

WADE SHEARER

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

I am VP, User Experience at Workfront and cofounded Front.

 801.368.1971

 me@wadeshearer.com

 wadeshearer.com

 linkedin.com/wadeshearer

As the first VP, User Experience at Workfront, I am leading the discovery, design, and validation of our enterprise work management platform and future products, to ensure successful outcomes for each individual customer.

Prior, I lead product discovery, design, and validation as VP, Product & Design at ClientSuccess. As the initial member of the executive team, I lead the startup from ground zero to daily usage by hundreds of teams and over 1M in ARR. Proceeding that, I served as Director, User Experience at Vivint, where I lead teams of designers, product managers, researchers, and engineers building innovative mobile, desktop, and embedded software applications for security,

home automation, and energy products. I participated in growth that lead to a \$2 Billion valuation and acquisition by Blackstone Group and Vivint ranking 46th on Forbe's 100 most promising companies for 2013. This work also resulted in the filing of 15 patents related to user experience in home automation and energy management.

I cofounded Front, an annual conference and workshop series for UX Designers and Product Managers and Product Hive, a volunteer-led community with over 7,000 members across 7 major US cities. You'll find me regularly speaking, teaching workshops, collaborating at community events, and volunteering as a mentor.

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 agoIssue ?Review business and functional requirements Planned
Gathering client collateral 9:00 AMTask ?

This week · 2



Details

Status

In Progress ▼

Requested by



Benedita Tavares

Translation

French

German

Russian



Reference number

24697513

Planned completion

Mon, Dec 3, 1:00

Assignments



Uche Ogbonna

Actual start date

Mon, Dec 3, 1:00

Is Ready?

Yes

Custom Field

Custom value



Planned Hours

32

Custom Field

Custom 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 SAMM-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
 - Drag and drop to share with DAM users
 - 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 be ready consume assets shared with me.

EPIC DELIVERABLES

This epic will be considered complete when:

LEAP 2019 prezi notes.jpg

Added Jun 27

How To Excel In A Job Town.jpg

Added 1w ago

alexa.pdf

Added 1w ago

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



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

(+) [→] Filter Eye Share More

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...

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 ↓



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



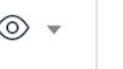
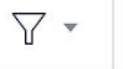
Prepare Test conditions and cases



