

# WADE SHEARER

I'm a product leader, designer, and champion for continuous discovery and delivery.

801.368.1971 · [me@wadeshearer.com](mailto:me@wadeshearer.com) · [wadeshearer.com](http://wadeshearer.com) · [linkedin.com/in/wadeshearer](https://linkedin.com/in/wadeshearer)

As the first VP, User Experience at Workfront, recruited, hired, and trained distributed international team of product designers and researchers, including organizational design of product portfolios and design management team of four. Grew organization by 266%. Led a complete user experience redesign of the world's most robust enterprise work management platform, acting as corporate champion and customer voice, and leading design and development of original vision, through beta, and to general availability. Oversaw the design, development, and implementation of a design pattern and code component design system. Collaborated with executive product leadership peers on the development of a new product development framework for a cross-functional product organization of over 400.

Prior, as VP, Product & Design, ClientSuccess, responsible for end-to-end product discovery and delivery. Lead product design, validation, and development. Set, communicated, and executed on product strategy, vision, and roadmap across organization and with customers. Initial member of executive team, participating in business planning, go-to-market, securing initial customers, and fundraising. Helped lead startup from ground zero to daily usage by SaaS teams around the world.

Cofounded Front, the premier Product Management and Product Design (UX) Case Study Conference and Workshop Series with over a thousand annual attendees.

At Vivint Smart Home, as Director, User Experience, recruited and lead teams of product managers, designers, developers, and quality assurance engineers. Played a strategic role in rebranding the company to Vivint in February 2011, completing the expansion to home automation and energy management and the launch of Vivint Solar, then the second largest residential solar business in the United States. Participated in growth that lead to a \$2 Billion valuation and acquisition by Blackstone Group and the company's ranking of 46th on Forbe's 100 most promising companies for 2013. Starting in 2013, assembled a world-class team of product designers, analysts, and usability experts who prototyped, validated, designed, and collaborated in the development of a complete security and home automation platform from the ground up in one year—including touchscreen control panels, mobile and desktop apps, cameras, thermostat, and location and occupancy detection. This work resulted in the filing of fifteen patents (8 issued) related to user experience in home automation and energy management.

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## PORTFOLIO

# **Team work examples**

Lead product management, research, design, validation, and delivery



Create mocks and de...

Create mocks and de...

Create mocks and de...

Create mocks and de...

Pin current page



14



## Summary ?

[New Task ▼](#)

...

Marketing Portfolio / Holiday 2019

### Plan project and schedule review

[Task](#)

ooo

Filter

Sort by

Tasks, Issues, +3 ▼↓↑ Planned Completion ▼

Approvals · 2

Build Initial Data Load Workflows Late  
Prepare Test conditions and cases YesterdayProof ?Build Initial Data Load Workflows Planned  
Prepare Test conditions and cases in 1dDocument ? Delegated by ?

Approvals I've submitted · 1

Build Initial Data Load Workflows Submitted  
Prepare Test conditions and cases 3d agoDocument ? Submitted to ?

Today · 2

Gathering client collateral Late  
Plan project and schedule review 4d ago? ? IssueReview business and functional requirements Planned  
Gathering client collateral 9:00 AM? Task

This week · 2



### Details



Status

In Progress ▼

Reference number



24697513



Planned completion



Mon, Dec 3, 1:00



Requested by



Assignments



Uche Ogbonna



Actual start date



Mon, Dec 3, 1:00



Translation



Is Ready?



Planned Hours



Yes



32



Custom Field



Custom value



Custom Field



Custom value



Documents · 21



Collaboration Portal

PROBLEM STATEMENT

I need to be able to have a custom branded portal to share assets through. This portal needs to have a SAMI like experience for searching and viewing assets.

PERSONA EXPERIENCES AND OUTCOMES

Carol Account Manager

Carol is sharing assets with various users, both within the DAM and through the collaboration portal.

• Within the DAM

◦ Create a collection

◦ Creating collections and sharing with external consumers via email

◦ Creating collections and sharing with external consumers via email

• Sharing via Collaboration Portal

◦ Sharing collections from DAM into Collaboration Portal

◦ Sharing individual assets from the DAM into collaboration portal

◦ Users are also to easily consume assets shared with me.

EPIC DELIVERABLES

This epic will be considered complete when:

LEAP 2019 prezi notes.jpg

Added Jun 27



Folder name here

John Cougar Mellencamp  
Sr. UX Designer

workfront



Portfolios



Program



Projects



Templates



Teams



Reporting



Dashboards



Documents



Requests



Timesheets



Users



Resourcing



Setup



Help

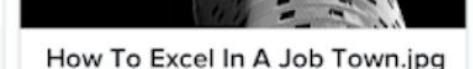


Logout



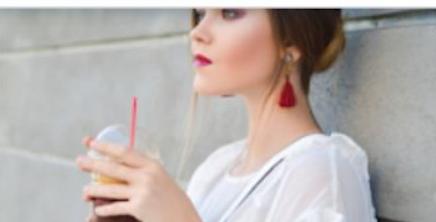
LEAP 2019 prezi notes.jpg

Added Jun 27



How To Excel In A Job Town.jpg

Added 1w ago



alexa.pdf

Added 1w ago



Collaboration Portal

PROBLEM STATEMENT



Create mocks and de...

Create mocks and de...

Create mocks and de...

Christmas Campaign...

Pin current page



14



Marketing Portfolio / Holiday 2019

## Christmas Campaign and Banner Ads

Task



ooo

Percent Complete

33%

Project Owner



Planned Completion

12/07/2018

Status

In progress - Pending Approval



» Tasks



NAME ↓	OWNER	DESCRIPTION	START ON	DU TO	% COMPLETE
CRM	Marian Reid	Sed posuere consectetur est at lobortis.	2/4/16	2/24/16	0%
Corporate Sales Initiative	Seth Summers	Cras justo odio, dapibus ac facilisis in, egestas eget quam.	2/4/16	2/24/16	40%
Cruzer Web Site	Lina Ramos	Cras mattis consectetur purus sit amet fermentum.	2/4/16	2/24/16	76%
FIFA World Cup Brazil Event	Luke Soto	Sed posuere consectetur est at lobortis.	2/4/16	2/24/16	10%
Grid Indoor Ball Lunch	Luella Ryan	Sed posuere consectetur est at lobortis.	2/4/16	2/24/16	0%
Localization	Chester King	Cras justo odio, dapibus ac facilisis in, egestas eget quam.	2/4/16	2/24/16	40%
Marketing Team Merger	Charlotte Warner	Sed posuere consectetur est at lobortis.	2/4/16	2/24/16	50%
Black Friday Banners	Marcus Brown	Create sales banners for brick & mortor department stores	2/4/16	3/15/18	10%
Product Launch Project	Zachary Crawford	Sed posuere consectetur est at lobortis.	2/4/16	2/24/16	0%
San Diego Satelite Office	Earl Flowers	Along with conventional advertising and below the line activities, organizations and corporate bodies have come to realize that they need to invest in trade shows in order to create maximum recall.	2/4/16	2/24/16	100%
Confirm current number of servers	Bonginkosi Mdladlana	Determine a Rough Order of Magnitude for the ROM range.	2/4/16	2/24/16	0%
Deployment of IT Governance	Darius Cummings	Login to Requests> New Requests	2/4/16	2/24/16	40%
Allowing users to reply to email	Gauthier Drewitt	Identify what we should be doing that we are NOT currently doing.	2/4/16	2/24/16	76%
Run Staging Environment	Otmar Doležal	Establish priority order of arrival	2/4/16	2/24/16	10%
Prepare Test conditions and cases	Chandravadan Karmakar	Provide details about how expenses are recorded.	2/4/16	2/24/16	0%
Workfront Implementation and	Emilee Simchenko	Identify business integration points (accounting, legal, compliance, etc)	2/4/16	2/24/16	40%



Create mocks and de...

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Create mocks and de...

Christmas Campaign...

Pin current page



14



Marketing Portfolio / Holiday 2019

## Christmas Campaign and Banner Ads

Task



ooo

Percent Complete

33%

Project Owner



Planned Completion

12/07/2018

Status

In progress - Pending Approval



» Tasks



NAME ↓



CRM



Corporate Sales Initiative



FIFA World Cup Brazil Event



Grid Indoor Ball Lunch



Localization



Marketing Team Merger



Black Friday Banners



Product Launch Project



San Diego Satelite Office



Confirm current number of servers



Deployment of IT Governance



Allowing users to reply to email



Run Staging Environment



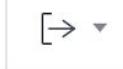
Prepare Test conditions and cases



Workfront Implementation and

Emilee Simchenko

Identify business integration points (accounting, legal, compliance, etc)



## Black Friday Banners

Task



ooo

33%



## Details

See all



Description

Affiliate marketing is the latest trend online. With so many products to sell and services to offer, sometimes displaying it on one site isn't enough. Thus, advertisers or merchants need ...



See more



Reference number

Planned completion

24697513

Mar 7, 8:12 am



Requested by

Assignments



Status

Last update



In Progress

Feb 26, 12:51 pm



Condition

Is Ready?



Going Smoothly

Yes

Job Number

Custom Field

43214

Custom value



Create mocks and de...

Create mocks and de...

Create mocks and de...

Christmas Campaign...

Pin current page



14



Marketing Portfolio / Holiday 2019

## Christmas Campaign and Banner Ads

Task



ooo

Percent Complete



33%

Project Owner



Planned Completion

12/07/2018

Status

In progress - Pending Approval



» Summary



### Details

Status Reference number  
**In Progress** 24697513

Planned completion  
**03/20/21**

Last update  
Feb 26, 12:51 pm

Requested by Assignments  
 **Benedita Tavares** **Uche Ogbonna**

Actual start date  
Feb 26, 12:51 pm

Condition  
● Going Smoothly

Translation Is Ready?  
French Yes  
German  
Russian

Planned Hours  
32  
Job Number  
43214  
Custom Field  
Custom value  
Standard Field  
Standard value

### Documents • 21

+  
drag and drop  
or ⌘+V

**Collaboration Portal**  
PROBLEM STATEMENT  
I need to be able to have a custom branded portal to share assets through. This portal needs to have a DAM like experience for searching and storing assets.  
PERSONA EXPERIENCES AND OUTCOMES  
General Asset Manager  
Carol is sharing assets with various users, both within the DAM and through the collaboration portal.

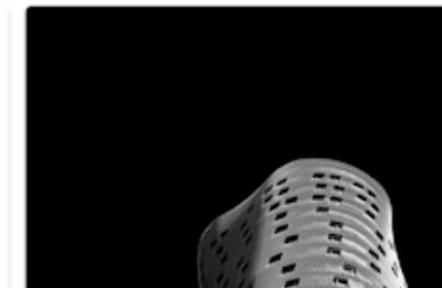
- **Sharing via the portal:**
  - Create a collection (high-level) inside DAM to share with DMF users.
  - Creating collections and sharing with external consumers via email.
  - Sharing individual assets to external consumers via email.
  - Sharing collections with public.
  - Sharing collections from DAM into Collaboration Portal.
  - Sharing individual assets from the DAM into collaboration portal.
- Users are able to easily consume assets shared with me.

  
EPIC DELIVERABLES  
This epic will be considered complete when:

- Carol can successfully share assets via the collaboration portal.

LEAP 2019 prezi notes.jpg

Added Jun 27



How To Excel In A Job Town.jpg

Added 1w ago



alexa.pdf

Added 1w ago

### Hours

4 hrs

Planned hours: 15

[Log Time](#)

### Subtasks • 16

Status  
**New**

Deployment of IT Governance

Planned

Tomorrow



BA Workbook Milestone - Final Review and Sign-off

Planned  
Jun 27, 8:00 am

Create and review contract template

Late  
Jun 27, 8:00 am



CA Client Hub Readiness

Planned  
Tomorrow



Planned



Create mocks and de...

Create mocks and de...

Create mocks and de...

Christmas Campaign...

Pin current page



14



Marketing Portfolio / Holiday 2019

## Christmas Campaign and Banner Ads

Task



ooo

Percent Complete

33%

Project Owner



Planned Completion

12/07/2018

Status

In progress - Pending Approval



» Summary



## Summary

Project Details

Reference number  
24697513Planned completion  
03/20/21Last update  
Feb 26, 12:51 pm

## Hours

4 hrs

Log Time

Planned hours: 15

Updates

Assignments



Uche Ogbonna

Actual start date

Feb 26, 12:51 pm

Condition

Going Smoothly

Documents

Wares

Is Ready?

Yes

Planned Hours

32

Job Number

43214

Issues

Custom Field

Custom value

Custom Field

Custom value

Standard Field

Standard value

Risks

Approvals

Estee Lauder Compan...

s + 21

Brand Dashboard

Show more

+ Add drop  
#+V

Add custom section

Collaboration Portal

PROBLEM STATEMENT

I need to be able to have a custom branded portal to share assets through. This portal needs to have a DAM like experience for searching and storing assets.

PERSONA EXPERIENCES AND OUTCOMES

General Asset Manager

Carol is sharing assets with various users, both within the DAM and through the collaboration portal.

- **Sharing via the Collaboration Portal:**
  - Create a collection (library) inside DAM to share with DMF users
  - Creating collections and sharing with external consumers via email
  - Sharing individual assets to external consumers via email
- **Sharing via the DAM:**
  - Creating collections and sharing with internal consumers via email
  - Sharing individual assets from the DAM into collaboration portal
  - Users are able to easily consume assets shared with me.

EPIC DELIVERABLES

This epic will be considered complete when:

- Carol has created a collection (library) inside DAM to share with DMF users
- Carol has created collections and shared with external consumers via email
- Carol has shared individual assets to external consumers via email
- Carol has created collections and shared with internal consumers via email
- Carol has shared individual assets from the DAM into collaboration portal
- Users are able to easily consume assets shared with me.

LEAP 2019 prezi notes.jpg

Added Jun 27

How To Excel In A Job Town.jpg

Added 1w ago

alexa.pdf

Added 1w ago

## Subtasks • 16

Status

New ▾

Deployment of IT Governance

Planned

Tomorrow



BA Workbook Milestone - Final Review and Sign-off

Planned

Jun 27, 8:00 am



Create and review contract template

Late

Jun 27, 8:00 am



CA Client Hub Readiness

Planned

Tomorrow



Planned



Create mocks and de...

Create mocks and de...

Create mocks and de...

Christmas Campaign...

Pin current page



14



Marketing Portfolio / Holiday 2019

Christmas Campaign and Banner Ads

Task



ooo

Percent Complete

33%

Project Owner



Planned Completion

12/07/2018

Status

In progress - Pending Approval



» Overview



## Overview

### Basic information

Description

Affiliate marketing is the latest trend online. With so many products to sell and services to offer, sometimes displaying it on one site isn't enough. Thus, advertisers or merchants need affiliates, some sites which are willing to display ads for a particular cost. On the other hand, this is an ...

[See All](#)

Reference Number

22060447

Status

Planning

Priority

Normal

Severity

[+ Add](#)

### Issue path

URL

[+ Add](#)

Path

[React + Phoenix Task Details](#)

Topic

Topic Name

Type

Type Name

### Issue stakeholders

Primary Contact



Helen Davis

Requested by



Predator Team

### Issue dates

Actual Start Date

4/21/16 7:00 PM

Actual Completion Date

4/21/16 7:00 PM

Entry Date

4/21/16 7:00 PM

Entered By



Elmer Jacobs

Last Update Date

4/21/16 7:00 PM

Last Updated By



Elmer Jacobs

4/21/16 7:00 PM

4/21/16 7:00 PM

4/21/16 7:00 PM



Create mocks and de...

Create mocks and de...

Create mocks and de...

Christmas Campaign...

Pin current page



14



Marketing Portfolio / Holiday 2019

## Christmas Campaign and Banner Ads

Task



ooo

Percent Complete

33%

Project Owner



Planned Completion

12/07/2018

Status

In progress - Pending Approval



» Details



North\_winter\_103019.png

Added by Joshua Carter

4d ago

Document details

Print summary

Open proof



2019\_finance\_budget.xls

Added by Joshua Carter

4d ago

Document details

Print summary

Open proof



Setup.mp4

Added by Joshua Carter

4d ago

Document details

Print summary

Open proof



Sandwich.mp4

Added by Joshua Carter

4d ago

Document details

Print summary

Open proof



alexa.pdf

Document



ooo



Details

See all

Description

Affiliate marketing is the latest trend online. With so many products to sell and services to offer, sometimes displaying it on one site isn't enough. Thus, advertisers or merchants need ...

