

# Researching Individuals

There comes a time in any major fundraising initiative when pertinent background information on an individual(s) helps a not-for-profit institution develop the most appropriate and personal approach to encouraging their gift support.

With that need in mind, our firm offers a research service developed over the past 16 years for those not-for-profit organizations which do not have the “in-house” resources to conduct such research.

Our research adheres to the standards and ethical practices of the *American Educational Research Association*.

## What is Prospect Research?

Prospect Research on individuals discovers from publicly accessible resources available information including:

- Home address, phone number and email
- Business address, phone, email, website and description
- Educational and career background
- Annual compensation
- Securities and real estate holdings
- Corporate and charitable boards
- Family and children
- Hobbies and interests
- Non-profit, civic and community affiliations
- Awards and honors
- Charitable and political contributions
- Potential personal contacts

Each individual research profile takes approximately 8 to 12 hours over 5 to 7 business days to complete from search to completion with no assurance that any or all of the information noted above will be found from publicly accessible resources.

Among the many publicly available resources consulted in this research are:

- DataQuick
- NOZA
- WealthEngine
- FEC Commission
- ES Solutions
- Security Exchange Commission
- Yahoo Finance
- BigCharts
- Foundation Center
- Economic Research Institute
- NewsBank
- Various search engines

A sample of a **Full Profile** from our individual research along with research pricing is available by emailing: [contact@phillipsontheweb.com](mailto:contact@phillipsontheweb.com)