As a result of our annual staff retreat, Prospect Research has put together an action plan to see that our most important goals for the year are accomplished with gusto. To that end, we have established two taskforces which meet weekly to manage, discuss and oversee the completion of the numerous projects for which each is responsible.

**Website:** This taskforce is working to make sure our development research web site reaches its full potential; as a one-stop resource for all development staff, as an ongoing representation of our best practices and methods, and as an educational tool for the prospect research process. We have already begun making videos and updating pages to leverage all media technology available to us in keeping the web site current, slick and user-intuitive.

**Training:** This taskforce has been charged with the task of developing a comprehensive arsenal of educational materials for every type of development staff member who might need to know more about prospect research—be they development assistants, fundraising officers or program coordinators. The team is divvying up our sources and techniques into multiple bite-sized training programs and devising educational seminars appropriate for each audience niche.

A critical ingredient for the success of each taskforce is the input of our clients (that means you!), for whom we seek to provide the highest quality, most timely and most efficient solutions. Do you wish you had the answers to all your research questions just a click away? Have you been hoping to host a customized research training program for your department?

You can!

E-mail us at prospectresearch@yale.edu with your suggestions and requests!
**Yale Trivia!**

What are the better-known names of the following Yale “Trusts”?

1. Stone Trust
2. Kingsley Trust
3. Russell Trust
4. Phelps Trust
5. Knight’s Trust

*Hint: The photo above might help.*

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

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**Source Tip: Leadership Libraries**

Now available through a Yale University Library subscription is a source which Prospect Research has found very useful over the years. Access the Leadership Libraries through our website at www.yale.edu/devresearch/toolkit_biography.html.

This database, which combines the 14 “Yellow Book” directories, provides profiles on more than 400,000 leaders in government, business, and not-for-profit. Search for individuals or organizations to find contact information and professional biographies or build lists of Yalies in certain fields or with specific job titles. A “Quick Tour” under “Help” is recommended to see everything this new source can do.

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**It’s That Time of Year Again . . .**

Consider how philanthropy can fit into your holidays:

- Give to a favorite charity in the name of a friend or family member.
- Micro-lend through Kiva.org. Enable small business owners in developing countries to make small changes—fix a roof, purchase inventory, rent a market stall—to grow their businesses (and pay back loans).
- Through DonorsChoose.org, founded by Charles Best YC ’98, provide resources that public schools can lack. When projects like “Magical Math Centers” are complete, receive photos, thank-yous, and a teacher impact letter.

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**Warm Welcome**

The research team is happy to welcome our newest researcher, Samuel Sims, who comes to us from Southampton on the South Coast of England—from where the Titanic set sail. Sam studied Modern History (BA Hons) at University College London prior to completing a Master’s degree (M.St. or Master of Studies) in History at St. Antony’s College, Oxford.

Prior to joining the ranks of development, Sam and three colleagues founded a language solutions company providing translation, interpreting and corporate education services. He has also had stints in corporate research and property development consulting, along with various roles at the University of Oxford.

Between the ages of 17 and 18, Sam played semi-professional soccer, and he now coaches youth soccer in New Haven, taking the New Haven U16 Boys team to the National Championships in Colorado in this past summer.