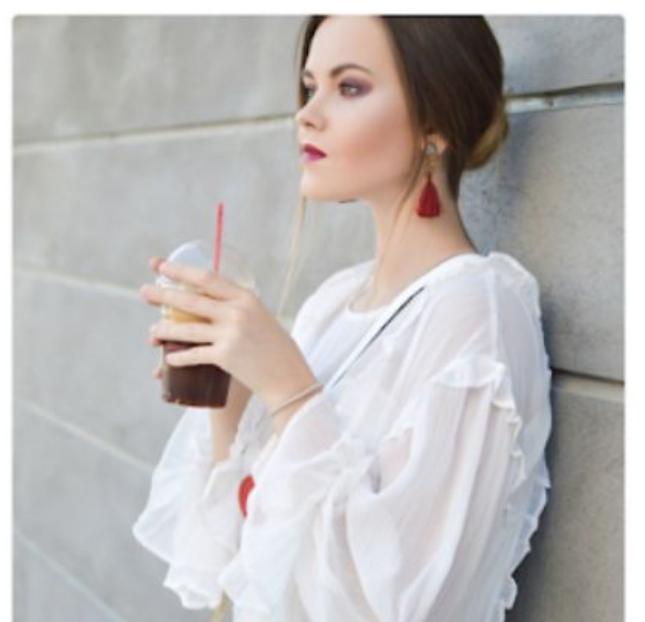
See more

Type

Added

PDF

Mar 7, 8:12 am



Download

Open proof



Create mocks and de...

Create mocks and de...

Create mocks and de...

Christmas Campaign...

North\_winter\_1030...

Pin current page



14



Marketing Portfolio / Holiday 2019

Pineapple\_103019.png

Document



Percent Complete

33%

Project Owner



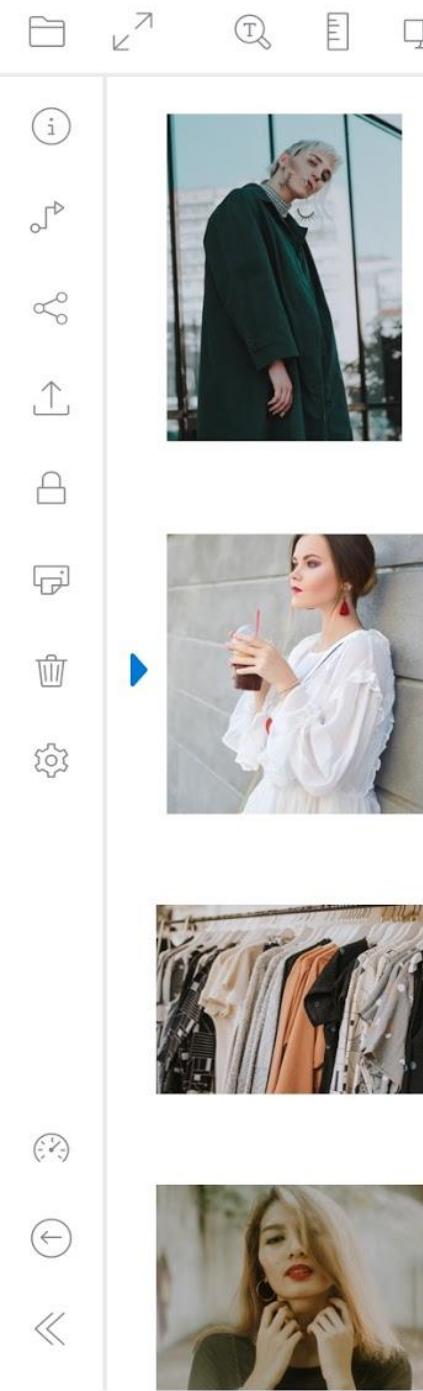
Planned Completion

12/07/2018

Status

In progress – Pending Approval

Approvals



3 NEW / 45

Author A-Z ▾

**Jessica Jones**

Tuesday ↗ 3

- 1 Iterative approaches to corporate strategy foster collaborative thinking to further the overall value proposition. Iterative approaches to corporate strategy foster collaborative thinking to further the overall value proposition. Iterative approaches to corporate strategy foster collaborative thinking to further the overall value proposition. Iterative approaches to corporate strategy foster collaborative thinking to further the overall value proposition.

Page 2

**Samantha Rodriguez**

Tuesday ✓

- 2 Iterative approaches to corporate strategy foster collaborative thinking to further the overall value proposition.

Page 2

**Troy Singleton**

Tuesday

- 3 Iterative approaches to corporate strategy foster collaborative thinking to further the overall value proposition.

Page 2

**Jessica Jones**

Tuesday

Hide thumbnails



• Hide comments

## Buttons NEW

Getting started

Release notes NEW

Accessibility NEW

Accordion

Alerts NEW

Avatars NEW

Breadcrumbs NEW

Badges NEW

Buttons NEW

Primary

Secondary

Tertiary

Group

Split

Drop down

Icon button

Inverted

Loading saving button

Segmented button

Passive links

Link

Checkboxes NEW

Colors NEW

Content

Data tables

Date picker

Drag & drop

Drop downs

Favorites & Recents ...

Form inputs NEW

Grids

Grid artboards

Headers

Icons NEW

Illustration

Layering

Lists

Login UUM

Mini-X Sidebar

Modals

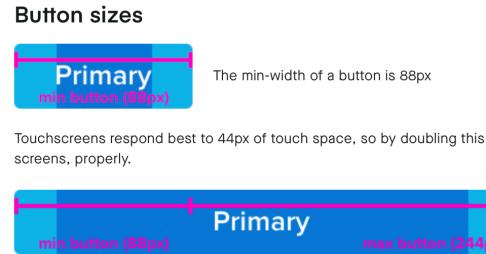
Navigation (pins) NEW

Pills

### Primary

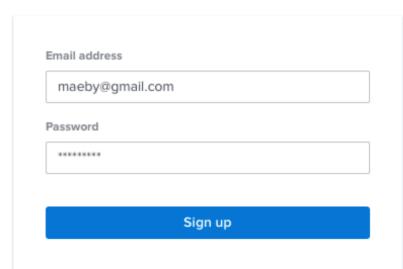
min button (88px)

The min-width of a button is 88px



### BUTTON WIDTH EXCEPTIONS

Matching the width of correlating content (i.e. a submit button being the same width as the text inputs in a signup form).



### Primary

Primary buttons are used to call attention to an important action, such as submitting a form. Primary buttons should only be used once per page, if possible. Not every page needs a primary button.

### Interaction style



Primary button hover styling

## Form inputs NEW

Getting started

Release notes NEW

Accessibility NEW

Accordion

Alerts NEW

Avatars NEW

Breadcrumbs NEW

Badges NEW

Buttons NEW

Checkboxes NEW

Colors NEW

Content

Data tables

Date picker

Drag & drop

Drop downs

Favorites & Recents ...

Form inputs NEW

Text inputs

Prefix

Suffix

Text area

Accessibility

Grids

Grid artboards

Headers

Icons NEW

Illustration

Layering

Lists

Login UUM

Mini-X Sidebar

Modals

Navigation (pins) NEW

Pills

Progress indicators

Radios NEW

Rich text editor

Search (old)

Secondary navigation

Select menus

Spacing

Text inputs are how users input content into the system, they can be used in forms, modals and other places where content input is needed. Common input types include: descriptions, titles, email addresses, passwords and more.

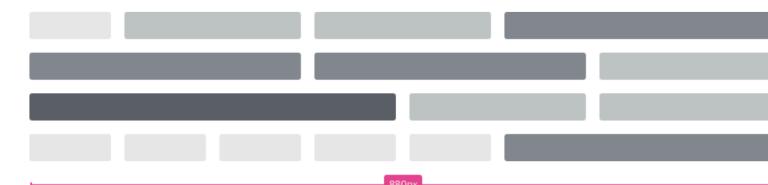
### Text input grid

A grid is defined for text inputs based on the system grid. It allows for up to 6 input fields per-row, with a max-width of 880px wide. Text inputs and their sizes can be used in a variety of sequences, but it is recommended that the form doesn't extend past 880px.

### MAX-NUMBER OF TEXT INPUTS PER ROW

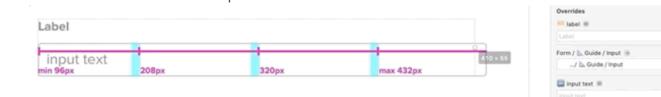


### EXAMPLE OF MAX-WIDTHS WITH MULTIPLE SIZE TEXT INPUTS



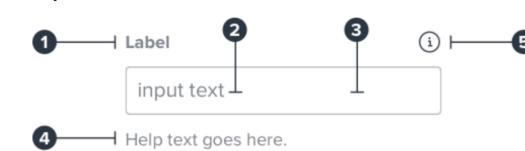
### Guides

The symbols have been built with guides to help you resize the fields correctly based off of the grid and to whatever size fits best in the space.



### Text inputs

#### Input fields



**MAKE  
IT LOOK  
GOOD!**  
That's not what we think design is.  
It's not just what it looks like and feels like.  
**DESIGN  
IS HOW IT WORKS**



1. Ben arrives at the store
2. Ben's employees are supposed to arrive @ 7:00 to open store and prepare inventory. Ben usually arrives @ 9:00.
3. Ben reviews inventory and notices that a few items are missing.
4. It's 11:02 pm, an employee decides to come in to use a computer. (after hours, shouldn't have been there)
5. Ben is concerned about the performance of his employees. He is responsible for training them and ensuring customers have great experiences. He wants to be everywhere.

# Rachael

29  
Interactive Marketing Associate

"It's not enough just to recycle anymore, we've got to be smarter about every way we impact the world."

**Location:** Seattle, WA

**Salary:** Low 10k-20k → High 250k+ (Rachael is at the high end)

**Technology:** Novice → Expert (Rachael is at the high end)

**Current System:**

- Energy Management (orange)
- Home Security
- Home Automation
- Solar Energy

**Devices Used:**

**Life Brands:**

**Immediate Goals:**

- Reduce energy consumption in her townhome
- Look after her Chihuahua
- Make partner at her firm in two years

**Photo:** Rachael sitting on a porch with a dog.

Rachael, a single, entrepreneurial 29 year old transplant from Alberta, Canada, has just started her new position at an international marketing firm in Seattle, Washington. A huge fan of the northwest, Rachael decided to purchase a townhome in Capitol Hill for its hip social scene and proximity to running trails. Since she's single and had a security system in her previous townhome, Rachael is now looking for a system to protect her new investment. She would also like to check in on her Chihuahua, which has been known to take his frustration of her long working hours out on her extensive shoe collection.

When Rachael is not climbing the corporate ladder, she is a champion for the environment. One of her ambitions is to outfit her modest townhome with the latest carbon-free technology.

**Life Goals:**

- Live carbon free
- Stay in peak shape
- Consult internationally

**Immediate Goals:**

- Reduce energy consumption in her townhome
- Look after her Chihuahua
- Make partner at her firm in two years

**Photo:** Rachael sitting on a porch with a dog.

# Jack

34  
Project Manager Construction

**Location:** Littleton, CO

**Salary:** Low 10k-20k → High 150k+ (Jack is at the high end)

**Technology:** Novice → Expert (Jack is at the high end)

**Current System Usage:**

- Home Security (orange)
- Energy Management
- Home Automation
- Solar Energy

**Devices Used:**

**Life Brands:**

**Immediate Goals:**

- Provide a good life for his family
- Start his own construction company
- Pay his mortgage off as soon as possible

**Photo:** Jack sitting on a porch with his family and dog.

Jack is a hard-working, ambitious man in his mid-30s who prides himself on providing for his wife Michelle and his two children. He recently purchased a new four-bedroom home in Littleton, Colorado, and the high mortgage is a little stressful, both he and Michelle have plans for a big family and work together to make every penny count. Jack has looked into home automation but so far hasn't found the right system for a price he is willing to pay.

Jack really wants to monitor the inside and outside of the house while he's at work, he likes the idea of controlling the thermostat and turning off lights and the TV from his phone since his children are notoriously bad about leaving things on. Both Jack and Michelle held off having a third child until they felt a bit more secure in the new house but are now ready to have more kids.

**Life Goals:**

- Provide a good life for his family
- Start his own construction company
- Pay his mortgage off as soon as possible

**Immediate Goals:**

- Lower his monthly bills
- Start expanding his family
- Find a good home automation system at a good price

**Photo:** Jack sitting on a porch with his family and dog.

# Judy

72  
Retired Secretary

"My husband and I built our family in this house, it would break my heart if I ever had to sell it."

**Location:** Chicago, IL

**Salary:** Low 10k-20k → High 150k+ (Judy is at the low end)

**Technology:** Novice → Expert (Judy is at the low end)

**Current System Usage:**

- Home Security (orange)
- Home Automation
- Energy Management
- Solar Energy

**Devices Used:**

**Life Brands:**

**Immediate Goals:**

- Volunteer regularly at her local church
- Give her children peace of mind about living alone

**Photo:** Judy smiling.

Judy's plans for a quiet retirement with her husband were uprooted 3 years ago when he passed away from prostate cancer. But she's kept going strong. Although her deteriorating eyesight does not allow her to drive, Judy still manages to get around the city and volunteers frequently at her local church. Her children have been pressuring her to move into a retirement home, but she is determined to stay in her home of 35 years and could not imagine living anywhere else.

To put her children's minds at ease, she purchased Vivint's home security system so she can reach someone quickly in an emergency and keep her independent lifestyle. Having a security system that she's not afraid to use is very important to her since Judy is not a fan of technology. She still uses a landline and paper bills, and she prefers written letters to email. The mobile phone her daughter purchased for her quite often sits dead in her pocketbook.

**Life Goals:**

- Keep her independence
- Stay physically and mentally active

**Immediate Goals:**

- Volunteer regularly at her local church
- Give her children peace of mind about living alone

**Photo:** Judy smiling.

**Location:** San Francisco, CA

**Salary:** Low 10k-20k → High 150k+ (Tom is at the high end)

**Technology:** Novice → Expert (Tom is at the high end)

**Current System Usage:**

- Home Security (orange)
- Home Automation
- Energy Management
- Solar Energy

**Devices Used:**

**Life Brands:**

**Immediate Goals:**

- Newer, more comprehensive system with plenty of cool features
- Feel better about Abby being home alone
- Control and monitor the house and garage when at the lake

**Photo:** Tom and Abby sitting on the floor looking at a laptop.

Tom works at a Commercial Insurance Agency down in San Francisco's Financial District and makes a very handsome salary. He and his wife Abby have been married for over 26 years and have three kids, two in college and one in high school. When he can, Tom steals away into the garage to do some woodworking and tying flies for weekend boating and fishing trips. He recently bought a Porsche Boxter that he drives along the coast and up through wine country.

With Tom's busy schedule, the youngest now being able to drive, and family trips up to the lake, Tom is looking to upgrade his security system and possibly add home automation so he can monitor his home on weekends and feel better about Abby being home alone. Tom also loves having the latest and greatest technology.

