

Search Tips for using the

LexisNexis™ for Client Development

Focused research results for client development work—all in one place.

Sign On

1. Go to your customized url.
2. Enter your personal ID and password.
3. Check the *Remember ID and Password* box
4. Click **Login Now**.

Note: Your ID is associated with billing; once you select a tab, you'll be given an opportunity to enter a project name or number.

Pick a Tab

LexisNexis™ for Client Development has been built *by* sales and marketing professionals *for* sales and marketing professionals. Of key interest is the simplicity and streamlined design of the tabs, that will give you focused research results on companies, industries, people, or news. To begin your search, simply pick from one of the following tabs.

- | | |
|-----------------------------------|--|
| <i>Search an Industry/Company</i> | Find company profiles, key financials, SIC hierarchy, and more, on a company or industry |
| <i>Search Key People</i> | Identify key decision makers and executive listings |
| <i>Search Recent Events</i> | Quickly find company announcements, events, product releases, and more |
| <i>E-mail Alerts</i> | Stay informed automatically of company and industry news, events, financials, and more |

Search an Industry/Company

Once you have selected the *Industry/Company* tab, you'll be given an option to search on companies or industries. First, let's explore the *Company Dossier* tab.

LexisNexis™ Company Dossier

The *Company Dossier* tab provides information on companies, and is subdivided into three tabs—*Find a Company*, *Prospecting*, and *Compare Companies*.

Find a Company

Select the *Find a Company* tab to find a company's profile that includes a company description, address information, key financials, SIC hierarchy, executive listing, subsidiary list, stock charts and quotes, D-U-N-S numbers, and more.

The screenshot shows the 'Find a Company' search form within the 'Company Dossier' tab. The form includes fields for Company Name, Ticker Symbol, D-U-N-S Number, Company Type (dropdown), Terms, Search within (Business Description dropdown), Headquarters (checkbox for 'Only show company headquarters locations'), City, Postal Code, Area Code, County, State/Province (dropdown), and Country (dropdown). A red callout box points to the Company Name field with the text 'Simply start your search with a company name or ticker symbol.' Another red callout box points to the Search within dropdown with the text 'Select other fields as needed.'

Prospecting

Select the *Prospecting* tab to target prospective accounts by sales/revenue, assets, liabilities, earnings per share, return on equity, geographic determiners, and more. Generate and download a lead list.*

* Subject to terms and conditions.

The screenshot shows the 'Prospecting' filter form within the 'Company Dossier' tab. The form is organized into two columns: 'Above' and 'Below'. The rows represent different financial and operational metrics: Sales/Revenue, Assets, Liabilities, Market Cap, Earnings Per Share (12 month basis), EPS Growth Rate (5 year estimate), Price/Earning Ratio (12 month basis), and Return On Equity. Each metric has two input fields, one for 'Above' and one for 'Below'.

Compare Companies

Use the *Compare Companies* tab to enter up to 5 companies or ticker symbols for comparison.

The screenshot shows the 'Compare Companies' tab selected in the 'Industry Dossier' section. The interface includes a navigation bar with 'Find a Company', 'Prospecting', and 'Compare Companies'. Below the navigation bar, there is a text area with instructions: 'Enter up to 5 companies or ticker symbols for comparison. Be sure to specify either the company name or the ticker symbol. The report will compare balance sheet, income statement, and ratio information for companies that are listed on one of the US stock exchanges. Balance sheet and income statement information will be reported in the currency that the company reports to the SEC.' The form contains five rows for input, each with a 'Company Name' field and a 'Ticker' field, separated by an 'OR' label. A 'Compare' button is located to the right of the input fields. Below the input fields, there is a 'Project ID' field with the value 'test' and a 'History' link. A 'Clear Form' link is also present.

LexisNexis™ Industry Dossier

Use the *Industry Dossier* tab to locate information on an industry as well as the industry hierarchy.

Find an Industry

Find an industry by description or SIC code.

The screenshot shows the 'Find an Industry' tab selected in the 'Industry Dossier' section. The interface includes a navigation bar with 'Find an Industry' and 'Browse Industry Hierarchy'. Below the navigation bar, there is a text area with instructions: 'Enter information in the form below, then click the Find button to see a list of industries that meet your criteria.' The form contains two input fields: 'Terms' and 'SIC'. The 'Terms' field has a placeholder text: 'Type a complete or partial Industry name (ex. Metal)'. The 'SIC' field has a placeholder text: 'Separate multiple SIC codes using commas.' A 'Find' button is located to the right of the input fields. A 'Clear Form' link is also present.

Browse Industry Hierarchy

Browse an industry by SIC division structure.

Company Dossier | **Industry Dossier**

[Find an Industry](#) | **[Browse Industry Hierarchy](#)**

Click the + and - icons to browse the hierarchical listing of industries by SIC code. Select an industry, then click the OK button to retrieve the Industry Dossier reports for that industry.

Explore SIC Division Structure **OK**
[Clear Form](#)

- Division A: Agriculture, Forestry, And Fishing
- Division B: Mining
- Division C: Construction
- Division D: Manufacturing
- Division E: Transportation, Communications, Electric, Gas, And Sanitary Services
- Division F: Wholesale Trade
- Division G: Retail Trade
- Division H: Finance, Insurance, And Real Estate
- Division I: Services
- Division J: Public Administration

Search Key People

Quickly identify key decision makers, find commonalities, and associated companies, career movements, and events.

Key People ?

Enter information in the form below, then click the Find button.

Last Name

First Name

Company Name

Keywords or Phrases

Date

Find
[Clear Form](#)

Search Recent News

Find company announcements, news, product releases, press releases, mergers and acquisitions, divestitures, consolidations and more.

News Search ?

Enter information in the form below, then click the Find button.

Company Name

Keywords or Phrases

Date (The news is for the last 90 days only)

[Clear Form](#)

Case Scenarios and Examples

Obtain a comprehensive report on a company

Find a Company

Click the **Search an Industry/Company** tab. Select the **Company Dossier** tab, **Find a Company** with just one search.

Generate a lead list

Prospecting

Click the **Search an Industry/Company** tab. Use the **Company Dossier** tab, **Prospecting**. Enter just one search.

Compare up to 5 companies

Compare Companies

Click the **Search an Industry/Company** tab. Go to the **Company Dossier** tab, **Compare Companies**. Simply enter the five company names or ticker symbols.

Find information about an industry

Find an Industry

Click the **Search an Industry/Company** tab. Use the **Industry Dossier** tab, **Find an Industry**.

Browse industry information by SIC hierarchy

Browse Industry Hierarchy

Click the **Search an Industry/Company** tab. Use the **Industry Dossier** tab, **Browse Industry Hierarchy**.

Find key decision makers

Search Key People

Use the **Search Key People** form that will retrieve biographies by person or company name.

Learn of recent company announcements and events

Search Recent News

Turn to the **Search Recent News** to learn about recent company news.

Stay informed of news and company information automatically

E-mail Alerts

Click the **E-mail Alerts** tab and set up a scheduled search, delivered right to your inbox.

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