

In the Know News Brief

March 2015

Check out this month's handy user tip for finding prospects with LexisNexis® for Development Professionals, along with the latest content news and training webinars. Have an idea for a future issue? Send suggestions to Indpinfo@lexisnexus.com.

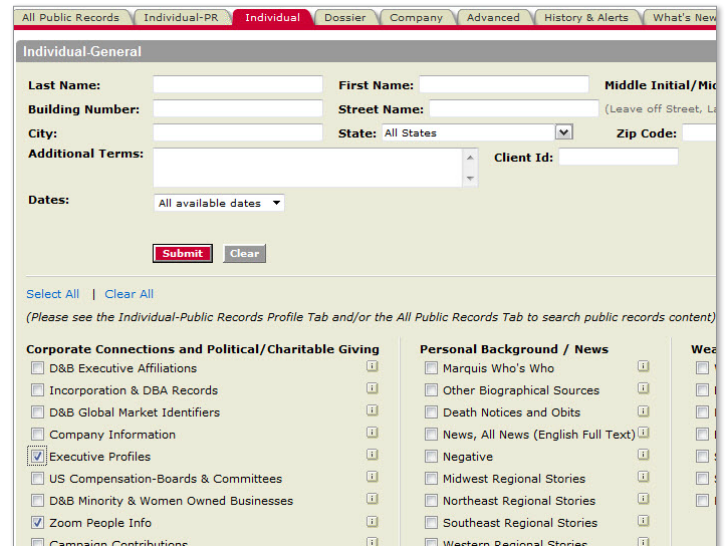
Featured Tip

Looking for prospects but don't have a name?

Your LexisNexis for Development Professional subscription enables you to obtain names for potential prospects. To get a list of names based on a specific college or university, follow these easy steps, also shown in the screenshot below:

1. From the **Individual** tab, in the **Additional Terms** field, enter **Education(Ohio State Univ!)**.
2. Select the following boxes:
 - Executive Profiles
 - Zoom People Info
 - Marquis Who's Who
 - Other Biographical Sources
3. Click the **Submit** button, then toggle between your tabs to obtain your results.

It's a fast, easy way to find names of individuals, along with the organizations with which they are associated – currently or in the past. Download a copy of this tip for future reference. <http://bit.ly/1AD2B1i>



The screenshot shows the LexisNexis search interface for the 'Individual-General' tab. The form includes fields for Last Name, First Name, Middle Initial/Middle Name, Building Number, Street Name, City, State, Zip Code, Additional Terms, Client Id, and Dates. Below the form are checkboxes for various search criteria, including Executive Profiles, Zoom People Info, and Marquis Who's Who.

Content News

Finding reliable and up-to-date information on executives and other leaders within non-U.S. corporations is often difficult and time-consuming. To address this, LexisNexis for Development Professionals regularly enhances its collection of international news and business publications. The latest addition to your subscription is the *Official Board Biographies*.

Based in France, the Official Board is a membership site that maintains the most comprehensive database directory of corporate organizational charts. It lists the first reporting levels (Board, N-1 & N-2) for any public or private companies making over \$100M in annual revenue. Offering an organizational chart for each company and an online mini-biography for each executive, Biographies features

companies operating in over 90 industries across more than 200 countries and is updated weekly.

This title is automatically included in your search when you select Company Information or Executive Profiles from the **Individual** tab or Company Information on the **Company** tab. You can search this title directly by using the **Advanced** tab.

Training Webinars

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