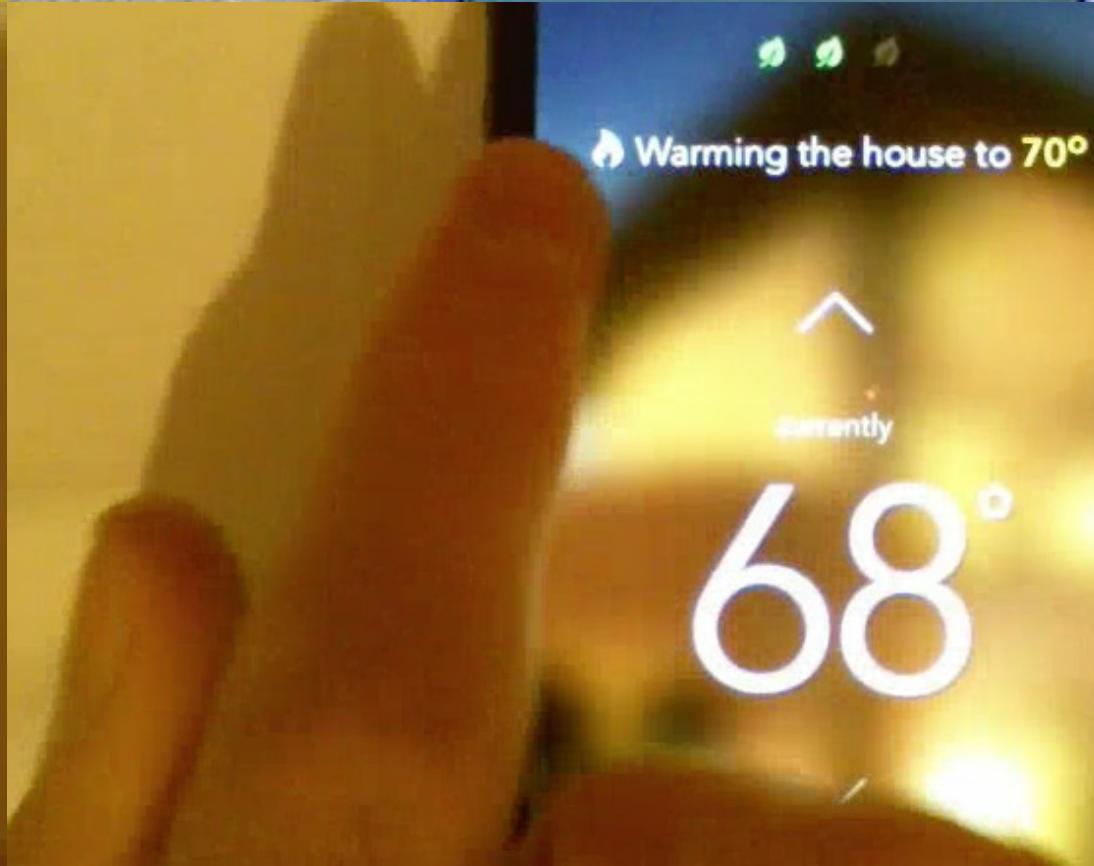
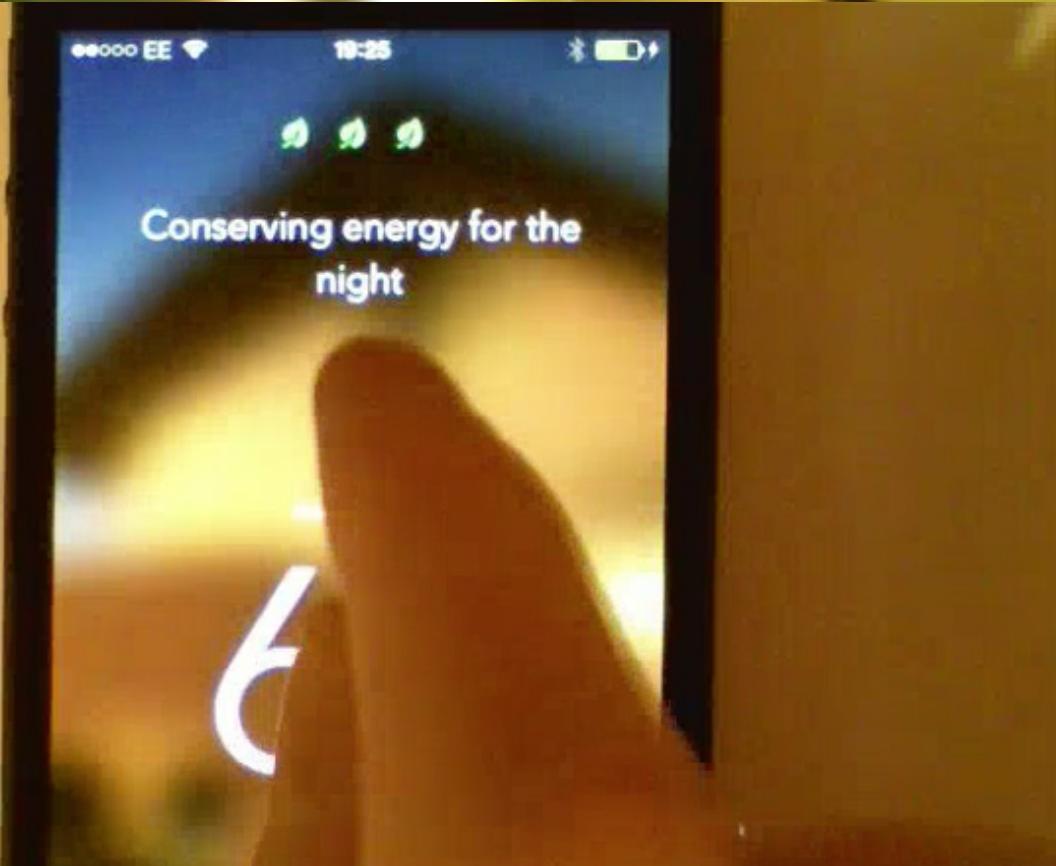
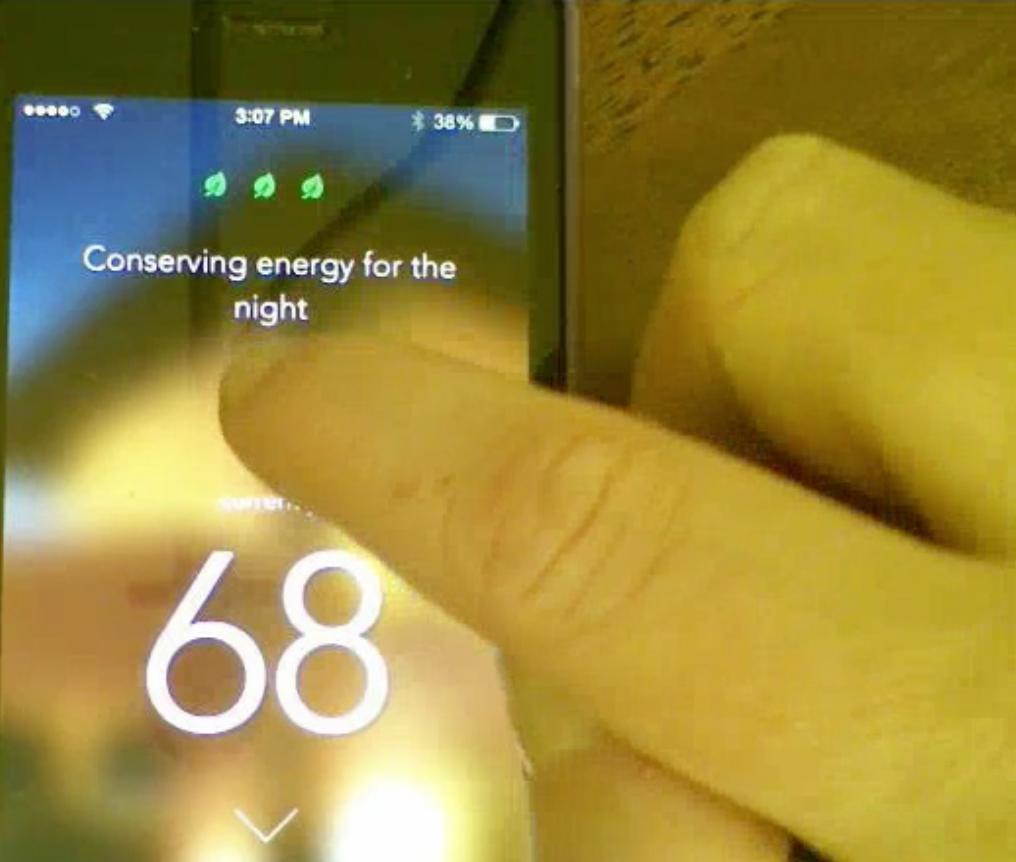
**Life Goals:**

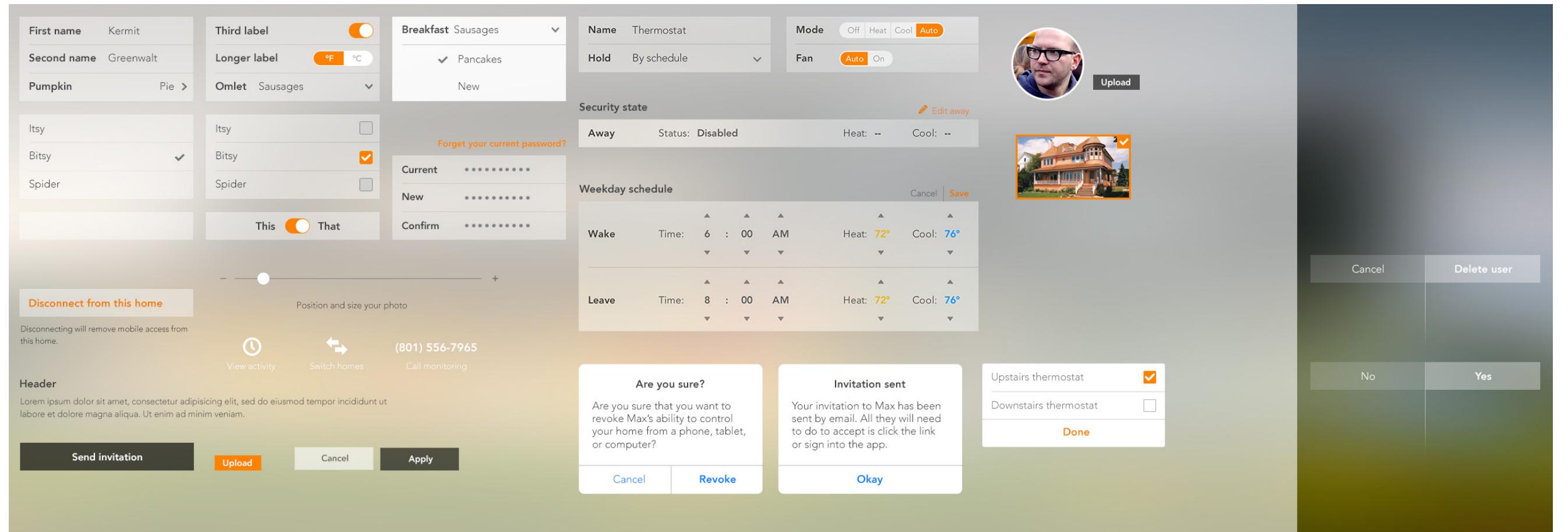
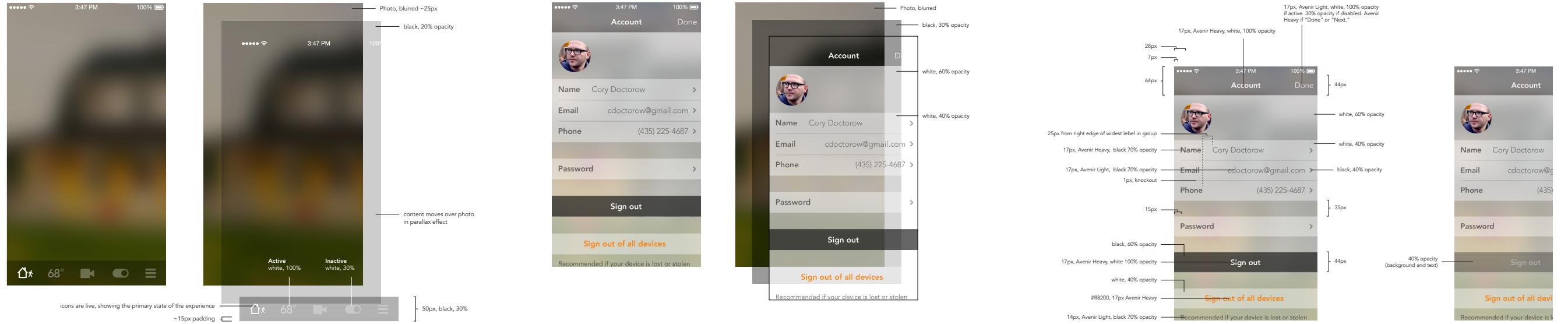
- Keep up with the latest technology
- Not stress about all of the family's belongings when away

**Immediate Goals:**

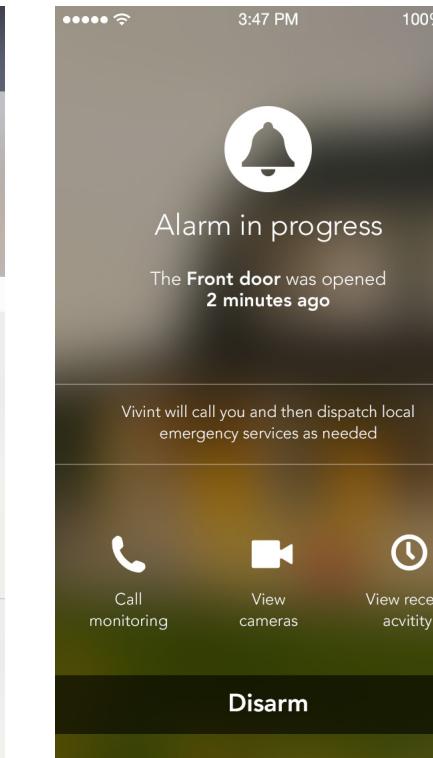
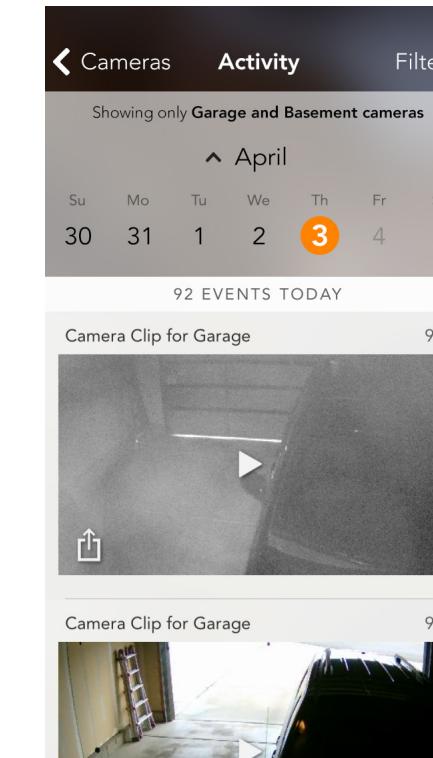
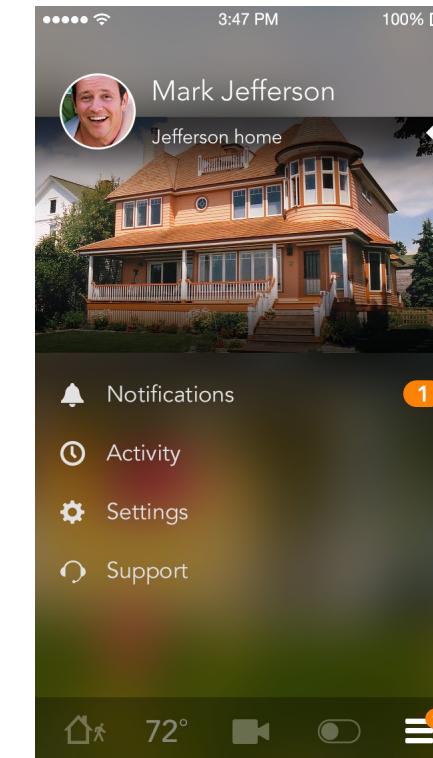
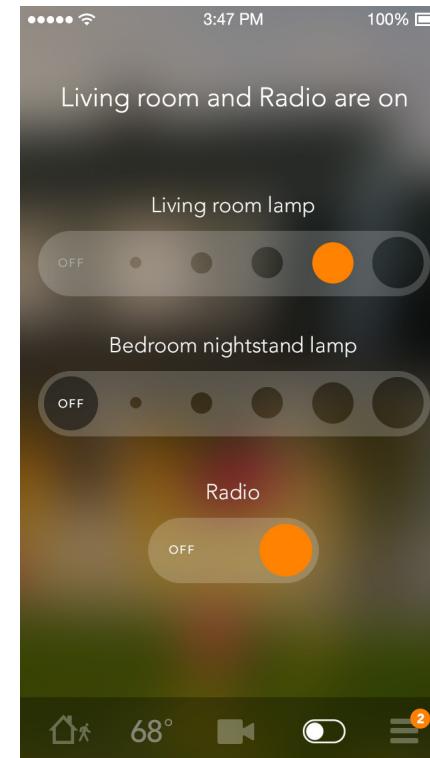
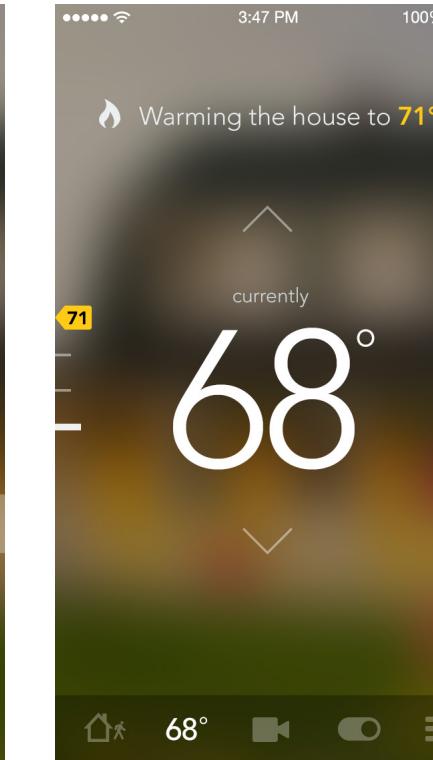
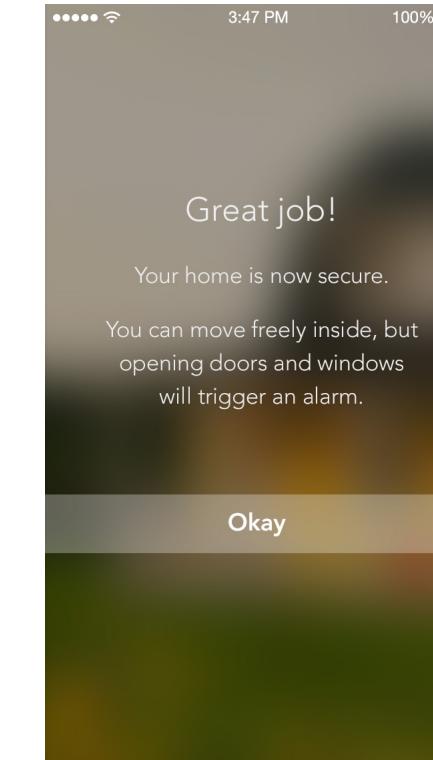
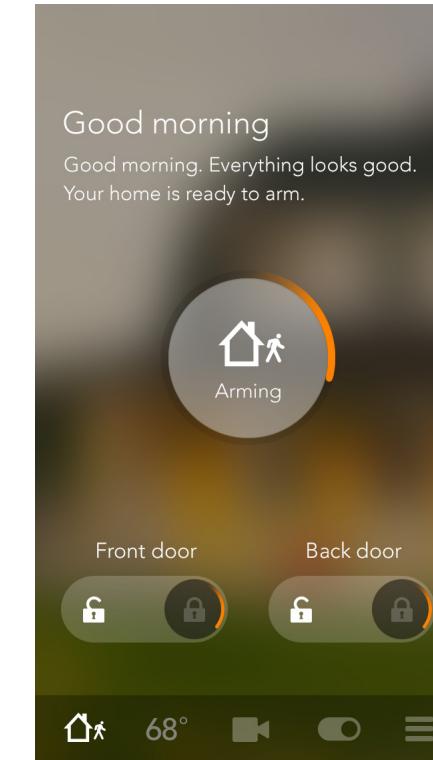
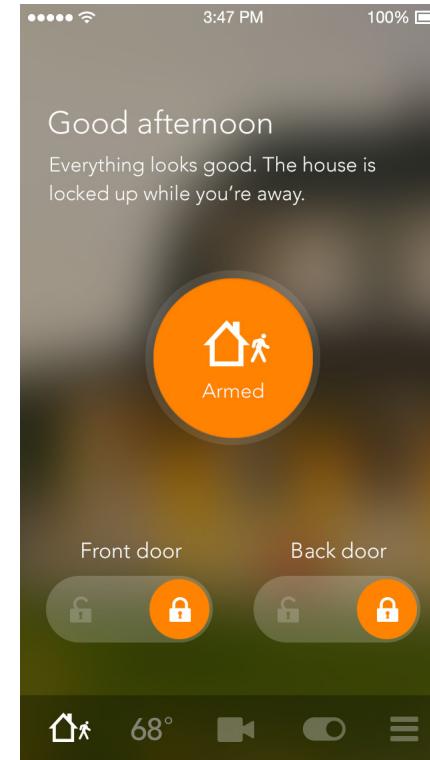
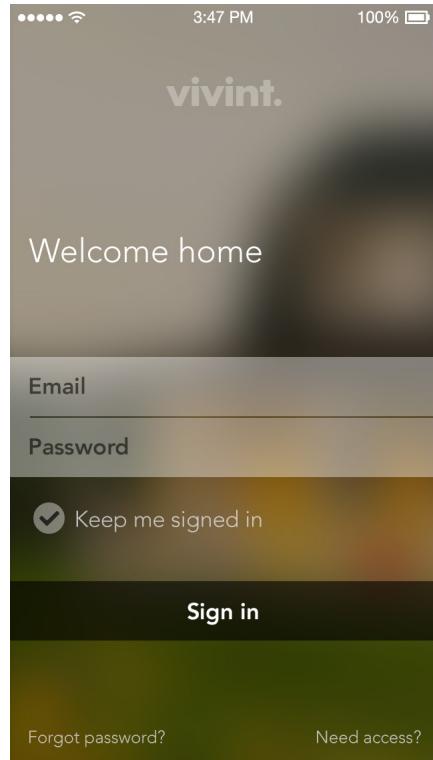
- Newer, more comprehensive system with plenty of cool features
- Feel better about Abby being home alone
- Control and monitor the house and garage when at the lake

