sales information accuracy, and nearly one-third less likely to indicate poor-quality data integrity levels.

What does that mean? It means *the more comprehensive information you have on prospects and customers from sources like LexisNexis® Sales Intelligence Solutions, the more successful you and your team will be.*

Best-in-class teams are tapping into rich, one-stop information sources to:

- Ensure they spend minimal time chasing down contact information, recent financials and

other important details that detract from selling hours (LexisNexis® Prospect Portfolio)

- Make smarter decisions by delivering sales intelligence directly to the sales person's inbox instead of relying on them to hunt and search for what they need (LexisNexis® Smart Meeting)

[Download the white paper »](#)

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LexisNexis Acquires Wunelli for Greater Telematics Insights, Speed to Market

LexisNexis® Risk Solutions announced it is expanding its global usage-based insurance (UBI) solutions with the acquisition of Wunelli, an industry-leading telematics data services company based in the United Kingdom. Together, the companies will empower insurers to leverage telematics data to make timely, informed decisions, reduce risk exposure and improve consumers' experience with usage-based insurance.

[Read the press release »](#)

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Electronic Health Records: Finding the Return on Investment Insights Paper

To some health-care providers, the value of electronic health records (EHRs) is controversial. Better access to patient information, clinical decision support, and automated reporting is often coupled with slower workflow, new opportunities for mistakes, and updated fraud schemes. While many practitioners understand the intended benefits of the platforms, the time consuming and often expensive process of maturing a complex EHR can elicit uncertainty from the most motivated health-care change agents. After large investments in core EHR platforms, many are asking, where is the ROI?

As patient portals continue to solidify their role in patient engagement and effective health-care delivery, the right deployment considerations will help maximize the clinical and financial benefits.

Selecting the right identity resolution technologies for a patient portal is crucial to creating a patient-friendly and secure online experience that increases patient enrollment, drives utilization, protects patient health information, and prevents malicious behavior and fraud.

[Download the insights paper »](#)

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New Sources: April 2014

[Link to review new sources via nexis.com®](#)

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Popular Links

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