



## Prospector's Choice

*"It's a great CD-ROM that provides information on foundations and corporate giving programs as well as bios on trustees and gift officers. It's super easy to use, and it loads right on your PC. I use it almost every day. I couldn't live without it. I'm really high on this product."*

— PATRICIA GUSTAFSON, DIRECTOR OF PROSPECT RESEARCH,  
WESTERN MICHIGAN UNIVERSITY

### Tailor proposals to stand out from the rest

**W**hat makes *Prospector's Choice* unique is the inside information on the people who make decisions on funding. The officers. The treasurers. The presidents. You don't need to actually know them; you just need *Prospector's Choice* to find a link or connection to assist in contacting them. For example, you can find key biographical listings, including their alma mater and club affiliation data that will help you identify a prospect's personal interests and tailor your proposal letter accordingly. *Prospector's Choice* will save you time and money researching the companies, foundations and individuals you'll need to contact.

### Essential information

*Prospector's Choice* presents key financial information on corporate and foundation giving programs relative to the nonprofit community. This essential, easy-to-use CD-ROM provides comprehensive data on more than 10,000 foundations and corporate giving programs, providing data on up to 50 grants per profile. Researchers will also find total giving figures and helpful directions for making contacts and completing applications. Look for biographical listings, contact information, financial summaries, contribution summaries, giving officers, application information, grant analysis, recent grants and much more. And to help you quickly zero in on the information you need to get the backing you deserve, you'll also find seven powerful navigational features.

### Intuitive and easy to use

Powerful search features enable you to identify funders, recipients and grants in a number of ways:

Search funders by:

- Name — View all 10,000 foundations and corporate giving programs in the database in alphabetical order

- Location — Choose the state, or city and state, to find funders
- Officer name — Scan the names of all foundation officers in alphabetical order
- Officer alma mater — Links 1,650 colleges and universities to officers who attended them

Search on recipients by:

- Location — Choose the state, or city and state, to find funders who issued grants to recipients in that area
- Type — An alphabetical menu lists recipients by 228 subjects, from adolescent health issues to zoos

Search grants by:

- Type — See what types of grants are available. Scroll through topics such as art and history, environment, community, religion, research, social politics and more

Extended search:

- Combine any or all of the above search functions

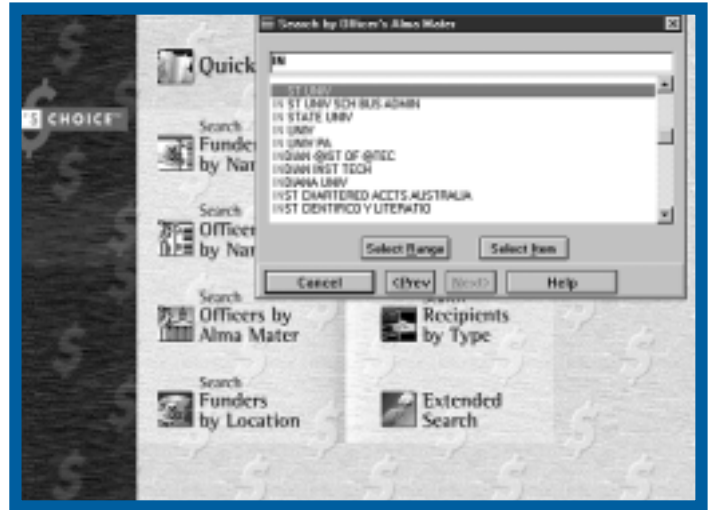
### Comprehensive updated profiles

The following is just a sample of the helpful data each entry provides:

- Contact information — Identify the name, title and address of the key decisionmakers
- Financial summary — Analyze the organization's key financial data
- Contribution summary — Does this organization typically contribute to causes like yours? Find out here
- Giving officers — Who are the decisionmakers? What are their titles? Their other interests?
- Application information — In this section, you will find clear instructions on how to get an application, how to apply, what to include, deadlines and more
- Grant analysis — Hone your request based on total dollar amount, number of grants, the highest grant, average grant, typical range and disclosure period
- Recent grants — Scan the most recent grants and their recipients



▲ Multiple search paths make research simple



▲ Use the “Go to” option to navigate directly to the category of information that interests you

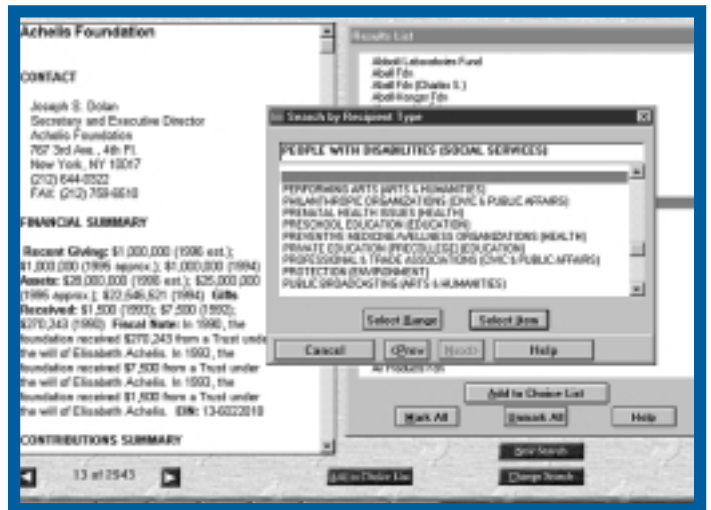
## Technical Specifications

- 80386 or higher IBM/IBM compatible personal computer (80486SX or higher recommended)
- Windows 3.1, 3.11, or 95
- SVGA graphics card and monitor
- 4 MB of RAM (memory) — 8 MB or more is highly recommended
- 5 MB of free hard disk space
- ISO 9660 CD-ROM player (double speed or faster recommended)
- Microsoft CD-ROM Extension (MSCDEX) 2.2 or higher
- Windows compatible mouse or pointing device
- Printer (optional)

### Network Requirements:

- Server with Novell, 3Comm, IBM Token Ring or other NetBIOS compatible network.
- ISO 9660 compatible CD-ROM drive (double speed or faster recommended)
- Printer (optional)
- Workstations with same as above

\*WINDOWS IS A TRADEMARK OF THE MICROSOFT CORPORATION.



▲ Extended search options help researchers quickly zero in on the information they need



Call your Gale Group Representative for more information: 1-800-877-GALE