**Photo:** Tom and Abby sitting on the floor looking at a laptop.







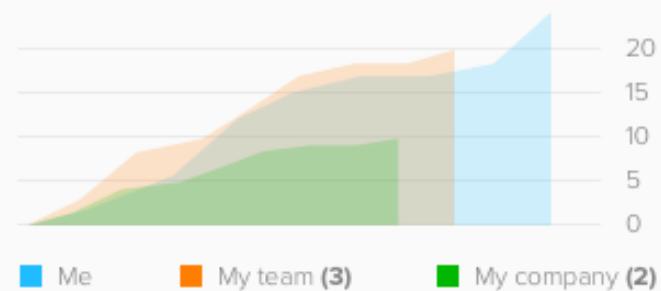


# **Personal work examples**

Research, prototyping, information architecture, interaction design, visual design, identity, and design systems



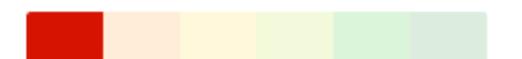
Today

2 clients  
engaged with or updated↑3% increase  
from last Tuesday

This week

16 clients  
engaged with or updated↓2% increase  
from last week**Update Walgreen's Pulse**

It's been 14 days since it was last updated.

**Update forecast for Waze's subscription to SiteCatalyst**

It's been 30 days since it was last updated.

SiteCatalyst 100%

Quantity	Start	End	Months	Amount
7	1 Apr 2016	31 Mar 2017	12	10,000,000

Things are looking really good for this up-sell. I should have a confirmation from the executive sponsor by 17 March.

Up-sell	Core renewal	Net renewal
\$3,999 ↑	100%	120%

**Schedule call with Uber**

It's been 21 days since you last spoke with them on the phone.

Sam Feil, 02/04/2016, 4:04 PM

Who's on this call?

Portfolio health

**Subscriptions**

87%

**SuccessCycle**

91%

**Engagement**

27%

**Pulse**

88%

**Contacts**

89%

**Usage**

100%

**Scorecard**

95%

Portfolio summary

42 active  
clients3 renewing  
this month

\$746,800 ARR





Search

All my clients (27)



CLIENT ↓	SCORE	STAGE (DAYS IN)		ARR	RENEWAL (DAYS TO)		PULSE	USAGE (THIS MONTH)	LAST ENGAGED (DAYS AGO)	
Amazon	86	Onboarding	(220)	\$4,000,000	04/07/2015	(-29)	124 ↑	↑ 7%	04/07/2015	(20)
American Express	14	Onboarding	(220)	\$2,100,000	07/14/2015	(69)	2 ↓	↑ 47%	07/14/2015	(20)
Apple	57	Onboarding	(266)	\$1,500	02/20/2016	(290)	43 ↑	↓ 1%	02/20/2016	(66)
Best Buy ...	56	Adopt	(56)	\$579,000	07/15/2015	(-58)	13 ↑	↓ 4%	07/15/2015	(56)
<span>Set Pulse</span> <span>Email</span> <span>Add note</span> <span>Add task</span> <span>Add meeting</span>	6	Adopt	(314)	\$12,100	03/09/2015	(204)	13 ↓	↑ 1%	03/09/2015	(14)
	77	Onboarding	(189)	\$340,000	10/27/2015	(174)	13 ↓	↑ 11%	10/27/2015	(89)
	57	Onboarding	(83)	\$560,000	04/01/2015	(-35)	13 ↑	↓ 12%	04/01/2015	(3)
	42	Onboarding	(17)	\$800,000	01/11/2016	(250)	1 ↑	↑ 1%	01/11/2016	(7)
	58	Grow	(29)	\$494,342	05/23/2015	(17)	2 ↓	↓ 2%	05/23/2015	(29)
Expedia	77	Onboarding	(132)	\$494,342	12/12/2015	(220)	5 ↑	↑ 8%	12/12/2015	(9)
Ford Motor	77	Grow	(29)	\$1,600	12/12/2015	(220)	73 ↓		12/12/2015	(9)
General Motors	57	Onboarding	(69)	\$62,000	01/27/2016	(266)	52 ↓	↓ 1%	27/2016	(10)
Google Intuit	77	Deploy	(290)	\$76,000	06/13/2015	(-56)	13 ↑	↓ 2%	06/13/2015	(5)
International Business Machines	92	Deploy	(58)	\$43,000	02/08/2015	(314)	13 ↑	↓ 10%	02/08/2015	(20)
JetBlue Airways	80	Onboarding	(204)	\$72,400	03/15/2016	(189)	21 ↑	↓ 4%	03/15/2016	(14)
LinkedIn	42	Onboarding	(174)	\$300,000	11/11/2015	(-83)	22 ↑	↑ 32%	11/11/2015	(35)



Search

Filtered by: Stage: On-boarding, Adopt X

SuccessScore: Between 75-100 X

Save

(54)



CLIENT ↓	SCORE	STAGE (DAYS IN)	ARR	RENEWAL (DAYS TO)	PULSE	USAGE (THIS MONTH)	LAST ENGAGED (DAYS AGO)
Amazon	86	Onboarding (220)	\$4,000,000	04/07/2015 (-29)	124 ↑	↑ 7%	04/07/2015 (20)
American Express	14	Onboarding (220)	\$2,100,000	07/14/2015 (69)	2 ↓	↑ 47%	07/14/2015 (20)
Apple	57	Onboarding (266)	\$1,500	02/20/2016 (290)	43 ↑	↓ 1%	02/20/2016 (66)
Best Buy	56	Adopt (56)	\$579,000	07/15/2015 (-58)	13 ↑	↓ 4%	07/15/2015 (56)
Delta	6	Adopt (314)	\$12,100	03/09/2015 (204)	13 ↓	↑ 1%	03/09/2015 (14)
Disney	77	Onboarding (189)	\$340,000	10/27/2015 (174)	13 ↓	↑ 11%	10/27/2015 (89)
eBay	57	Onboarding (83)	\$560,000	04/01/2015 (-35)	13 ↑	↓ 12%	04/01/2015 (3)
Electronic Arts	42	Onboarding (17)	\$800,000	01/11/2016 (250)	1 ↑	↑ 1%	01/11/2016 (7)
Expedia	58	Grow (29)	\$494,342	05/23/2015 (17)	2 ↓	↓ 2%	05/23/2015 (29)
Facebook	77	Onboarding (132)	\$494,342	12/12/2015 (220)	5 ↑	↑ 8%	12/12/2015 (9)
Ford Motor	77	Grow (29)	\$1,600	12/12/2015 (220)	73 ↓		12/12/2015 (9)
General Motors	57	Onboarding (69)	\$62,000	01/27/2016 (266)	52 ↓	↓ 1%	27/2016 (10)
Google Intuit	77	Deploy (290)	\$76,000	06/13/2015 (-56)	13 ↑	↓ 2%	06/13/2015 (5)
International Business Machines	92	Deploy (58)	\$43,000	02/08/2015 (314)	13 ↑	↓ 10%	02/08/2015 (20)
JetBlue Airways	80	Onboarding (204)	\$72,400	03/15/2016 (189)	21 ↑	↓ 4%	03/15/2016 (14)
LinkedIn	42	Onboarding (174)	\$300,000	11/11/2015 (-83)	22 ↑	↑ 32%	11/11/2015 (35)



Search

All my clients (27)

 CLIENT ↓

SCORE

STAGE (DAYS IN)

ARR

RENEWAL (DAYS TO)

PULSE

USAGE (THIS MONTH)

 Amazon

86

- more than
- exactly
- less than 4 days ago
- after
- on
- before
- between
- is unknown
- has any value

 American Express

14

 Apple

57

 Best Buy

56

 Delta

6

 Disney

77

 eBay

57

 Electronic Arts

42

Onboarding (17) \$800,000

01/11/2016

 Expedia

58

- more than
- exactly
- less than 50 %
- between
- is unknown
- has any value

 Facebook

77

 Ford Motor

77

 General Motors

57

 Google Intuit

77

 International Business Machines

92

- is true
- is false
- is unknown
- has any value

 JetBlue Airways

80

 LinkedIn

42

 Onboard 23 Deploy 14 Adopt 7 Grow 4 Renew 11 more than exactly less than \$ 50,000 between is unknown has any value more than exactly less than after on February 2016 before before February 2016 is 1 Search

(0)

SuccessScore



SuccessCycle stage



ARR



Renewal date



Last engagement



Usage



Pulse



Last touch



Segment



MRR



Status



Assigned CSM



Assigned sales rep



Managed by



Custom field A



Custom field B



Custom field C



11/11/2015 (35)





Search

All my clients (27)



CLIENT	SCORE	STAGE (DAYS IN)	ARR	RENEWAL (DAYS TO)	PULSE	USAGE (THIS MONTH)	LAST ENGAGED (DAYS AGO)
Amazon	86	Onboarding (220)	\$4,000,000	04/07/2015 (-29)	24	↑ 7%	04/07/2015 (20)
American Express	14	Onboarding (220)	\$2,100,000	07/14/2015 (-69)	2	↑ 2%	04/07/2015 (20)
Apple	57	Onboarding (266)	\$1,500	02/20/2016 (-290)	25	↑ 1%	04/07/2015 (20)
Best Buy	56	Adopt (56)	\$579,000	07/15/2015 (-58)	13	↑ 1%	04/07/2015 (20)
Cancel		<b>Send</b>		\$12,100	03/09/2015 (-204)	19	
To Richard Norby		\$340,000		10/27/2015 (-74)	13	↑ 1%	
Subject Re: Weekly check-in		\$560,000		04/01/2015 (-35)	13	↑ 1%	
Response expected in 2 days		\$800,000		01/11/2016 (-250)	11	↑ 1%	
Bonnie,		\$494,342		05/23/2015 (-17)	2	↑ 1%	
How's it going? It was great running into you at the conference.		\$494,342		12/12/2015 (-220)	5	↑ 1%	
Now that you've been back for a few weeks, how are you feeling about trying out the new DataWise product?		\$1,600		12/12/2015 (-220)	73	↑ 1%	
Sincerely,		\$62,000		01/27/2016 (-266)	52	↑ 1%	
Richard		\$76,000		06/13/2015 (-56)	13	↑ 1%	
Cancel		<b>Send</b>		\$43,000	02/08/2015 (-314)	19	
To Richard Norby		\$72,400		03/15/2016 (-139)	21	↑ 1%	
Subject		\$300,000		11/11/2015 (-83)	22	↑ 1%	
Response expected in 2 days		↓ 1%		06/13/2015 (-56)	13	↑ 1%	
LinkedIn		42		Onboarding (274)	14	↑ 1%	

Stage: On-boarding, Adopt

SuccessScore: Between 75-100

Enter new segment name

 Make available to all users

Email

Send email when client **enters segment**. Sent test email

- ★ Key contact
- ❤️ Advocate
- 🤴 Executive sponsor
- 🏆 Champion

The preview shows a template for an email sent to a client. It includes fields for 'To' (Full name), 'From' (CSM full name), 'Enter your email subject', and a greeting 'Hi First name,'. Below the greeting, there's a signature placeholder 'Sincerely,' followed by 'CSM full name' and 'CSM title' in separate fields, and a final line 'Instructure'.