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
In Progress ▾

Requested by
 Benedita Tavares

Translation
French
German
Russian

Reference number
24697513

Assignments
 Uche Ogbonna

Is Ready?
Yes
Custom Field
Custom value

Planned completion
03/20/21

Actual start date
Feb 26, 12:51 pm

Planned Hours
32
Custom Field
Custom value

Last update
Feb 26, 12:51 pm

Condition
● Going Smoothly

Job Number
43214
Standard Field
Standard value

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



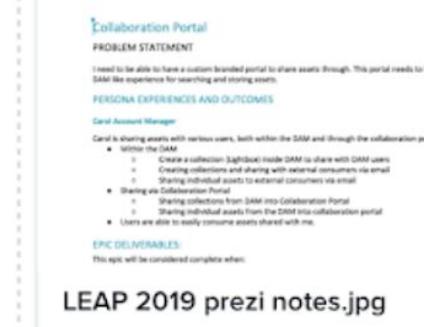
CA Client Hub Readiness

Planned
Tomorrow



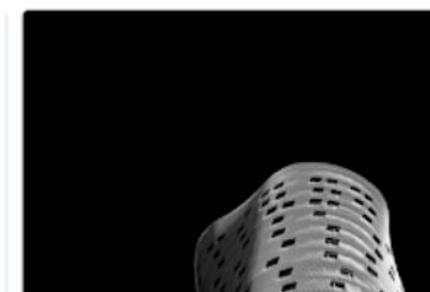
Documents • 21

+
drag and drop or ⌘+V



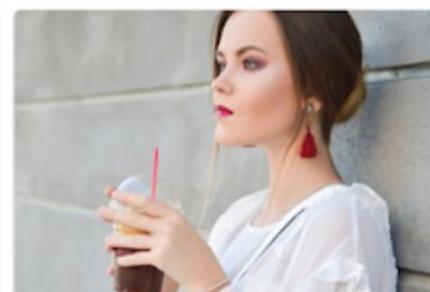
LEAP 2019 prezi notes.jpg

Added Jun 27



How To Excel In A Job Town.jpg

Added 1w ago



alexa.pdf

Added 1w ago

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

Reviews

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 Company

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

alexa.pdf

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



See all

Details

Description

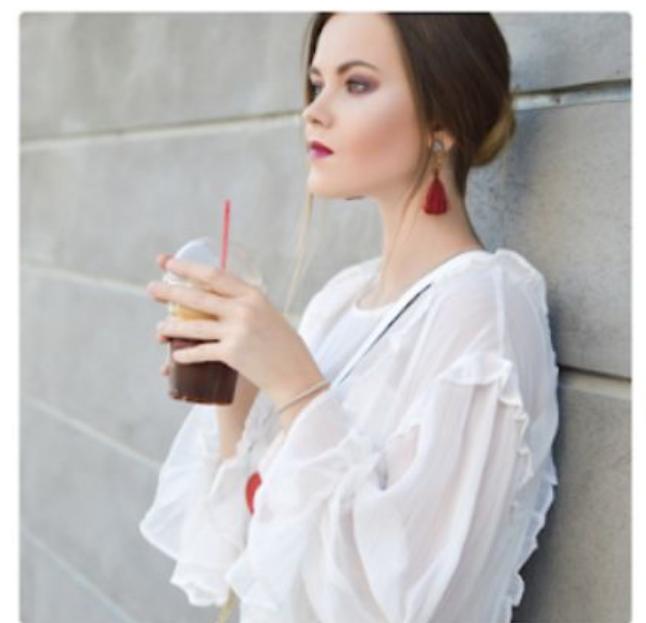
Affiliate marketing is the latest trend online. With so many products to sell and services to offer, sometimes displaying it on one site isn't enough. Thus, advertisers or merchants need ...
[See more](#)

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



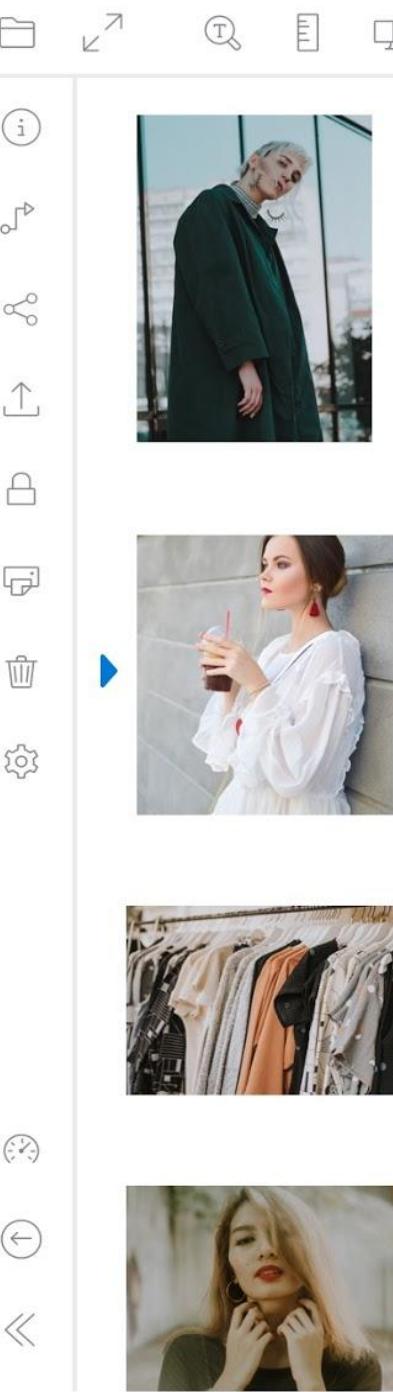
Planned Completion

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



1

/ 2



3600% ▾



• 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

Button sizes

Primary

min button (88px)

The min-width of a button is 88px

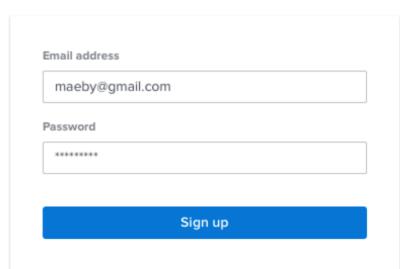
Touchscreens respond best to 44px of touch space, so by doubling this size, we can accommodate touch-screens, properly.

Primary
min button (88px)

max button (244px)
The max-width of a button is 244px

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

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

Form inputs NEW

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.

