



November 2021

New Data Fields for Outreach Boosting Local Apprenticeship Programs

Happy Thanksgiving!

All of us at EconoVue™ and D&B are incredibly honored to be a piece of the important work you do. Thank you for diligently serving the businesses and workers in your region. We appreciate the commitment and care you show your community!

New Data Fields Available in ProspectVue™

Business engagement requires contact → contact requires outreach → outreach requires contact details. You asked and we listened!

Our latest EconoVue™ product and content enhancement makes Dun & Bradstreet-provided contact details (and email addresses) more accessible and exportable with your business lists.

Four new data elements have been added to the downloadable spreadsheets available in ProspectVue™:

1. Email addresses* for listed executives and business owners
2. Human Resource contact names* and email addresses*
3. Indicators for veteran-owned businesses
4. Indicators for businesses that are government contractors

Watch [this video](#) for more details – or join our [Skills Seminar](#) on **December 1st** for a more hands-on learning experience.

**when available*

Ranked Executive Email	HR Contact 1 First Name	HR Contact 1 Last Name	HR Contact 1 Title	HR Contact 1 Email
will.williamson@CompanyA.com				
jane.smith@CompanyB.com	Javier	Lopez	Hr Manager	javier.lopez@CompanyC.com
miranda.jones@CompanyD.com	John	Johnson	Hr Generalist	jane.johnson@CompanyD.com
emily.emmerson@CompanyE.com	Rob	Robertson		
lee.tran@CompanyF.com				

Women Owned	Minority Owned	Veteran Owned	Govt Contractor
Yes	Yes	Yes	Yes
		Yes	Yes
Yes			Yes

Apprenticeships in Your Region

This week is National Apprenticeship Week! Here's how a Business Services Analyst used EconoVue™ to find new partners for training and apprenticeship programs:

With a focus on in-demand sectors, the Board was using a portion of their Federal CARES Act funding to support local training and apprenticeship programs. To boost employer participation, the analyst turned to ProspectVue™ to research potential partners for the project and built a list of companies that met the program criteria:

- an emphasis on technology and manufacturing sectors
- companies with a low D&B Financial Stress score and Material Change signs of growth
- employing more than 50 workers

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Apprenticeships in Your Region (continued)

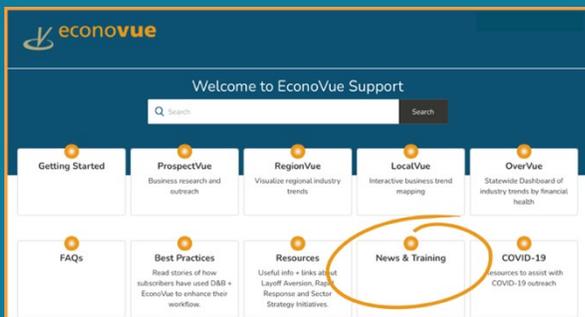
With support from the Career Center, the team had good engagement with employers on the list – specifically several that had previously been off their radar – and had renewed interest from employers that had turned down earlier programs.

The direct result of their outreach: five people were employed in 'earn and learn' job training programs including general office work, painting, welding and machining. One candidate was hired permanently as a welding trainee. And the Board is in serious talks with one company about an apprenticeship training model.

How will you use EconoVue™? Are you ready to put the D&B and EconoVue™ data to work for your region?

Take a closer look at the apprenticeship possibilities for your city, county, region or state.

- DATA DEEP DIVE: [Login to EconoVue™](#) today to discover apprenticeship candidates in your region.
- LIVE CLASSES: Join the [EconoVue™ Skills Series](#) for 30-minute coaching sessions throughout the month. For an in-depth focus on apprenticeship related topics, please select classes 2 and 4.
- IN-PERSON SOLUTIONS: Reach out to Ulisse Gallo (gallo@econovue.com, (571) 527-4921) to talk more about the tools and data available in EconoVue™.
- ONLINE RESOURCES: Visit our [Help Center](#) for videos or step-by-step instructions on a wide range of topics, including the [Advanced Search tool](#), building [outreach lists](#), understanding D&B [financial health scores](#).



Skills Seminar • December 1
1:00 PT / 2:00 MT / 3:00 CT / 4:00 ET

Sign up for the EconoVue™ Skills Series!

Register today for our [monthly series of 30-minute coaching sessions](#) – each designed to meet a key Workforce data need with a specific set of EconoVue™ skills and practices.

The live, online sessions follow three core Workforce-related tracks:

1. Business Outreach
2. Research and Planning
3. Occupations and Career Pathways

Pick and choose the classes that will impact your work the most – or join us for the entire series! Come back each month to try a new class or revisit a topic for current examples and ideas.

Additional Training and Resources

EconoVue™ Help Center

Visit the EconoVue™ [Help Center](#) to access step-by-step illustrated guides, links to video training and user guides, FAQs, resource descriptions and more. Within EconoVue™, click the blue Help button  in the corner of the screen to ask a question or search by topic.

New Learn-As-You-Go Videos

Looking for a quick EconoVue™ refresher? Check out a new series of introductory videos in our Getting Started section - then visit each app section for quick 5-minute videos walking through all the key EconoVue™ tools plus tips and tricks to boost your data outcomes!

[Getting Started](#) | [ProspectVue](#) | [RegionVue](#) | [LocalVue](#) | [OverVue](#)

Individual or Small Group Training

Would you like a customized training session? [Let us know](#) how we can help. Be sure to include some dates and times that are convenient!