To

From

Enter your email subject

Hi ,

Sincerely,

Instructure



Search

All my clients (27)



CLIENT ↓	SCORE	STAGE (DAYS IN)	ARR	RENEWAL (DAYS TO)	PULSE	USAGE (THIS MONTH)	LAST ENGAGED (DAYS AGO)
Amazon	86	Onboarding (220)	\$4,000,000	04/07/2015 (-29)	124 ↑	↑ 7%	04/07/2015 (20) 📸
American Express	14	Onboarding (220)	\$2,100,000	07/14/2015 (-69)	2 ↑	↑ 47%	07/14/2015 (20) 📩
Apple	57	Onboarding (266)	\$1,500	02/20/2016 (-290)	48 ↑	↓ 1%	02/20/2016 (56) 📈
Best Buy	56	Adopt (56)	\$579,000	07/15/2015 (-58)	13 ↑	↓ 4%	07/15/2015 (56) 📈
Delta	6	Adopt (314)	\$12,100	03/09/2015 (-204)	19 ↓	↑ 1%	03/09/2015 (14) 📩
Disney	77	Onboarding (189)	\$340,000	10/27/2015 (-74)	13 ↓	↑ 11%	10/27/2015 (89) 📩
eBay	57	Onboarding (83)	\$560,000	04/01/2015 (-35)	13 ↑	↓ 12%	04/01/2015 (3) 📩
Electronic Arts	42	Onboarding (17)	\$800,000	01/11/2016			01/11/2016 (7) 📸
Expedia	58	Grow (29)	\$494,342	05/23/2015			05/23/2015 (29) 📸
Facebook	77	Onboarding (132)	\$494,342	12/12/2015			12/12/2015 (9) 📸
Ford Motor	77	Grow (29)	\$1,600	12/12/2015			12/12/2015 (9) 📩
General Motors	57	Onboarding (69)	\$62,000	01/27/2016			27/2016 (10) 📩
Google Intuit	77	Deploy (290)	\$76,000	06/13/2015	1. Relationship - Competitive Threat 2. Support - Response Time		06/13/2015 (5) 📩
International Business Machines	92	Deploy (58)	\$43,000	02/08/2015			02/08/2015 (20) 📩
JetBlue Airways	80	Onboarding (204)	\$72,400	03/15/2016			03/15/2016 (14) 📈
LinkedIn	42	Onboarding (24)	\$300,000	11/11/2015	They are still frustrated with response time. Tech support is experiencing staffing issues.		11/11/2015 (25) 📸



Search

All my clients (27)



CLIENT ↓	SCORE	STAGE (DAYS IN)	ARR	RENEWAL (DAYS TO)	PULSE	USAGE (THIS MONTH)	LAST ENGAGED (DAYS AGO)
Amazon	86	Onboarding (220)	\$4,000,000	04/07/2015 (-29)	124 ↑	↑ 7%	04/07/2015 (20) 📞
American Express	14	Onboarding (220)	\$2,100,000	07/14/2015 (-69)	2 ↑	↑ 47%	07/14/2015 (20) 📩
Apple	57	Onboarding (266)	\$1,500	02/20/2016 (-290)	38 ↑	↓ 1%	02/20/2016 (56) 📈
Best Buy	56	Adopt (56)	\$579,000	07/15/2015 (-58)	13 ↑	↓ 4%	07/15/2015 (56) 🤝
Delta					13 ↑	↑ 1%	03/09/2015 (14) 📩
Disney		Adoption Accelerator		12 October	13 ↑	↑ 11%	10/27/2015 (89) 📩
eBay		Quick-win Analysis		12 October	13 ↑	↓ 12%	04/01/2015 (3) 📩
Electronic A		Create KPI Dashboard		6 October	1 ↑	↑ 1%	01/11/2016 (7) 📞
Expedia		TJ Post go-live user training		7 October	2 ↑	↓ 2%	05/23/2015 (29) 📞
Facebook		Add new task...		Due date	5 ↑	↑ 8%	12/12/2015 (9) 📞
Ford Motor					73 ↑		12/12/2015 (9) 📩
General Mot					52 ↑	↓ 1%	27/2016 (10) 📩
Google Intuit	77	Deploy (290)	\$76,000	06/13/2015 (-56)	13 ↑	↓ 2%	06/13/2015 (5) 📩
International Business Machines	92	Deploy (58)	\$43,000	02/08/2015 (-314)	19 ↑	↓ 10%	02/08/2015 (20) 📩
JetBlue Airways	80	Onboarding (204)	\$72,400	03/15/2016 (-139)	21 ↑	↓ 4%	03/15/2016 (14) 📈
LinkedIn	42	Onboarding (224)	\$300,000	11/11/2015 (-83)	22 ↑	↑ 32%	11/11/2015 (25) 📈

Mark stage complete



Search

All my clients (27)



CLIENT	SCORE	STAGE (DAYS IN)	ARR	RENEWAL (DAYS TO)	PULSE	USAGE (THIS MONTH)	LAST ENGAGED (DAYS AGO)
Amazon	86	Onboarding (220)	\$4,000,000	04/07/2015 (29)	124 ↑	↑ 7%	04/07/2015 (20) 📞
American Express	14	Onboarding (220)	\$2,100,000	07/14/2015 (69)	2 ↑	↑ 47%	07/14/2015 (20) 📩
Apple	57	Onboarding (266)	\$1,500	02/20/2016 (290)	48 ↑	↓ 1%	02/20/2016 (56) 📈
Best Buy	56	Adopt (56)	\$579,000	07/15/2015 (-58)	13 ↑	↓ 4%	07/15/2015 (56) 📈
Delta	6	Adopt (314)	\$12,100	03/09/2015 (204)	9 ↓	↑ 1%	03/09/2015 (14) 📩
Disney	77	Onboarding (189)	\$340,000	10/27/2015 (174)	13 ↓	↑ 11%	10/27/2015 (89) 📩
Electronic Arts	42	New task... Due date  Add task	\$560,000	04/01/2015 (-35)	13 ↑	↓ 12%	04/01/2015 (3) 📩
Expedia	58	February 2016		01/11/2016 (250)	1 ↑	↑ 1%	01/11/2016 (7) 📞
Facebook	77	S M T W T F S		05/23/2015 (17)	2 ↑	↓ 2%	05/23/2015 (29) 📞
Ford Motor	77	26 27 28 29 30 1 2		12/12/2015 (220)	5 ↑	↑ 8%	12/12/2015 (9) 📞
General Motors	57	3 4 5 6 7 8 9		12/12/2015 (220)	73 ↑		12/12/2015 (1) 📩
Google Intuit	77	10 11 12 13 14 15 16		01/27/2016 (266)	52 ↑	↓ 1%	27/2016 (10) 📩
International Business Machines	92	17 18 19 20 21 22 23		06/13/2015 (-56)	13 ↑	↓ 2%	06/13/2015 (5) 📩
JetBlue Airways	80	24 25 26 27 28 29 30		02/08/2015 (314)	19 ↑	↓ 10%	02/08/2015 (20) 📩
LinkedIn	42	31 1 2 3 4 5 6		03/15/2016 (139)	21 ↑	↓ 4%	03/15/2016 (14) 📈
		Remove due date		11/11/2015 (-83)	22 ↑	↑ 32%	11/11/2015 (25) 📈



Uber

Recreational Equi...



# Recreational Equipment, Inc.



Adopt  
STAGE



ARR \$75,000

TSV \$75,000

TYPE Enterprise

SALES REP Tony Perkins

PARENT Overland, Inc

MRR \$6,250

CSM Dave Blake

SFDC

## Subscriptions

**Active** Past One-time

Next renewal in 33 days, on 1 March 2016

Renewal

\$1,666 MRR

\$19,992 ARR

\$32,299 TSV

 PRODUCT

QTY START END ↓ MONTHS AMOUNT

 SiteCatalyst 

7 11/26/2015 11/26/2015 12 \$20,000

 Discover 

1 11/26/2015 11/26/2015 12 \$10,000 ...

 Test & Target 

5 11/26/2014 11/26/2014 24

- Forecast
- Renew
- Upsell
- Edit
- Terminate
- Delete

## Net Promoter

This quarter

29 this client  
14 responses (61%)

↓ 4%

36 all client  
206 responses (38%)

↑ 1%





Uber

Recreational Equi...



# Recreational Equipment, Inc.

81

ESS SCORE

Adopt



ARR \$75,000 TSV \$75,000

MRR \$6,250

TYPE Enter

CSM Dave

## Subscriptions

Active Past One-time

SiteCatalyst

ACTIVE

\$2,266 MRR

\$0 ARR

\$0 TSV

Quantity

4

Start



28 Jan 2016

End

29 Jan 2017

Months

12

Amount

\$ 9,888

Note...

 Auto renew Attach file Add upsell[AcmeCorp\\_Contract\\_2016-02-14.pdf](#) [AcmeCorp\\_SLA\\_2016-02-14.pdf](#) [Save](#)[Cancel](#)

## Up-sells

DATE ↓

QTY

AMOUNT

NOTE



## App settings

90 day renewal notice

LIVE

Delete

Cancel

Pause rule

Save and close

Clients

Subscriptions

Contacts

Segments

Alerts

Types

Reason codes

Products

SuccessCycles

Playbooks

Automation

Scorecard

Usage

Integrations

Team

Billing

**372** times  
rule fired

Went live 106 days ago

Last fired 1 day ago

This rule can't be set live until you specify a trigger and add an email subject.

## Choose your trigger

When

**SuccessScore changes**

from

*before state or value*

to

*after state or value*

- more than
- exactly
- less than 4 days ago
- after
- on
- before
- between
- is unknown
- has any value

## Segment your clients (optional)

By default, this rule will be applied to all clients.  
of the Segments.

Renewing next 90 days

Add segm

At Risk

At Risk SMB



only apply the rules to clients that belong to one or more

## Write your email and/or select a playbook



From Assigned CSM

Recipients

 Key contact



Reports

Overview

Current as of 14 Oct at 5:40 PM ET

Refresh

Export

## Overview

Client Growth

Revenue Growth

Growth Comparison

Renewal Health

Renewal Performance

Client Pulse

Client Engagement

SuccessCycle

Clients

306

Subscriptions

813

Subscription Quantities

46K

Avg. Subscription Length

2.2

Monthly Recurring Revenue

\$1,847,589 MRR

Annualized Recurring Revenue

\$22

Total Subscription Value

\$48,230,284 TSV

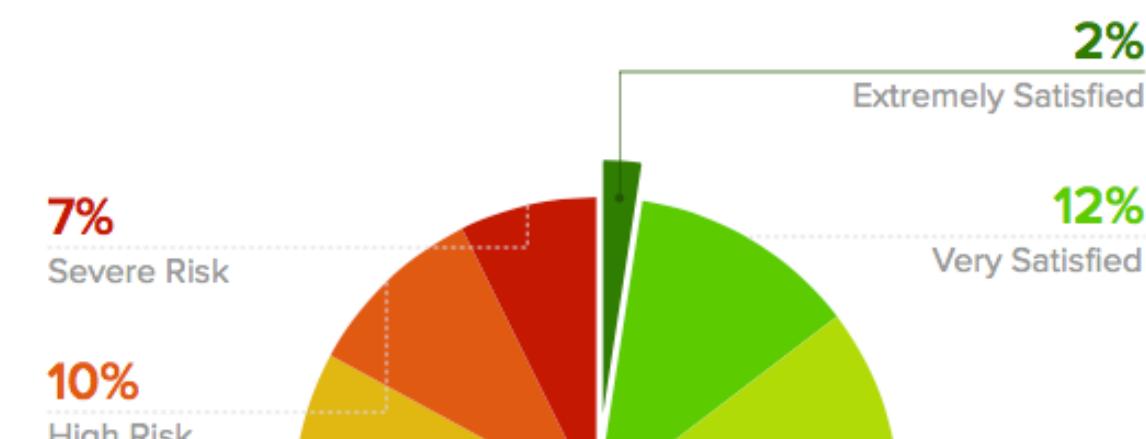
Average

\$84

**Annualized Recurring Revenue**

This is annual recurring revenue for the coming twelve months if you don't add or churn anything.

MRR (sum of active Subscriptions, divided by the term) multiplied by twelve.



Clients (#)

Extremely Satisfied

2

Very Satisfied

10

Fairly Satisfied

## Reports

## Revenue Growth

Current as of 14 Oct at 5:40 PM ET

Refresh

Export

Jan 2016 - Dec 2016

## Overview

## Client Growth

## Revenue Growth

## Growth Comparison

## Renewal Health

## Renewal Performance

## Client Pulse

## Client Engagement

## SuccessCycle

## Subscriptions

813

↑3% increase from last year

## Revenue Retention Rate

74%

↑1% increase from last year

## Revenue Growth Rate

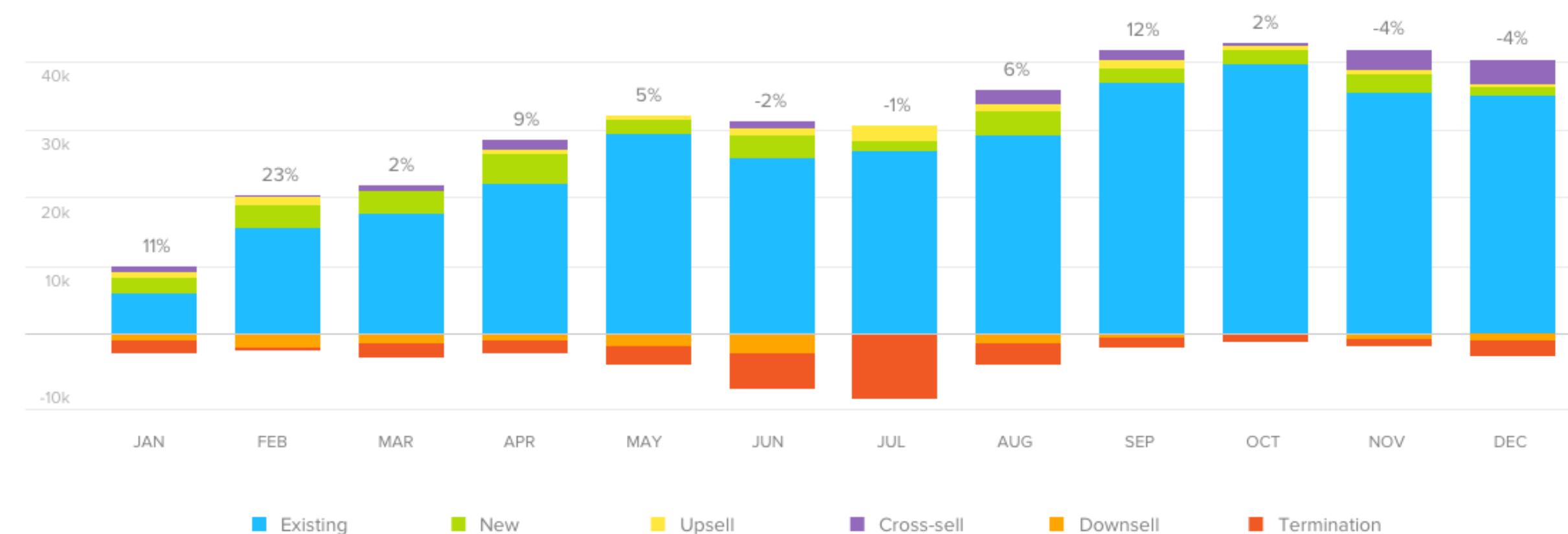
7%

↑12% increase from last year

## Revenue Churn Rate

26%

↓3% decrease from last year





## App settings

Year one, enterprise

DRAFT

Saving...

