

# What is the future of client development work?

A new service from LexisNexis™ that delivers the *business intelligence you need in record time.*

## Introducing... LexisNexis™ for Client Development

**One integrated service for all of your client development needs. So that you can—**

- identify companies by industry and region
- prioritize leads based on company revenue and profitability
- profile companies...from financial status to compliance entanglements to product development efforts
- uncover competitive vulnerabilities
- monitor brands, product releases, and press announcements
- stay informed of anti-spamming news, regulations, and legislation



# Get focused research results *quickly.*

With streamlined tabs, searching is easy. All you need is a company or person name. Let the form do the rest.

## 1. Find a Company

Find a company's profile including description, financials, executives, subsidiaries, and more.

## 2. Prospecting

Generate lead lists by revenue, sales/liabilities, geographic determiners, and more.

## 3. Compare Companies

Compare up to 5 companies.

## 4. Find an Industry

Find an industry by description or SIC code.

## 5. Browse Industry Hierarchy

Browse an industry by SIC division structure.

## 6. Search Key People

Identify key decision makers, career moves, and more.

## 7. Search Recent News

Quickly find news articles on company announcements, product releases, mergers and acquisitions, consolidations, and more.

## 8. Email Alerts

Stay informed automatically of company news, financials, events, and more.

## Do you have clients?

Get LexisNexis™ for Client Development—the *future* of client development work to help you *gain a competitive edge.*

For more details, visit

[www.lexisnexis.com/client](http://www.lexisnexis.com/client). Or call your account Representative or **800.227.4908**. Ask about a limited time discount\*.

The screenshot shows the LexisNexis search interface. At the top, there are navigation tabs: "Search a Company/Industry", "Search Key People", "Search Recent News", and "E-mail Alerts". Below this is a header with "LexisNexis" and two main sections: "Company Dossier" and "Industry Dossier". Under "Company Dossier", there are three sub-tabs: "Find a Company", "Prospecting", and "Compare Companies". The "Find a Company" tab is active. The main content area contains a search form with the following fields: "Company Name" (text input), "Company Type" (dropdown menu with "All Companies" selected), "Employees" (range from "From" to "To" text inputs), "Industry/SIC" (text input with a "SIC Lookup" link), "Terms" (text input), "Search within" (dropdown menu with "Business Description" selected), "Headquarters" (checkbox for "Only show company headquarters locations"), "City" (text input), "Postal Code" (text input), "Area Code" (text input), "County" (text input), "State/Province" (dropdown menu with "Alabama", "Alaska", "Alberta" visible), and "Country" (dropdown menu with "All Countries", "Afghanistan" visible). A "Find" button is located to the right of the "Company Name" field.

The screenshot shows the LexisNexis search interface in the "Prospecting" mode. At the top, there are navigation tabs: "Search a Company/Industry", "Search Key People", "Search Recent News", and "E-mail Alerts". Below this is a header with "LexisNexis" and two main sections: "Company Dossier" and "Industry Dossier". Under "Company Dossier", there are three sub-tabs: "Find a Company", "Prospecting", and "Compare Companies". The "Prospecting" tab is active. The main content area contains a search form with the following fields: "Sales/Revenue" (range from "Above" to "Below" text inputs), "Assets" (text input), "Liabilities" (text input), "Market Cap" (text input), "Earnings Per Share (12 month basis)" (text input), "EPS Growth Rate (3 year estimate)" (text input), "Price/Earning Ratio (12 month basis)" (text input), and "Return On Equity" (text input). Below these fields is a "Project ID" field with the value "test" and a "History" link. At the bottom, there is a section titled "Check one or more of the boxes below to add information to the list of companies retrieved." with three columns of checkboxes: "Contact Information" (checked: Ticker Symbol, Location, Telephone; unchecked: Executives), "Company Profile" (unchecked: Company Type, No. of Employees, Industry/SIC, D-U-N-S@ Number), and "Financial Profile" (checked: Sales/Revenue; unchecked: Assets, Liabilities, Market Capitalization, Earnings Per Share, EPS Growth Rate, Price / Earnings Ratio, Return on Equity).

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