

# Nexis® for Development Professionals Search Tip

## Creating Prospect Lists

Looking for prospects but don't have a name? Your Nexis for Development Professionals subscription enables you to obtain names for potential prospects.

To get a list of names based on a specific college or university, follow these steps:

1. From the **Individual** tab, in the **Additional Terms** field, enter Education(Ohio State Univ!).
2. Select the following checkboxes:
  - **Executive Biographies**
  - **Zoom People Info**
  - **Marquis Who's Who**
  - **Other Biographical Sources**
3. Click the **Search** 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.

The screenshot shows the 'Individual - General' search form in the Nexis for Development Professionals interface. The 'Individual' tab is active. The form includes the following fields and options:

- Last name**: Text input field
- First name**: Text input field
- Middle name/initial**: Text input field
- Building number**: Text input field
- Street name**: Text input field with a note: (Leave off Street, Lane, Blvd, Ave, etc.)
- City**: Text input field
- State**: Dropdown menu set to 'All States'
- Zip code**: Text input field
- Additional terms**: Large text area containing 'Education(Ohio State Univ!)'
- Dates**: 'Date is between...' dropdown, followed by two date pickers (MM/DD/YYYY) and an 'and' connector.
- Client ID**: Text input field

Below the form, there are three columns of checkboxes:

- Corporate Connections and Charitable Giving**:
  - VeriGift Charitable Giving by iWave
  - D&B Executive Affiliations
  - Incorporation & DBA Records
  - Dun & Bradstreet's Market Identifiers
- Personal Background / News**:
  - Marquis Who's Who
  - Other Biographical Sources
  - Death Notices and Obits
  - News
- Wealth Indicators**:
  - Wealth Engine
  - Executive
  - Patents
  - SEC EDG

For further assistance with this type of search, contact LexisNexis® customer support at **800-543-6862**.