Delete

Cancel

Save and close

Clients

Subscriptions

Contacts

Alerts

Types

Reason codes

Products

## SuccessCycles

Playbooks

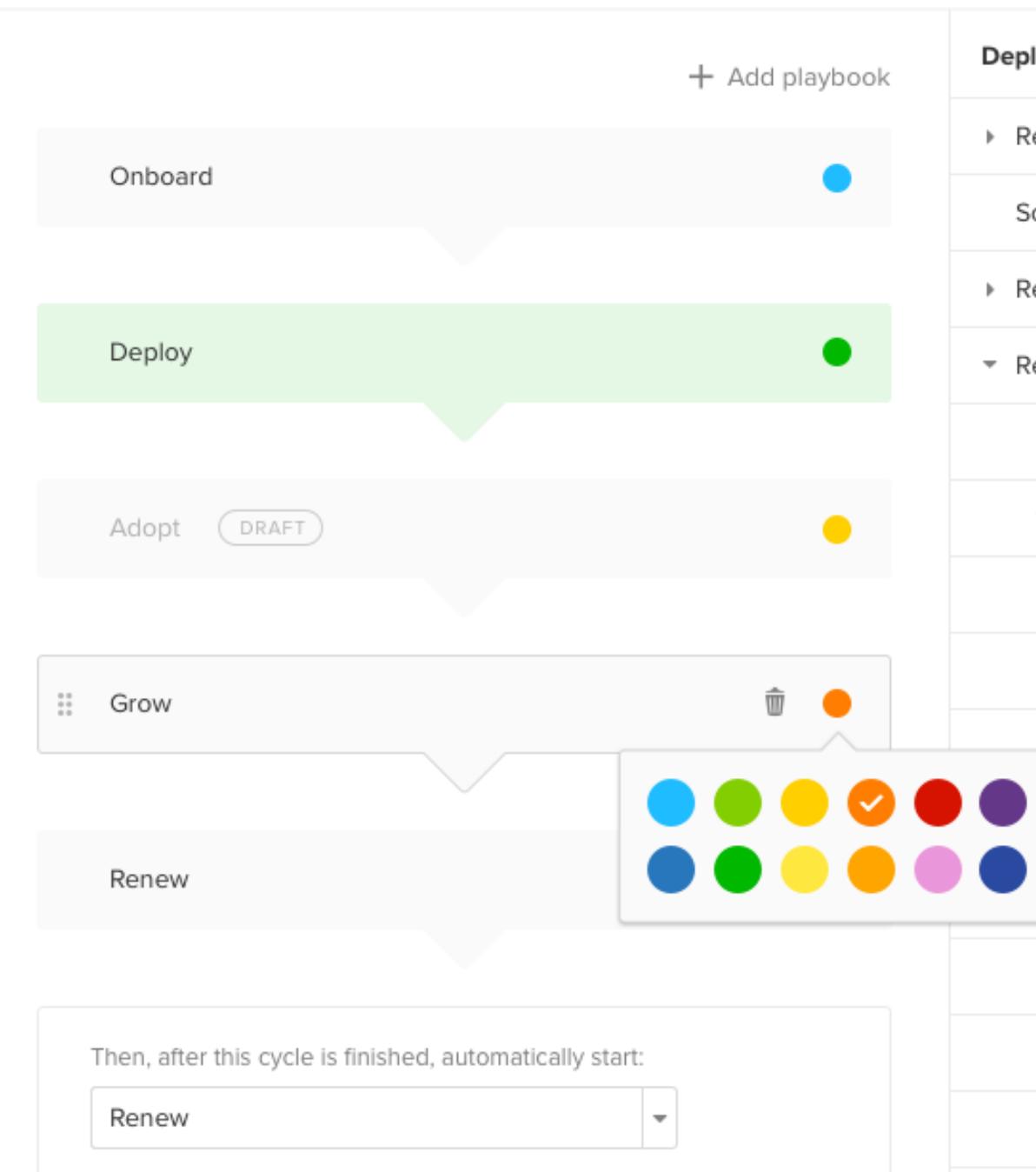
Scorecard

Usage

Integrations

Team

Billing



Add playbook

## Deploy

▶ Reach out to executive sponsor

Schedule call with key contact

▶ Review usage over past 30 days

▼ Review Pulse history over past 30 days

Review KBOs and prepare deck for call with key contact

▼ Compare delta between Last Touch and Last Engaged dates

▼ Adoption Accelerator

Post Go-live User Training

Quick Win Analysis

Create KPI Dashboard

Complete Adoption Review

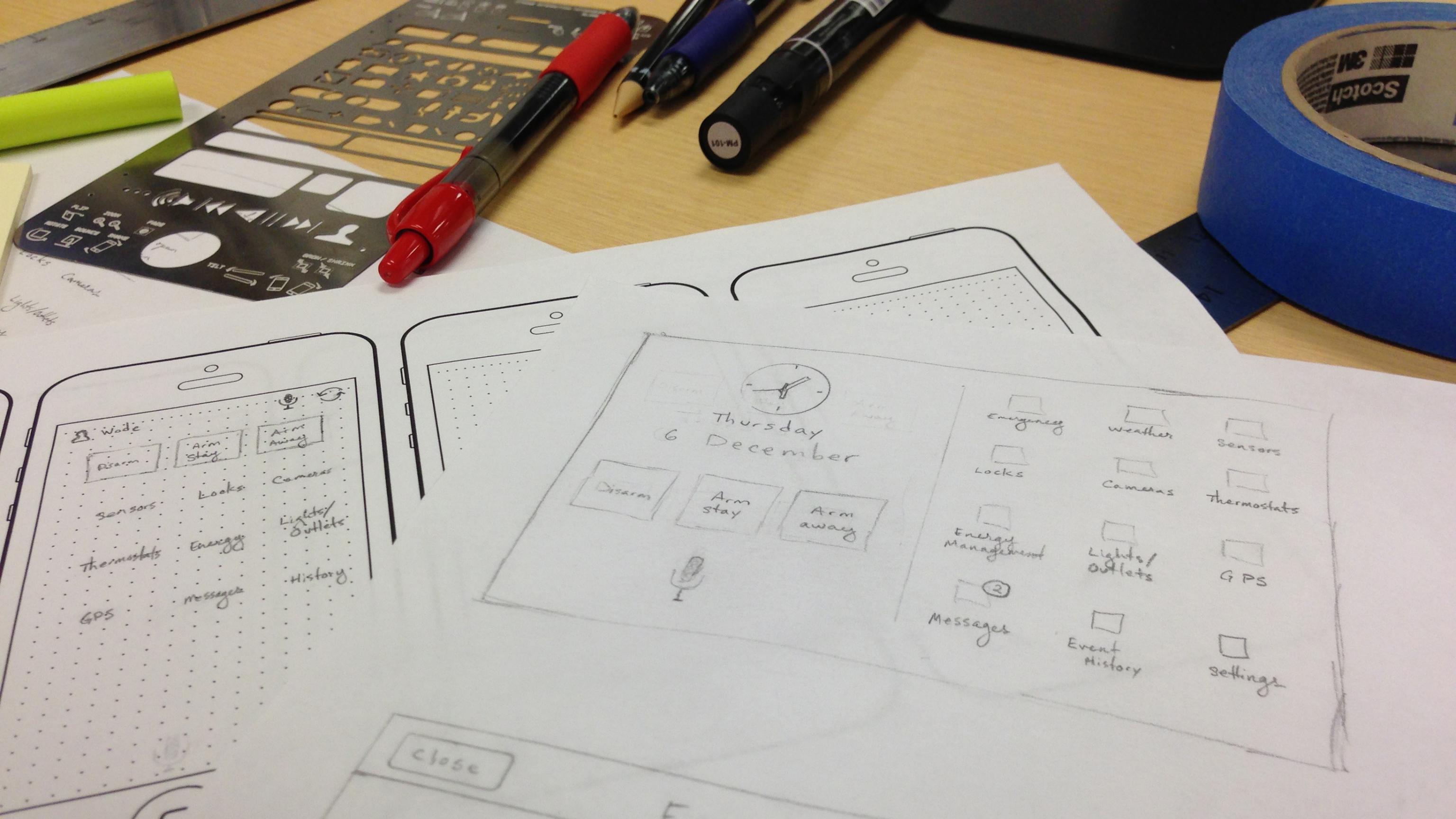
20+ Active Users

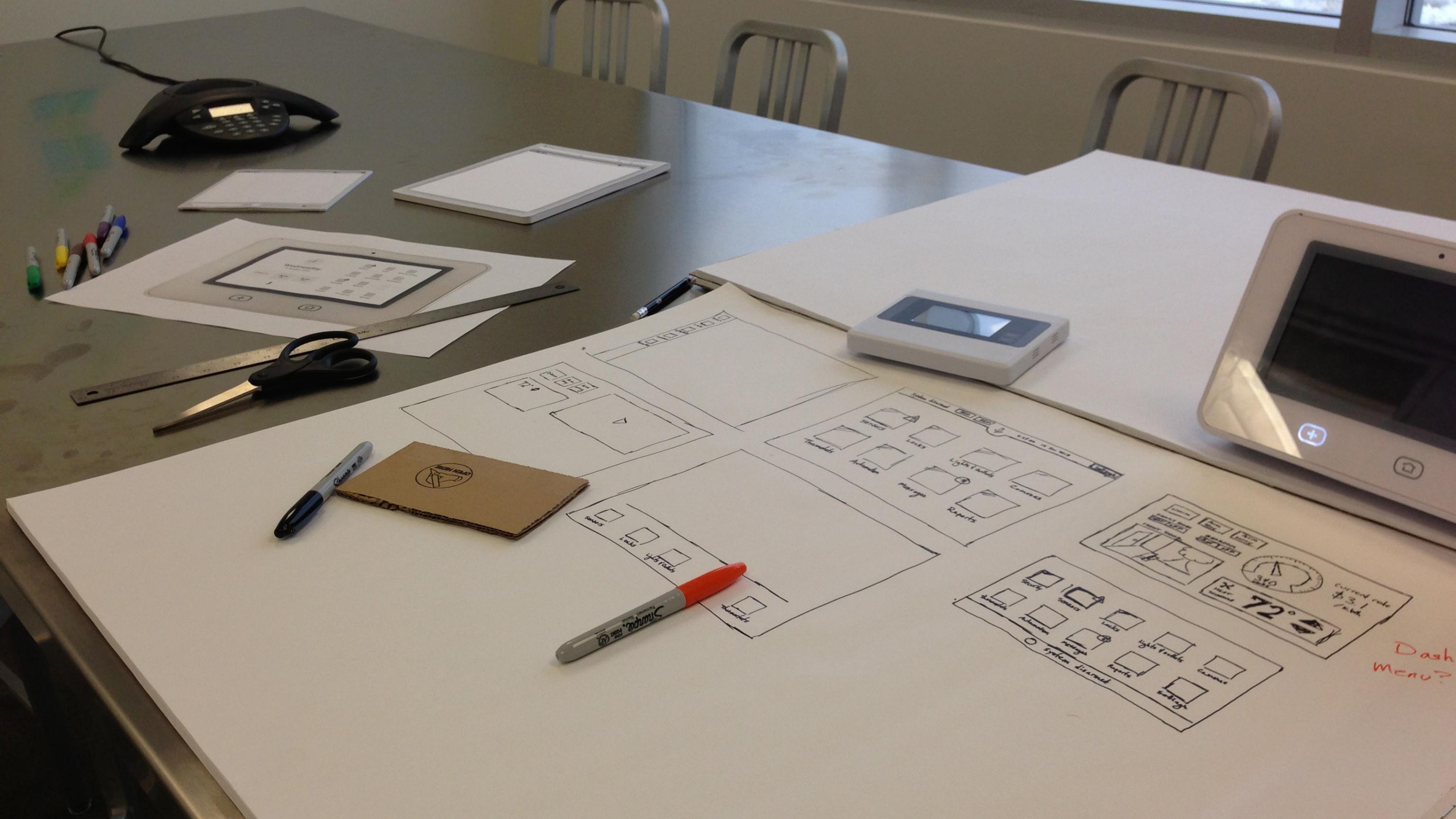
Sticky Functionality Used Regularly

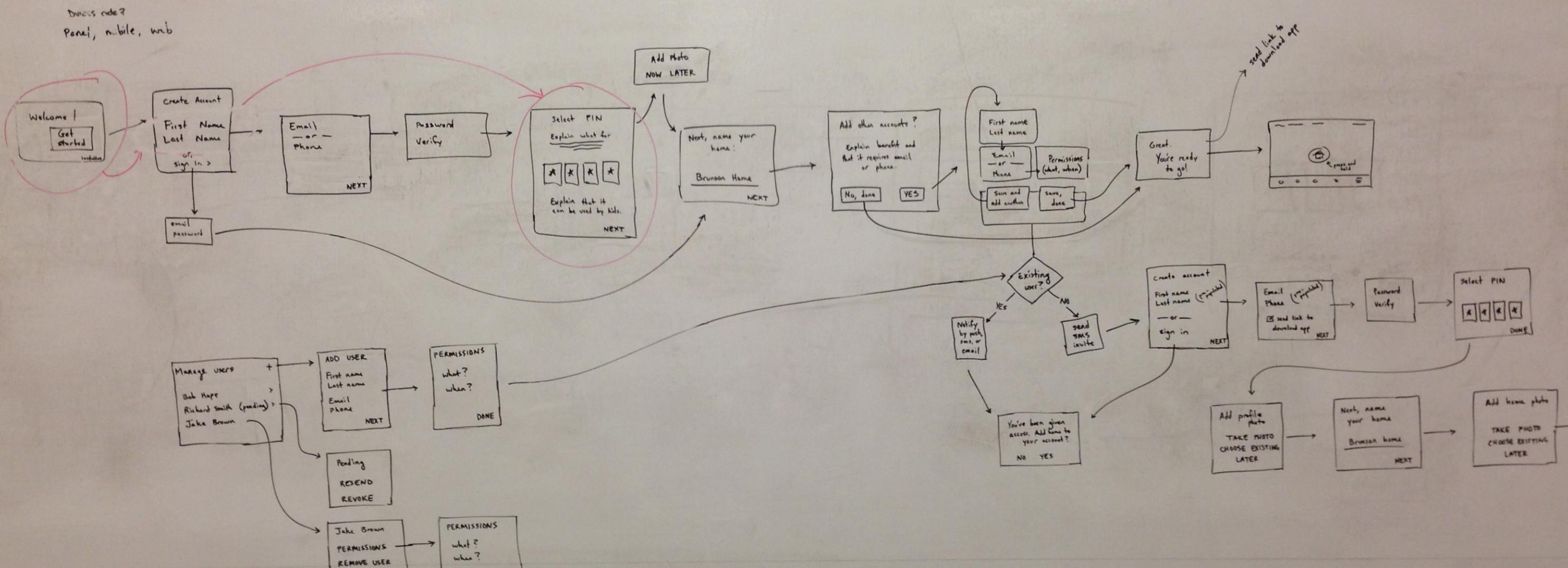
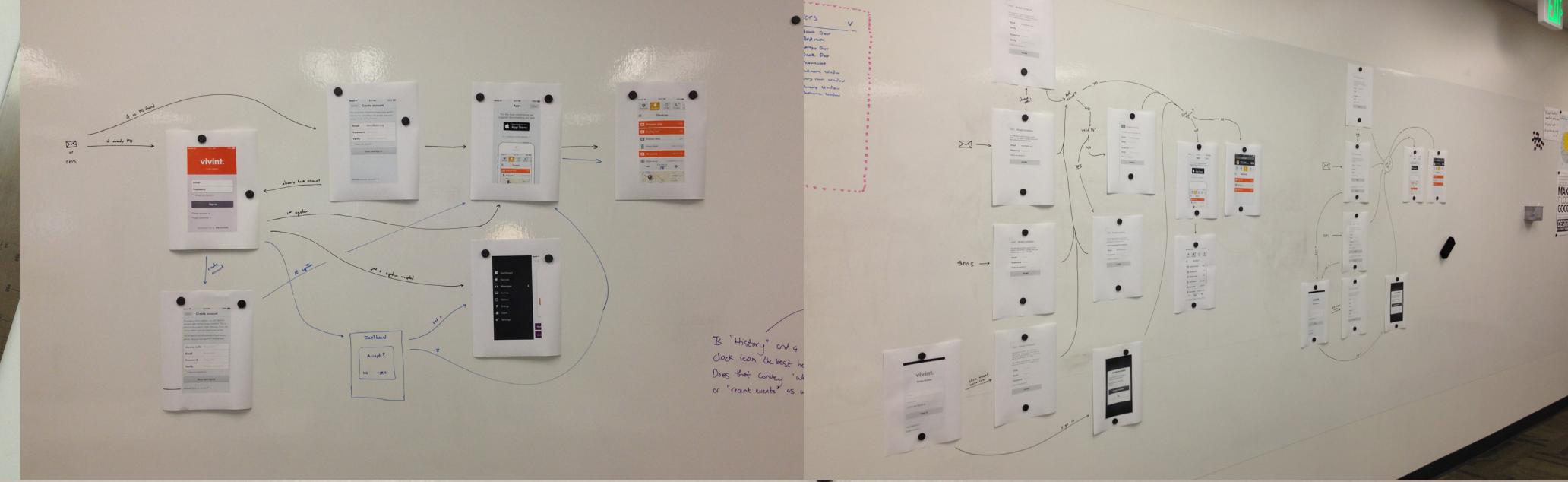
Identify Top 5 Users for Super User Group