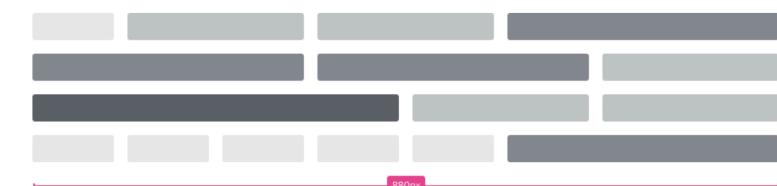
Text input grid

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

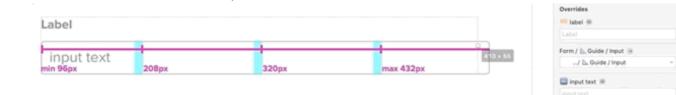


EXAMPLE OF MAX-WIDTHS WITH MULTIPLE SIZE TEXT INPUTS



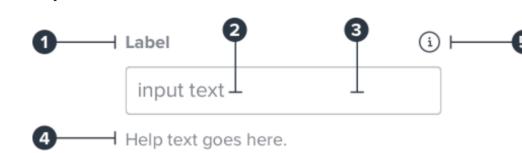
Guides

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**



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 (highlighted), Home Security, Home Automation, Solar Energy

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

Devices Used: Smart Home Icons

Life Brands: Apple, Nike, NPR, Zappos, Toyota

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.

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 (highlighted), Home Security, Home Automation, Solar Energy

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

Devices Used: Smart Home Icons

Life Brands: Apple, Nike, NPR, Zappos, Toyota

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 (highlighted), Energy Management, Home Automation, Solar Energy

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

Devices Used: Smart Home Icons

Life Brands: John Deere, Chevrolet, Costco Wholesale, NASCAR

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.

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 (highlighted), Energy Management, Home Automation, Solar Energy

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

Devices Used: Smart Home Icons

Life Brands: John Deere, Chevrolet, Costco Wholesale, NASCAR

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 (highlighted), Home Automation, Energy Management, Solar Energy

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

Devices Used: Smart Home Icons

Life Brands: Unilever, Walgreens, Walmart

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.

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 (highlighted), Home Automation, Energy Management, Solar Energy

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

Devices Used: Smart Home Icons

Life Brands: Unilever, Walgreens, Walmart

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 (highlighted), Home Automation, Energy Management, Solar Energy

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

Devices Used: Smart Home Icons

Life Brands: Apple, The New York Times, Morgan Stanley, American Express

"I love it when I'm already using the newest gadgets before my kids even hear about them!"

Tom
Principal at Insurance Agency

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.

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 (highlighted), Home Automation, Energy Management, Solar Energy

Life Goals:

