As Yale’s development efforts follow the University’s lead in becoming increasingly international, the Prospect Research team finds itself investigating prospects, foreign nationals and ex-patriots alike, who live and work all over the world. Recent projects include:

- Last month, bilingual research analyst Steven Towns helped Wes Poling prepare for a trip to Japan with Dean Butler by qualifying more than a dozen graduate school alumni. Many of the prospects worked in finance and business, but also included a professor and a prominent minister. Steven discovered that there are few proprietary sources in Japan (e.g. Lexis-Nexis), so he had most luck with search engines Google Japan and InfoSeek. He located newspaper archives and even information in prospects’ personal blogs, reading most of the information in Japanese, as it was not available in English. Steven also found the Japanese version of the SEC and the equivalent of our public company proxy statements, allowing him to see executive salaries. (The only problem: without a Japanese operating system, many documents wouldn’t open!)

- Back in the Fall, Lew Nescott and Mike Lasala helped Justine Levin-Allerhand and Donna Consolini prepare for an Andy Hamilton trip to Israel. They screened a download from BERT of several hundred alumni living in the country and qualified those with the most promising job titles and homes in the most affluent neighborhoods. Prospects were alumni from across the university and included several lawyers, individuals in private equity and venture capital, a couple of architects, and the sole trustee of a charitable foundation. Most sources were available in English, but anything in Hebrew that seemed to be valuable went to Justine, who reads Hebrew fluently.

- Sam Sims, our native Brit, has learned much while prospecting for UK-based alumni and helping Donna Consolini prepare for a London event. On the one hand, discovering relevant and accurate wealth information for individuals in the UK can be a challenge. Privacy laws severely restrict the dissemination of personal information, and data aggregators are closely scrutinized by the government. On the other hand, unlike in the US, private companies in the UK file publicly-available returns each year. ICC Financial Analysis Reports are available through Lexis-Nexis and contain key information on everything from cash flow to compensation to shareholdings. Alternatively, for a small fee, original UK company filings are available through Companies House that contain even more information. And while UK real estate ownership may also be verified for a small fee through Land Registry, this facility is due to be withdrawn in 2009!
INTERNATIONAL SOURCE TIPS

Here are some great sources to try out for international information; see the international page of our website for more.

—Kompass.com Search for companies by industry or name in this database of 2.3 million businesses in 70 countries. Many profiles include executive names, contact info, and links to websites.

—International Who’s Who Accessible via a Yale library subscription, almost 60,000 biographies of prominent individuals from almost every country in the world. Try advanced search to search by nationality or place of birth.

—Guidestar UK Brief profiles of non-profits in the United Kingdom, including financials and trustees.

Yale Trivia!

Started in 2001, the DILS program allows Yale students to study “less-commonly taught” languages.

- What does DILS stand for?
- Which three (3) of the following languages have NOT been taught through DILS?

Wolof  Kazakh
Faroese  Swedish
Basque  Romansh
Coptic  American Sign Language

Please email answers to: prospectresearch@yale.edu.
One correct respondent will win a prize!

Yale Trivia!

What does DILS stand for?
- Which three (3) of the following languages have NOT been taught through DILS?

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Parlez-Vous?

Looking at prospects around the globe has required us to start exploring sources (websites, business reports, news articles), in languages other than English. We manage well when we encounter Italian, Japanese, and Russian because we have fluent speakers in our group. (We recently lost our native Spanish speaker, but Melinda makes a valiant effort.)

But we know that many other staff members are proficient in foreign languages. So we are wondering: are you one of them?

If you speak a second language, please let us know! Email us at: prospectresearch@yale.edu and tell us what language(s) you know, your level of competency (especially for reading), and whether you might be willing to help us interpret research materials at some point.

Many thanks in advance!

Welcome Tracy!

We are so happy to welcome Tracy Pacini to the Prospect Research team as associate research analyst for the Yale School of Medicine. Tracy came to the Office of Development in early 2006, and for the past two years was an assistant information analyst for Information Services & Analysis. Prior to joining Yale, Tracy earned her BFA from Parsons School of Design in New York, and spent two years as a development associate at New York Presbyterian Hospital where she handled many responsibilities in that institution’s Employee Campaign. She also had a stint in real estate renting luxury apartments in Manhattan.

Tracy is an accomplished photographer who has exhibited at Sotheby’s as well as at the Miller/Geisler Gallery in NYC. In her spare time, she enjoys hiking, kayaking, and going to the beach.