



Enrich your internal Tessitura data with iWave's **billions of wealth and philanthropic records** to learn more about your prospective donor's capacity and inclination to give. This intel helps you to focus time and effort on your best major gift prospects.

Find your next major gift donor in Tessitura with iWave's game-changing fundraising intel, which include:

The screenshot shows a donor profile for Oprah Winfrey. Callouts point to various data points:

- iWave Score**: 4
- Insights**: Propensity/Inclination, Affinity/Linkage to Philanthropy, Capacity/Ability to Give
- PAC ratings**: 4
- RFM score**: 1
- Estimated giving capacity**: Recency, Frequency, Monetary
- Value of past donations**: \$57,097,151
- Value of real estate holdings**: \$766,200
- Planned giving**: Bequest Opportunity (Yes), Trust Opportunity (Yes)

YOU'RE IN GOOD COMPANY
WITH IWAVE

SAN DIEGO
SYMPHONY



We started by screening a segment of our contacts to highlight untapped potential of current members and low level donors, and within two months of starting our subscription we **uncovered 1 billion dollars of capacity in just 1% of our database.**"



Marissa Todd
The Nelson-Atkins Museum of Art

Powerful Fundraising Intel Without Leaving Tessitura



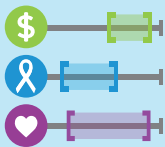
Use the iWave Score to Identify Major Gift Prospects

The iWave Score is used to identify top major gift prospects, to prioritize a list of prospects, or to segment your donors. This score is generated by matching your constituent or household to public and proprietary records within the iWave database.



Batch Score Multiple Prospects

You can work quickly and efficiently with iWave for Tessitura by batch scoring your constituents with one click. This powerful batch scoring capability enables you to segment or prioritize a list of new prospects or current donors, directly within Tessitura. These scores let you build reports or prospect lists based on criteria specific to your organization.



Understand a Prospect's Capacity and Inclination to Give

The iWave Score provides a 360° view of prospective donors. Not only does it rate a prospect's capacity to give, it also rates their propensity to give, and affinity to *your* cause. And because your prospecting goals are unique, you can customize the weighting of each component.



Analyze a Donor's Giving to You and Others

Within Tessitura, iWave delivers a summary of a prospect's past giving history. This includes analysis of their giving to any nonprofit, such as total donations, value of donations, and planned giving potential. And if applicable, it will also generate a recency-frequency-monetary (RFM) score which analyzes a donor's giving specifically to your organization. Charitable giving information is provided by **VeriGift**, iWave's own charitable donations database, which contains more than 150 million verifiable charitable donations.



Actionable Screening Results

Segment your donor database into four groups based on their internal (RFM score) and external (iWave Score) wealth and philanthropic history using iWave's **Insights** analytics tool.

With iWave, you can have confidence that you're asking the **right person**, for the **right amount**, at the **right time**.

Are you ready to get started?

Contact info@iWave.com or call us at **1-800-655-7729**