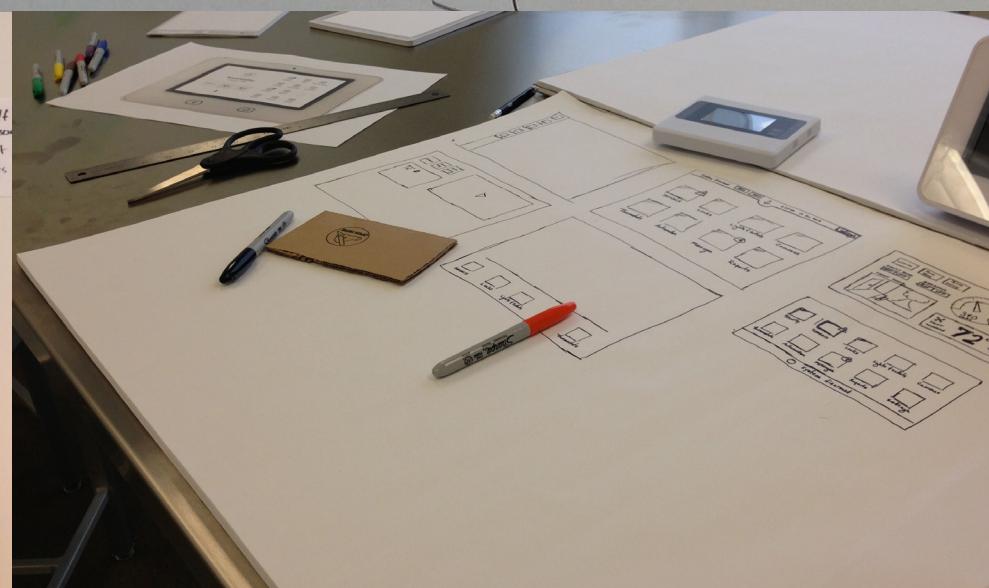
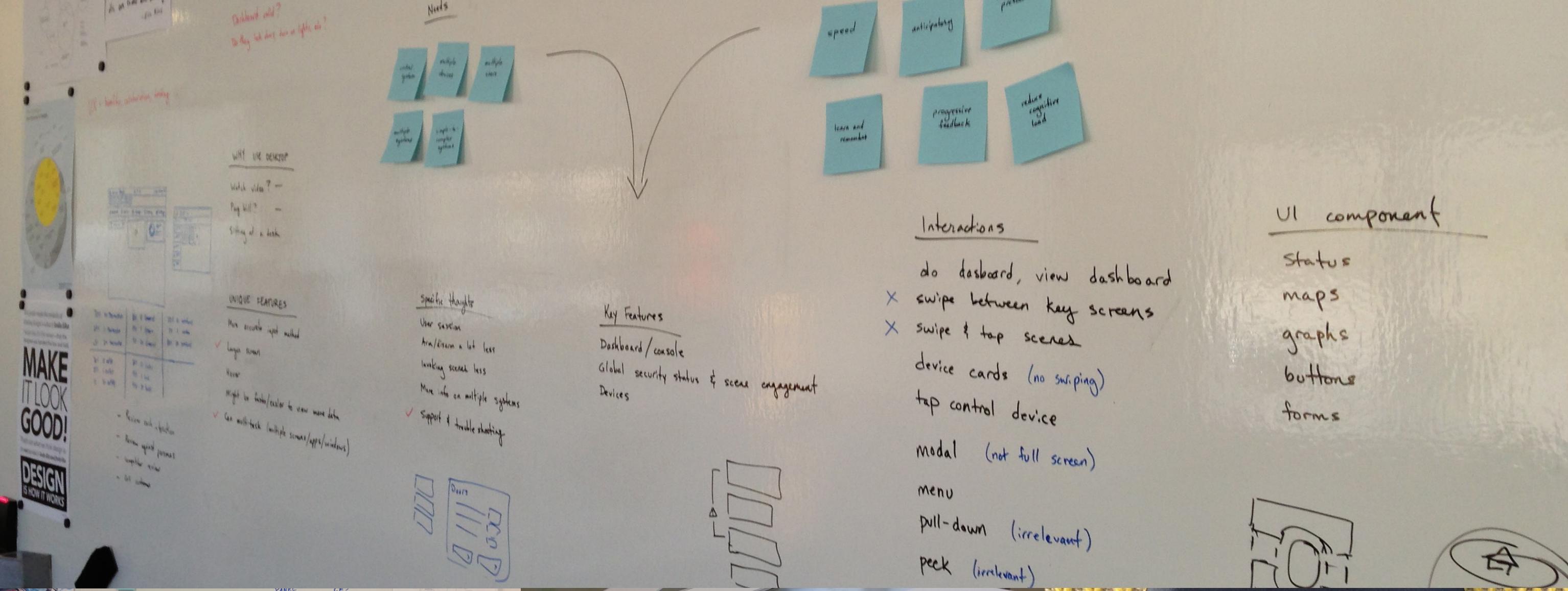
Send Tips &amp; Tricks Newsletter to Users

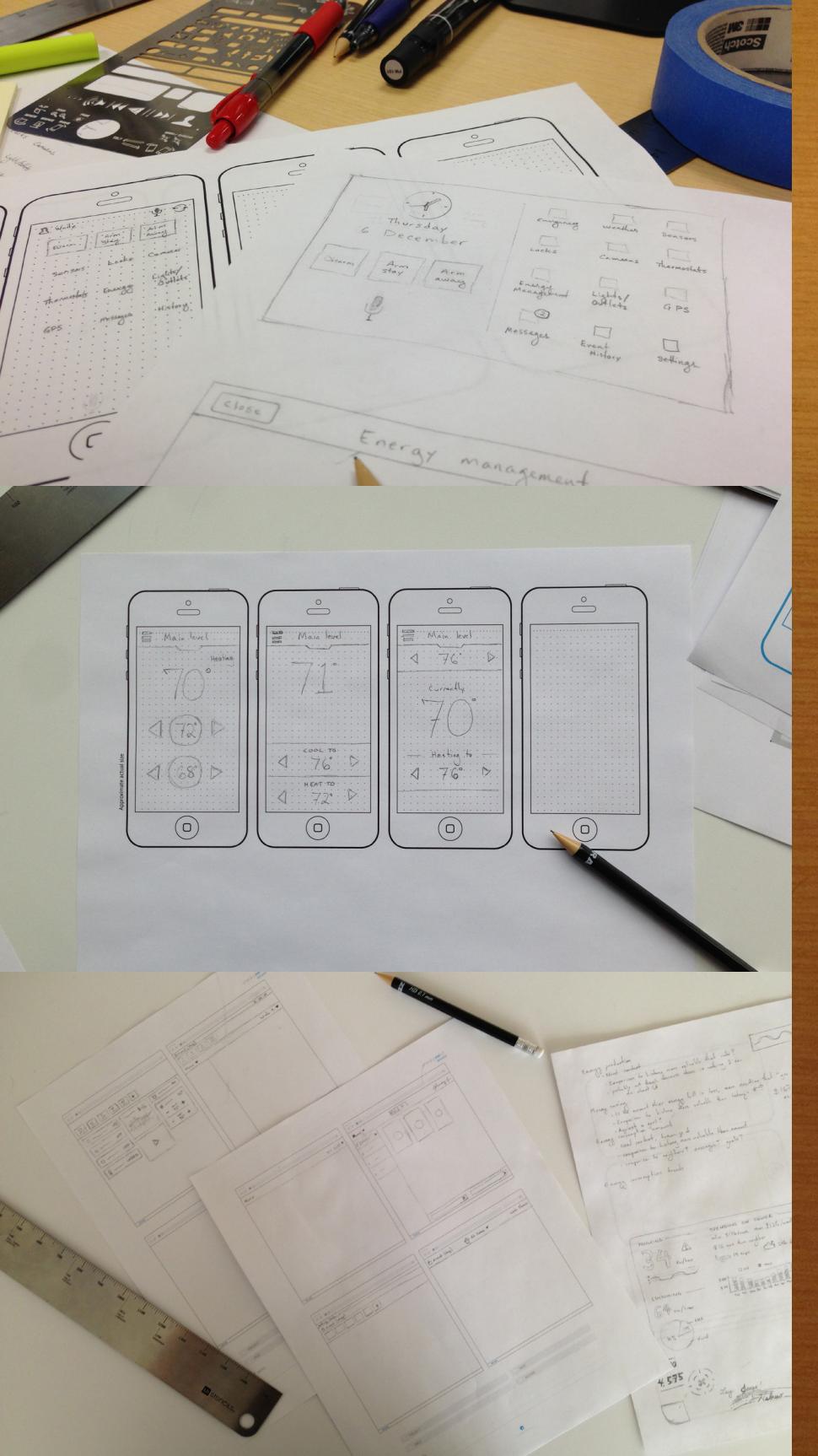
Identify Adoption Risks and Work w/ Client Team to Address



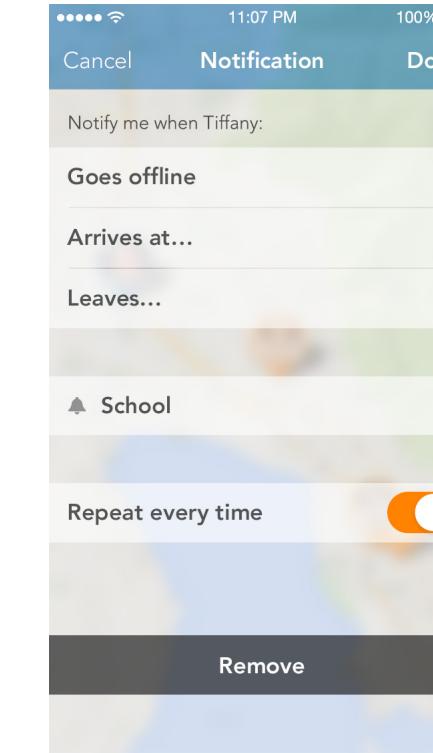
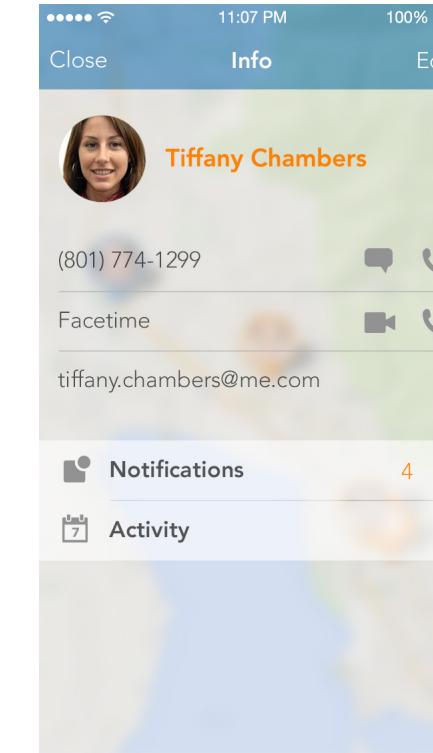
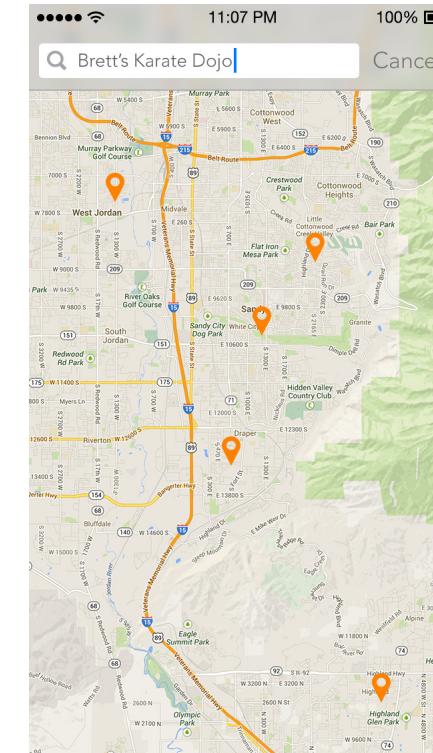
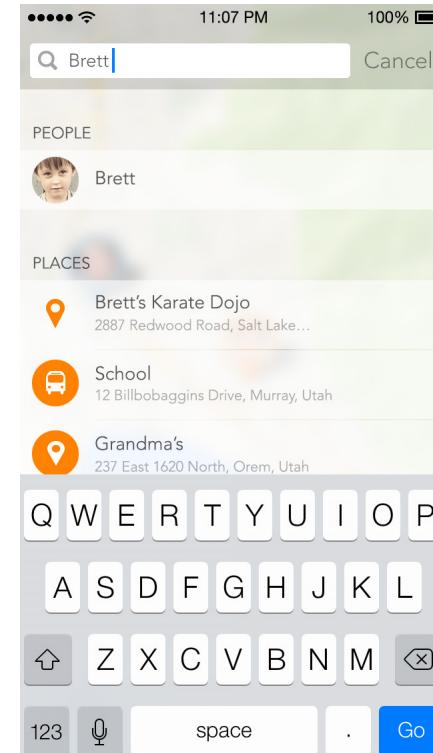
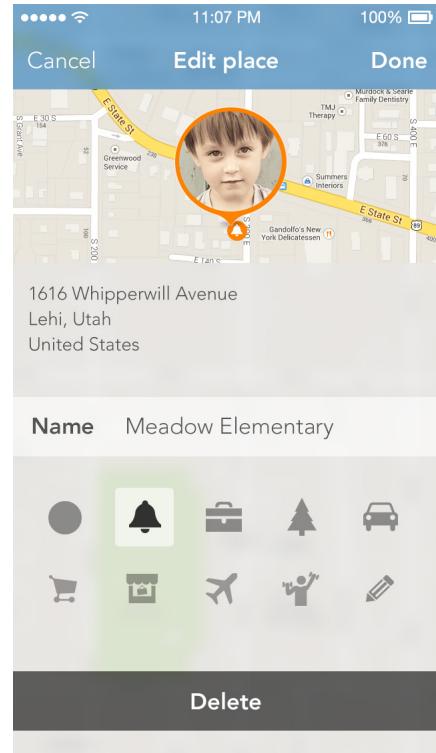
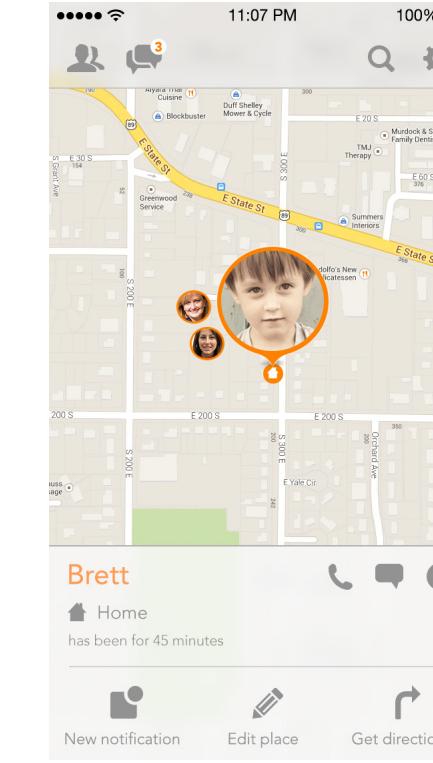
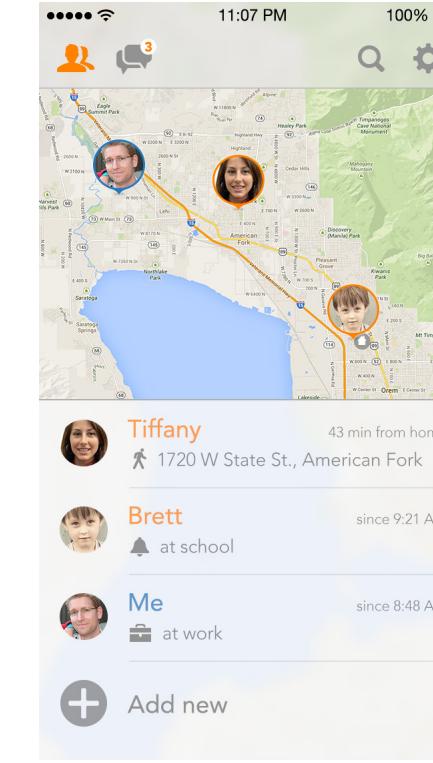
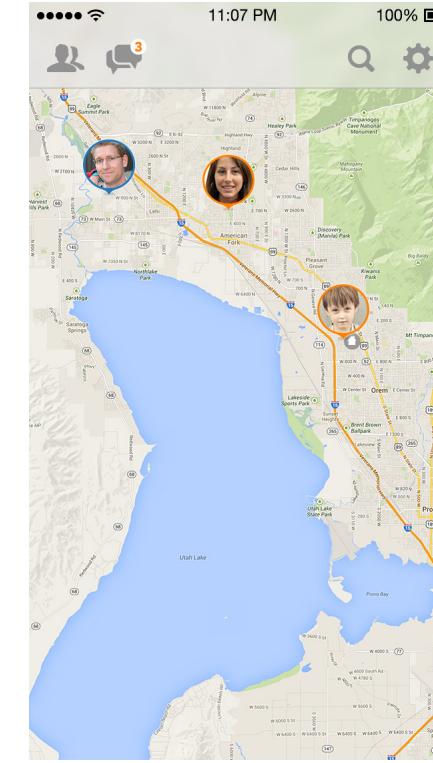
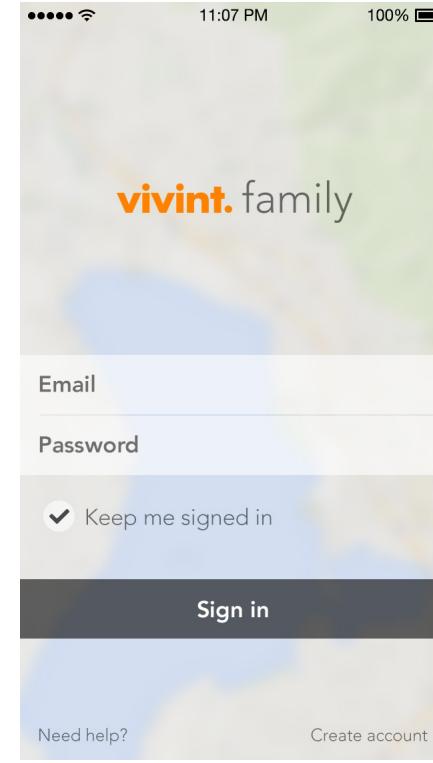
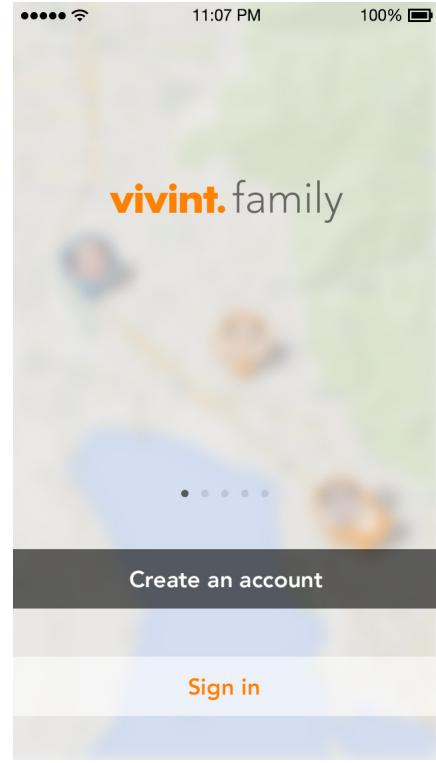