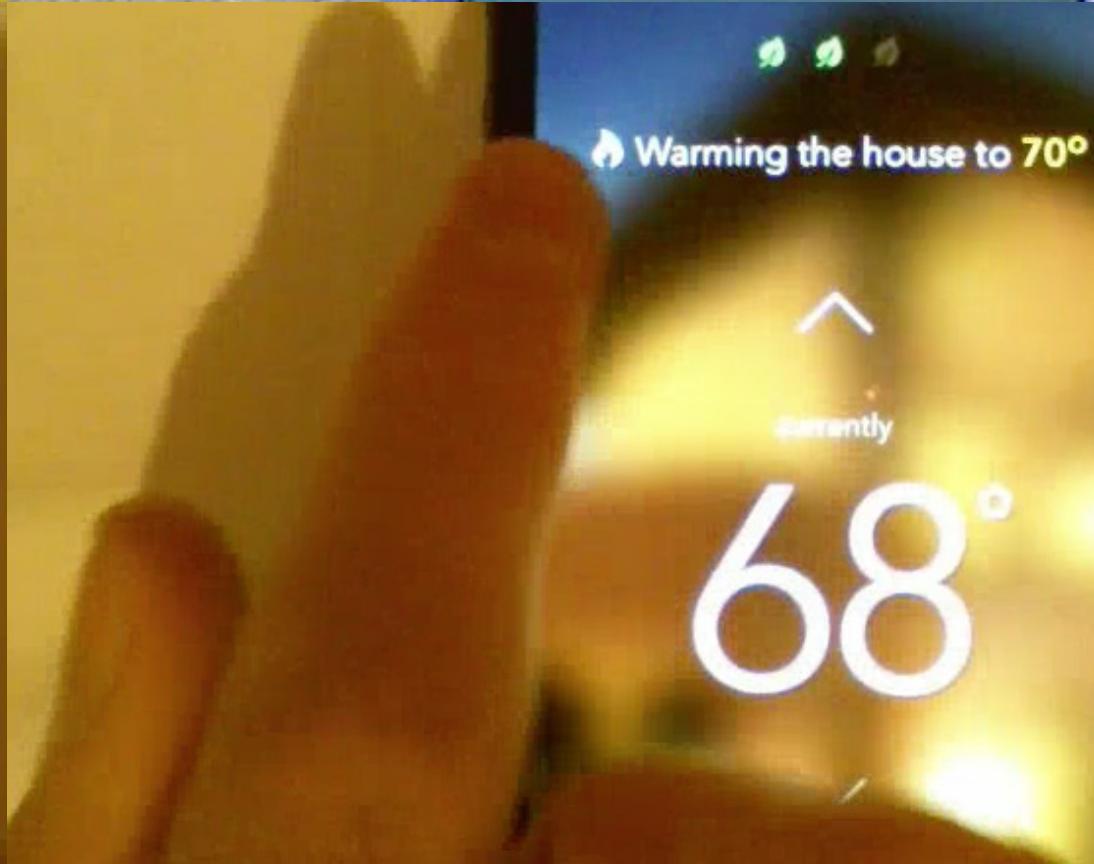
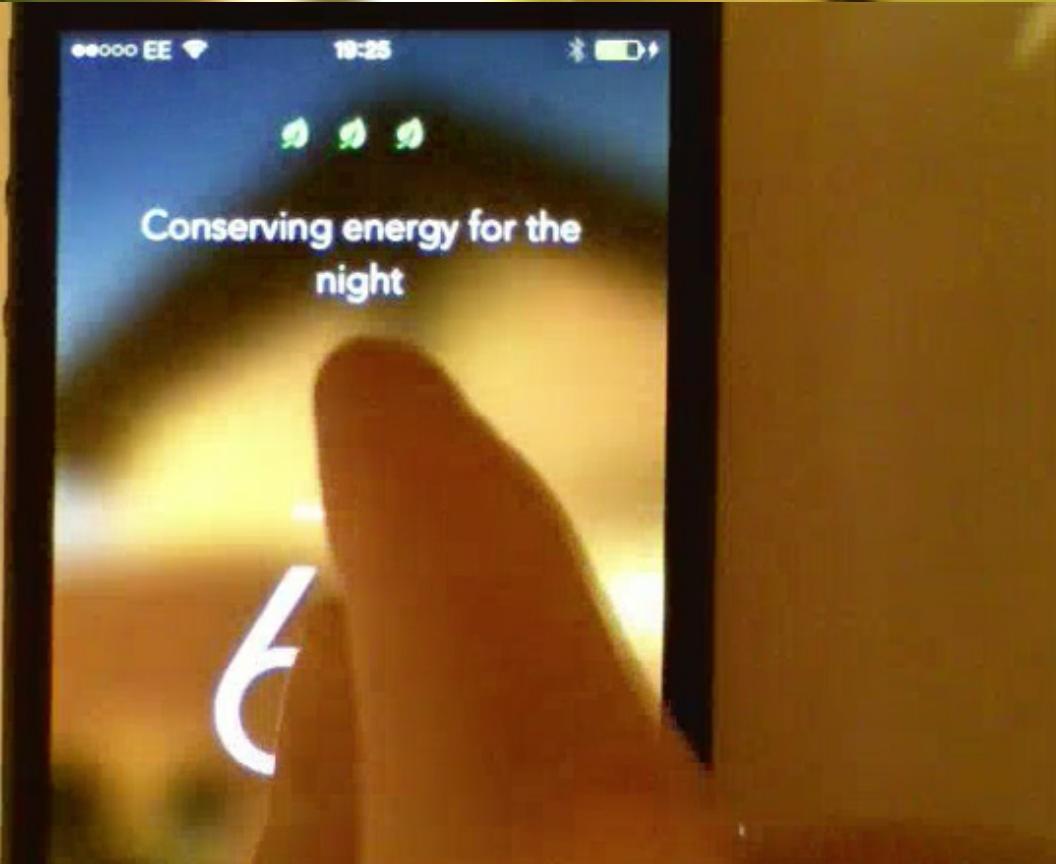
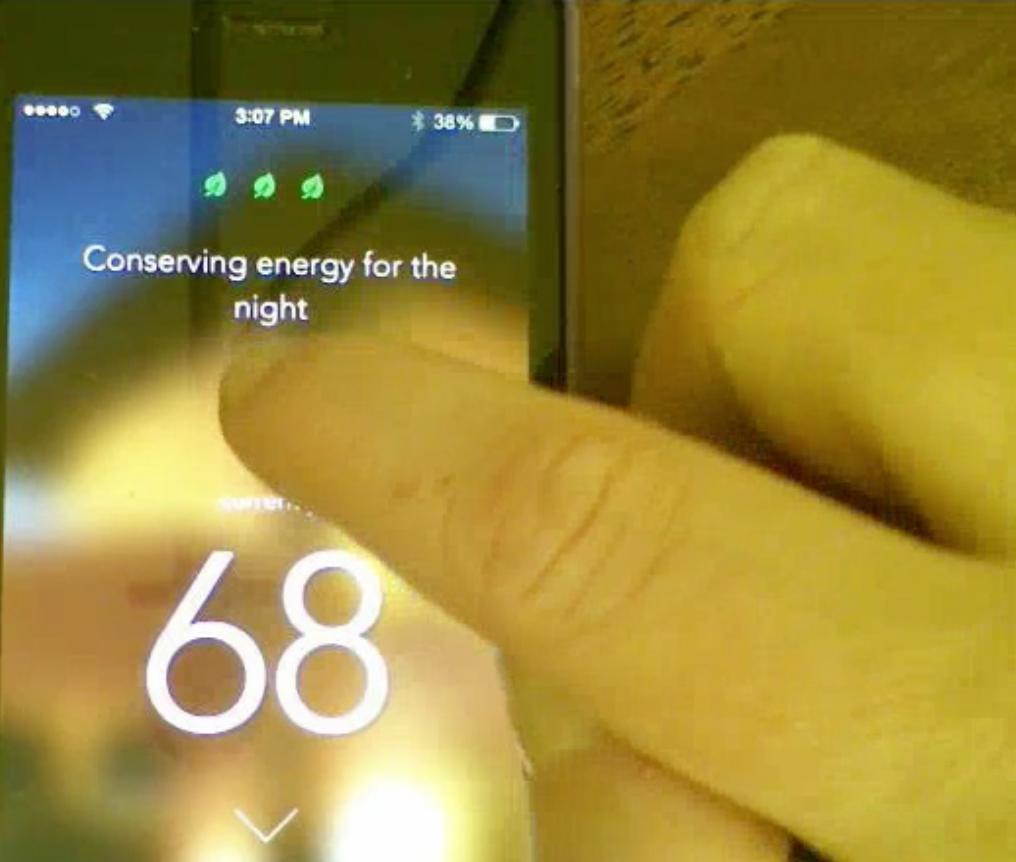
- Keep up with the latest technology
- Not stress about all of the family's belongings when away

