

Learn for ResearchPoint™

Annual training subscriptions and class offerings



Training is everything. A well-trained staff is more productive, efficient, happy, and effective. Blackbaud Learn for ResearchPoint provides you and your staff the training needed to get more done in less time and achieve total prospecting and fundraising success.

What Does A Learn for ResearchPoint Training Subscription Offer?

- The widest range of evolving curriculum for all skill levels, with new classes added frequently
- Role-based curriculum with prescribed course paths
- Strategy and best practice sessions focused on nonprofit operations, marketing, compliance, and much more (View all lessons at www.blackbaud.com/analytics/training).
- Subscription to the monthly Learn newsletter with helpful hints on software usage

"Blackbaud Learn is a fantastic tool for any and all product customers. Keeping your staff well educated keeps your software running the most efficient."
— Diane Maidl
School Sisters of Notre Dame

Build Upon a Strong Foundation & Demonstrate Your Experience

There are three levels of classes to help you learn the basics of the software, develop new skills, and become more proficient in your prospecting and constituent management. Once you complete all training courses, you will be eligible to take the ResearchPoint certification quiz. This certification will allow you to endorse your skills with colleagues and peers.

- **Introductory** level classes create the foundation of running searches and finding probable donors
- **Intermediate** level classes build upon your knowledge of how to use the software
- **Advanced** level classes integrate data sources and help you build more in-depth searches
- **ResearchPoint Certification** is available once you complete all training courses and allows you the chance to join an exclusive group of certified users



► Let the power of social media help you today! For more information, please contact your Blackbaud account manager or email us at TAttraining@blackbaud.com.

A Path to Build Learning

You have specific training needs and we have the classes to fit your skill level. Our instructor-led classes are offered at a variety of times to fit your schedule. Classes are interactive with seasoned instructors to maximize your engagement and to make the most of your time during the training.

Interactive Online Classes to Fit Your Schedule

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| Intro | ResearchPoint: Introductory Essentials <i>Complimentary to all clients</i> | This two-hour instructor-led online event covers the fundamentals of using ResearchPoint as a prospect management tool. |
| | ResearchPoint: Introduction to WealthPoint <i>Complimentary to all clients</i> | This one-hour instructor-led event introduces ResearchPoint users to WealthPoint screening. |
| | ResearchPoint: A Day in the Life of a Researcher | This one-hour instructor-led online event will walk participants through confirming wealth results on a screened prospect. |
| Intermediate | ResearchPoint: Importing and Exporting | This one-hour, instructor-led, online event will address the need to input and extract data from the ResearchPoint database. |
| | ResearchPoint: Integration with The Raiser's Edge | This one-hour instructor-led online event focuses on the sharing of information between ResearchPoint and The Raiser's Edge. |
| | ResearchPoint: Segmenting Prospect Records | In this one-hour instructor-led online event, students will learn about ResearchPoint's built in tools of Query and Research Lists. |
| Advanced | ResearchPoint: Advanced Configuration | This one-hour instructor-led event focuses on customizing advanced tools within ResearchPoint, such as Capacity Formulas, data grid columns and creating custom attributes. |
| | ResearchPoint: Advanced Prospecting Techniques | During this one-hour instructor-led online event, participants will learn how to find new prospects using external database searches within ResearchPoint. |
| | ResearchPoint: Advanced Data Management | During this one-hour instructor-led online event, students will learn about advanced tools for reporting and analyzing data, such as OData®, Mapping and how to create Prospect Research reports. |
| Certify | ResearchPoint Certification | Join an elite community of certified members and validate your competency in ResearchPoint. Complete all training courses above and you will be eligible to take the certification exam. |