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# CHURCH NEWS AND EVENTS

Front page Calendar Topics Thursday, 14 May 2010 Search Subscribe

**August 2010 ▾**

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
30 Music and The Spoken Word	31 BYU Young Ambassadors	1 Mormon Tabernacle Choir Tour Performance	2	3	4 General Conference	5
17 MAY 2010						
6 Music and The Spoken Word	7 CES Fireside for Young Adults	8 General Conference	Church History	12 Training	13 Music and The Spoken Word	14 Mormon Tabernacle Choir Tour Performance
15 Castle Valley	16 Pioneer Day Commemoration Conference Center, Salt Lake City, Utah	17 The Mormon Tabernacle Choir and Orchestra at Temple Square will perform in the annual Pioneer Day Commemoration Concert on Friday, July 16, 2010, at 7:30 p.m. in the Conference Center. Mack Wilberg, music director, will be conducting.	18 Come Up to the Mountain of the Lord	19 Worldwide Leadership Training Meeting	20 Music and The Spoken Word	21 Mount Timpanogos Temple Dedication
22	23	24	25 General Relief Society Meeting	26	27 Music and The Spoken Word	28 Mormon Tabernacle Choir Tour Performance
29	30	31 Manti Pageant	1 Concert in the Park: Wasatch & District Pipes	2	3	

**COMING SOON**

# CHURCH NEWS AND EVENTS

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**Sources**

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- Area
- Archive
- May November
- April October
- March September
- February August
- January July
- December June

**Popular topics**

- General Conference
- Temple dedication
- Mormon Helping Hands
- Prophet
- Employment

**Upcoming**

- 22 – 28 May 2010 The Gila Valley Arizona Temple Open House
- 24 June 2010 Laurel Thatcher Ulrich Lecture
- 16 July 2010 Pioneer Day Commemoration Concert on Temple Square
- 17 July 2010 Joseph Smith The Prophet of the Restoration
- 24 – 26 June 2010 Mormon Miracle Pageant

**ARTICLE HIGHLIGHTS**

- Malcolm X and Martin Luther King Jr. were drawing closer, scholars say
- Both leaders expressed admiration for one another
- Malcolm X sought meeting with King
- Photo taken of their only meeting has now become iconic

**PHOTO GALLERY**

East mural in the Mexico City Temple waiting room, immediately behind the reception desk

**Public invited to Mexico City Temple open house 22 Jun - 4 Jul**

13 MAY 2010 @ 2:20 PM TEMPLE

On a cold rainy morning in December 2005, President Gordon B. Hinckley and President Thomas S. Monson, then first counselor in the First Presidency, visited Vancouver, British Columbia, to select a site for what would become the Church's 131st temple.

The temple is located on Gorordo Avenue in Lahug. Tours will begin at the meetinghouse adjacent to the temple and will consist of a 12-minute video presentation and a 30-minute walk through the temple. Free parking is available at the site.

Following the public open house, the temple will be formally dedicated on Sunday, 13 June 2010. Three dedicatory sessions will be held to accommodate Church members in the area who will be served by the new temple.

The Cebu City Philippines Temple is the 133rd temple of the Church worldwide and the second in the Philippines. The Manila Philippines Temple was completed and dedicated in September of 1984. The Cebu Temple will serve over 200,000 members living in the Visayas and Mindanao.

The First Presidency of the Church first announced plans to construct the Cebu Temple on 18 April 2006. Elders Dallin H. Oaks and Quentin L. Cook of the Quorum of Twelve Apostles presided at groundbreaking ceremonies on 14 November 2007. Elder Oaks was the presiding authority of the Church in the Philippines from August of 2002 through 2004.

The temple's exterior is faced with mountain China. Interior stone is from Italy and Greece. feet and is crowned with a gilded statue of the significant to members of the Church for his of the gospel of Jesus Christ.

The interior features beautifully grained sapele Africa. Several native flowers are used in decorative art painting. The most widely the pearl, harvested throughout the Philippine scriptural references to pearls and their symbolic paintings were commissioned for the temple by Adler Llagas. Most of the furniture was also produced in the Philippines.

**ALL EVENTS ▾**

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- "The Cebu City Philippines Temple is the 133rd temple of the Church worldwide and the second in the Philippines. The Manila Philippines Temple was completed and dedicated in September of 1984. Temple will serve over 200,000 members living in Mindanao."
- Mormon Helping Hands Sends Thousands into California Parks
- "Wonderful time" for LDS Canadians
- Stephanie Nielson's Message of Motherhood Attracting
- Attention President Monson Participates in Temple Dedication in Canada
- Apostle Addresses Snow College Commencement
- Church Launches New Web Site to Help Unemployed Find Work

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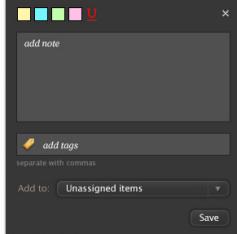
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## General Conference

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### The Power of the Priesthood



...ood does not have...n that it should have...t have until the power...sthood is firmly fixed in...s.

I speak to the fathers of the families and to families everywhere in the Church.

Years ago we began correlation under the direction of President Harold B. Lee. At that time President Thomas S. Monson said: "Today, we are encamped against the greatest array of sin, vice, and evil ever assembled before our eyes. ... The battle plan whereby we fight to save the souls of men is not our own. It [came through] the inspiration and revelation of the Lord."<sup>1</sup>

During those years of correlation, the whole operating face of the Church was changed. The entire curriculum was restructured. The objectives and relationships of the organizations one to another were redefined. The key word during those years of correlation and restructuring was *priesthood*.

President Monson also spoke of Gideon, a hero in the Old Testament.

THE CHURCH OF JESUS CHRIST OF LATTER-DAY SAINTS

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## Study Notebook

**Years ago we began correlation under the...**

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- Modern prophets 6
- Faith in Jesus Ch... 12
- Visions 24
- Patience 3
- Family life 2,403

**SUBSCRIPTIONS**

- Temples 24

**TYPES**

- Highlight 1
- Bookmark 2
- Journal entry 2
- Image 0
- Video 0
- Cross-reference 1

**MODIFIED**

**TAGS**

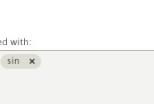
- ✓ Sin 2
- Parenting 1
- Prophets 1

**Note:**

"Years ago we began correlation under the direction of President Harold B. Lee. At that time President Thomas S. Monson said: "Today, we are encamped against the greatest array of sin, vice, and evil ever assembled before our eyes."<sup>1</sup>

**Edit highlight**

**Tagged with:**



sin

separate with commas

**In collections:**

- Modern prophets
- Faith in Jesus Christ
- Visions
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Name (optional):

**SOURCE** Elder Packer, 2010 Semiannual General Conference

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## Study Notebook

**Add journal entry Add collection All items**

### The Power of the Priesthood

The priesthood does not have the strength that it should have and will not have until the power of the priesthood is firmly fixed in the families. I speak to the fathers of...

**COLLECTIONS** Patience

**TYPE** Bookmarks

**MODIFIED** Today

**TAGS** Sin, Parenting

Elder Packer, 2010 Semiannual General Conference

I wonder how this applies to what Jeremy is struggling with. I need to be better at teaching my children why we do the things we do.

"Years ago we began correlation under the direction of President Harold B. Lee. At that time President Thomas S. Monson said: "Today, we are encamped against the greatest array of sin, vice, and evil ever assembled before our eyes"

ACTS 2:23

"In the temple, the precious plan of God is taught. It is in the temple that eternal covenants are made."

Officers arrived, they forced their way into the apartment, and once they got in they found her deceased, said Bountiful police Lt. Randy Pickett.

Investigators say there were signs of foul play. They do not believe the homicide was a random act of violence. At this time, investigators are not releasing how Wilson died but say they are looking for 27-year-old Chad Mecham from the West Jordan area.

Elder Pinkerton, 2010 September Ensign

**Boyd K. Packer**

I could use this for my lesson on Prophets.

**COLLECTIONS** Temples

**TYPE** Image

**MODIFIED** 2010/09/16

**TAGS** Modern prophets

Elder Packer, 2010 Semiannual General Conference

They do not believe the homicide was a random act of violence. At this time, investigators are not releasing how Wilson died but say they are looking for 27-year-old Chad Mecham from the West Jordan area. Officers arrived, they forced their way into the apartment, and once they got in they found her deceased, said Bountiful police Lt. Randy Pickett. Investigators say there were signs of foul play.

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3form's Versa system is the perfect answer to mobile and movable partitions. The Pressure Fitting solution, consisting of a bottom mounted plate, a top mounted pressure fitting assembly, and a functional yet aesthetically refined extrusion, easily adapts to the environment and provides a secure mounting option for your Varia panel. In combination with the Free Standing solution, 3form Versa is easily configured for a variety of installations. See below for examples.

> CLICK TO JUMP TO SELECTION  
Overview Components Solution examples

[DOWNLOAD SOLUTION DOCUMENT](#) [Printer-friendly Versa Divider multi-page solution document \(3MB PDF file\)](#)

**Solution examples**  
3form cable is useful in a wide number of situations and applications. Examples of these are highlighted below, complete with photos, diagrams, parts required, and abbreviated installation instructions.

Pressure fit application with side bracket attachments  
Pressure fit application with spider attachments  
Free standing application with flexible varia panels



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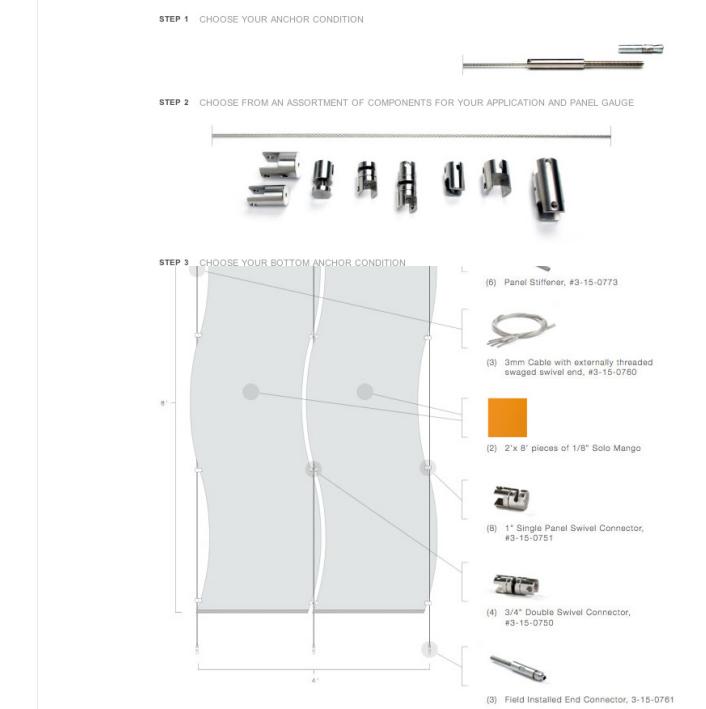
Engineered and designed specifically for 3form ecoresin™, 3form's new cable system brings you all the hardware you need to suspend your panel in a variety of configurations and applications.

> CLICK TO JUMP TO SELECTION  
Cable system overview Solution examples

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**Cable system overview**  
3form Cable consists of specifying the desired number of cable assemblies, panel mounting hardware, and required anchor types. Each of these is described in general below with detailed specifications and brief installation instructions following.

STEP 1 CHOOSE YOUR ANCHOR CONDITION  
STEP 2 CHOOSE FROM AN ASSORTMENT OF COMPONENTS FOR YOUR APPLICATION AND PANEL GAUGE



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<input checked="" type="checkbox"/> Size 6	10235293000-002	22	\$34.95	\$29.95	<input type="text" value="1"/>
<input checked="" type="checkbox"/> Size 6	10235293000-002	22	\$34.95	\$29.95	<input type="text" value="1"/>
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Diameter: 3.75" each shade  
Height: 19"  
Wattage: 3 x 40-watts (Lightbulb Not Included)  
Glass Cuts: 728 pieces  
Note: Shade colors will appear darker and less vibrant when not illuminated.

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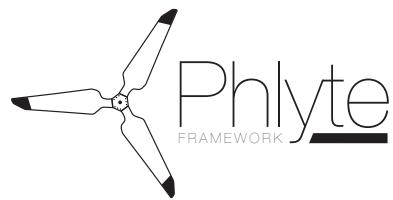
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May 8, 2007  
New Article: Giving Away the Store, Part II: Competing on something other than price

**Education** [New web seminars offered monthly](#)



# color

## codes



## rules

Doba-green should be used sparingly. It should always be the least used color in a project. It is Doba's color, but should be the highlight or area of emphasis instead of the foundation. The colors should be used in the following order of hierarchy: white, black, 20, 40, 60, green, 5, 10.

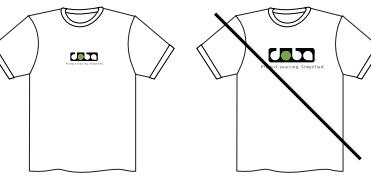
Non-corporate color rules are as follows: Blues, purples, and non-Doba-green-greens are not to be used. Pick from shades of red, orange, and yellow. Lean towards earth tones and especially metallics. Also, avoid a pure saturated primary, such as pure red. Instead, used a variant such as brick red. Other color suggestions include: brown, tan, and creme.



# use of the logo

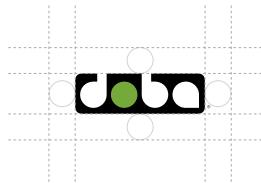
## placement

The logo shall always be positioned in the lower-left hand corner of documents or the viewable field, except in special circumstances, such as envelopes, websites, and posters that area approved by the Doba Creative Department. In these instances, it shall remain on the left-hand side of the screen. It shall never be rotated, reflected, or sheared. The logo shall also never be embossed, made to appear three-dimensional (signage being an exception), or given a drop-shadow. The logo should always be presented horizontally, never rotated, put on an angle, inverted, or reflected.



## size

In standard business documents, it shall never be larger than .94 inches in width. In digital applications, the logo shall never be larger than 94 x 30 pixels. In relation to other elements sharing a field, the logo should not dominate the space, but rather command a subtle, confident position as a foundation to the piece. Other logos within the same field should never be larger than half the width of the logo. When used in dimensional or environmental application, it should never fill the field in an ostentatious manner. In addition to the required clear space, it should be surrounded by ample breathing room.



## clear space

It shall always have a padding boundary of empty space surrounding it on all four sides of at least the height of the icon (excluding the slogan). When an exception must be made, such as the contact information on letterhead, there should still be a boundary equal to the diameter of the doba dot within the logo. Where possible, keep a larger area clear.



# system

## business cards and name plates

### stationary

handwritten names scanned as black and white line art at 300 ppi



# typography

## print styles

face	size	line height	font weight	color
body copy	14px	18px	normal	black
h1	14px	18px	bold	black
h2	14px	18px	normal	black
h3	14px	18px	bold	black
h4	14px	18px	normal	black
h5	14px	18px	bold	black
h6	14px	18px	normal	black
h7	14px	18px	bold	black
h8	14px	18px	normal	black

abcdefghijklmnopqrstuvwxyz

abcdefghijklmnopqrstuvwxyz

abcdefghijklmnopqrstuvwxyz

abcdefghijklmnopqrstuvwxyz

abcdefghijklmnopqrstuvwxyz

abcdefghijklmnopqrstuvwxyz

## web styles

face	size	line height	font weight	color	decoration	weight
body copy	14px	18px	normal	black		400
h1	14px	18px	bold	black		600
h2	14px	18px	normal	black		400
h3	14px	18px	bold	black		600
h4	14px	18px	normal	black		400
h5	14px	18px	bold	black		600
h6	14px	18px	normal	black		400
h7	14px	18px	bold	black		600
h8	14px	18px	normal	black		400

## headlines

Headlines and headers should be set in sentence case without punctuation. Exceptions to this rule include H1 web headers only which would identically match the navigational menu link that they belong to. Products and services are considered proper nouns and should be capitalized. Headlines may occasionally be set in varying weights for emphasis and variety, but this must be done with sufficient contrast—the general rule being two steps away (such as bold next to light, opposed to bold next to regular).

## navigation

Textual links in navigational menus should be set in initial caps and should not be longer than four words. Exceptions to this rule include infrequent all lowercase settings used for emphasis and variety only.