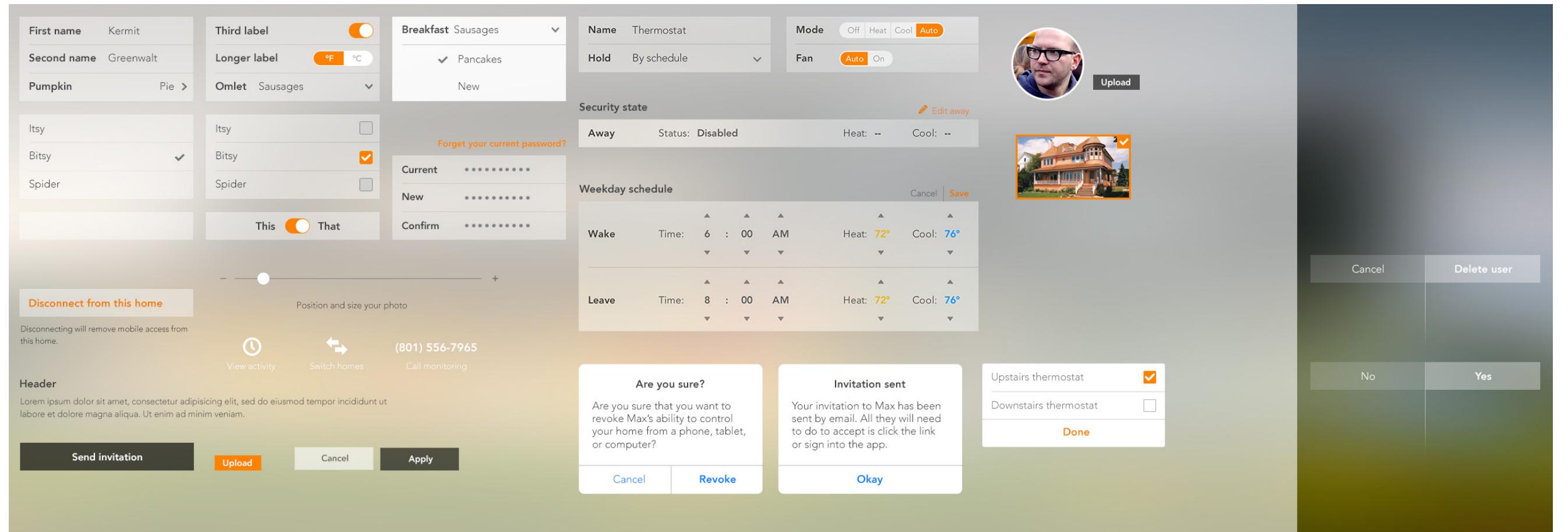
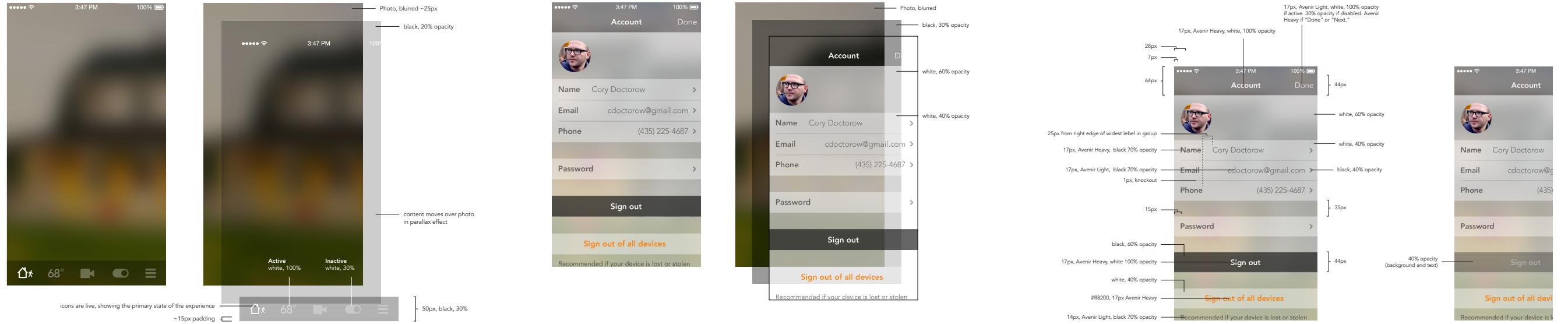
Immediate Goals:

