

# BETTER DATA. SMARTER RESEARCH.

Help Your Nonprofit Raise More Major Gifts.

**PRO** PROSPECT  
RESEARCH  
ONLINE

Tired of looking so hard? Frustrated by inaccurate information? Give yourself a head start with the best one-stop-shop for prospect development. PRO is the online search tool that will help you determine **who** to ask, **how much** to ask for, and **when** to ask. Here's how.



“iWave's PRO has paid for itself. My reports show that prospects nominated for tracking sourced from iWave's PRO, have a better percentage of being accepted for major gifts tracking than those from other available prospect research resources.”



Allen E. Ward, Alumni Affairs & Development  
Cornell University, College of Engineering

INFORMATION TYPE	PROVIDER	DESCRIPTION	SAMPLE RESULTS: JOEL TOLVA*
Ratings & Scores	PRO SCORE	Rate your prospect's Propensity, Affinity and Capacity with PROscore.	Propensity = 4/4 Affinity to Education Causes = 2/4 Capacity to Give = 3/4
Biographical Information	zoominfo	Contact information, alma mater, board affiliations, employment records and personal interests.	<b>President, PositivEnergy Practice LLC</b> Phone: (312) 374-9200 Education: 2 Masters Degrees - WU & GT
Charitable Giving History	VeriGift	The fastest growing and most up-to-date database of charitable gifts donations in the industry.	Two gifts on record to: <b>Arts and Human Services Orgs</b> totaling \$1600
Executive & Company Info	dun & bradstreet	US, Canadian, and International information on corporate executives and the publicly/privately owned businesses they work for.	<b>President, PositivEnergy Practice LLC</b> <b>\$50B revenue, 100,000 employees</b> Email: joel@positiven.com
Prospects of Wealth	LARKSPUR DATA	Search high net worth individuals by income, location, age, and more.	Est. Net Worth = \$500-990k Income = \$100-150k Age: 40-44
Real Estate Information	CoreLogic manifold data mining inc.	US - Largest database of residential & commercial US real estate records. Canada - property value estimates based on postal code.	Home: <b>18 Henderson St, Chicago, IL 60657</b> Current Value: <b>\$990K (Mortgage of \$650k)</b> Banff Condo, T1L 1C3: <b>Est. value \$1.2M</b>
Track Wealth	Infinata	Track the daily activities of high net worth individuals.	<b>Trustee at Chicago Architecture Foundation</b> Estimated Wealth Score = 3. <b>Wealthy</b>
Foundations & Public Charities	GUIDESTAR Canada Revenue Agency	The most comprehensive source of foundation and public charity information available.	Trustee: <b>Chicago Architecture Foundation, 2009</b>
Political Contributions	Infinata Elections Canada	Political contributions can be a key indicator of philanthropic inclination.	<b>\$250 to Democrat: Hoffman, 2009</b>
SEC Filings	Infinata	See daily SEC insider transactions and security ownership information.	Most Recent: <b>Disposed of Common Stock \$453,156 on 2015-05-10</b>
Matching Gifts	Gift PLUS CORPORATE MATCHING GIFTS	Search companies, that match employee gifts to nonprofit organizations.	<b>Employer will match gifts up to \$1000.</b>

\*Fictitious Prospect

## YOU'RE IN GOOD COMPANY WITH iWAVE



Since 1991, iWave Information Systems has been developing software solutions that empower education, healthcare, and nonprofit organizations to raise more major gifts, faster. We compile the best wealth and charitable donations data in the industry and package it in easy to use tools that help prospect researchers and fundraisers determine who to ask, how much to ask for, and when to ask. Better data. Smarter research. More gifts.