- 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

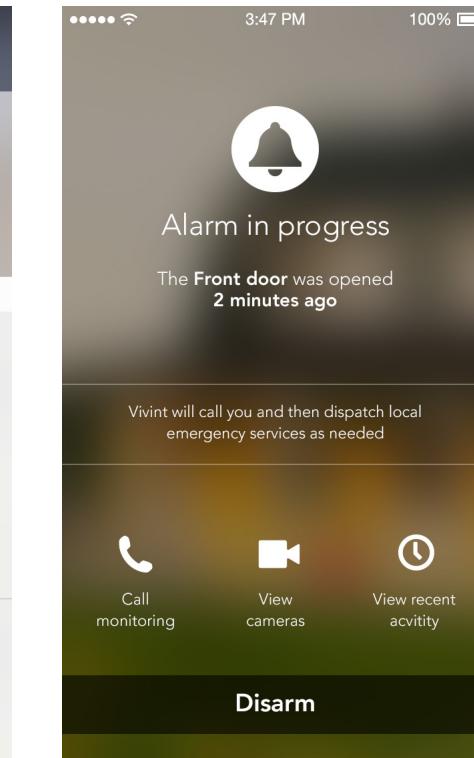
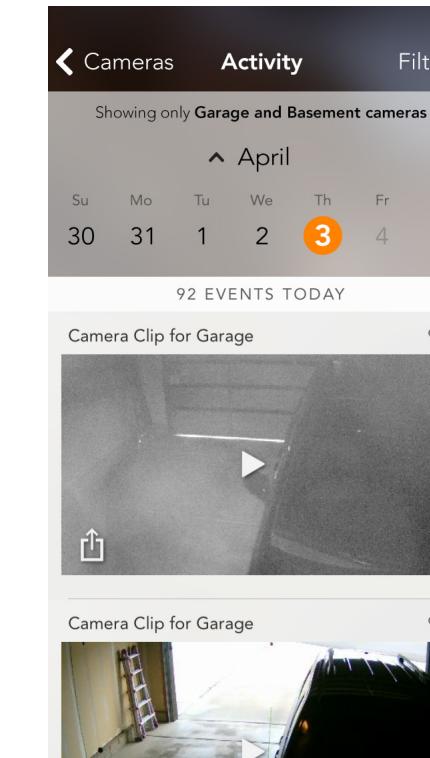
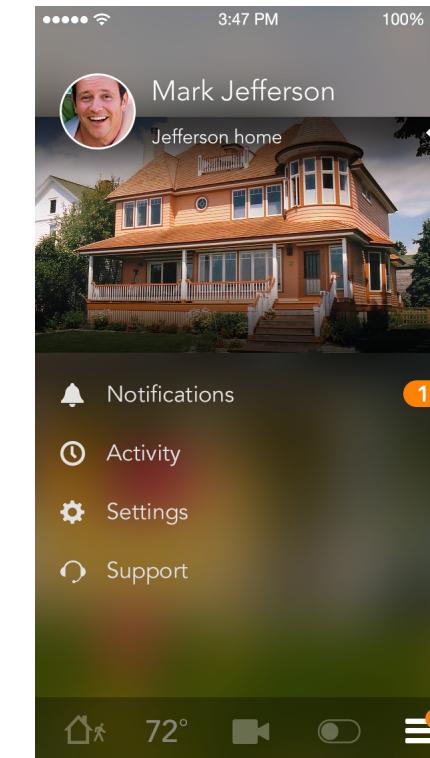
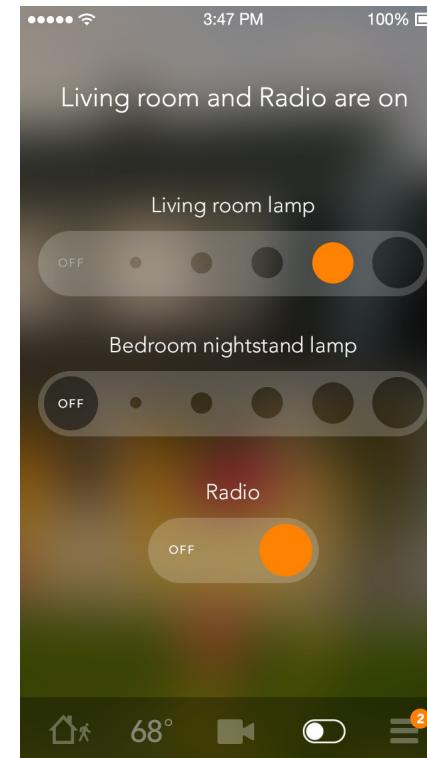
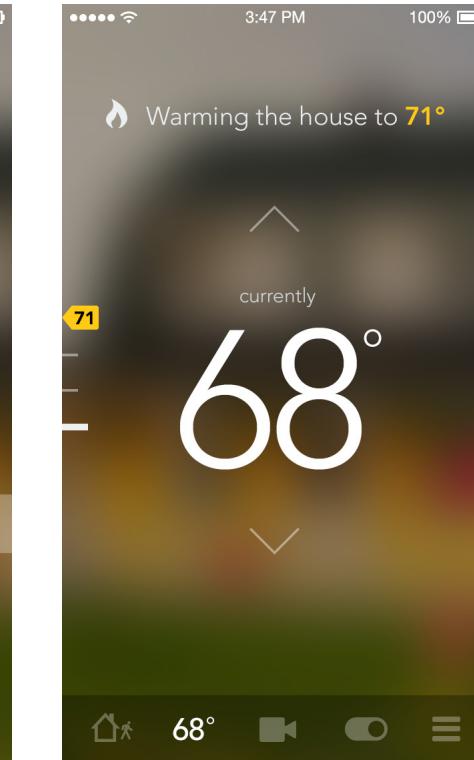
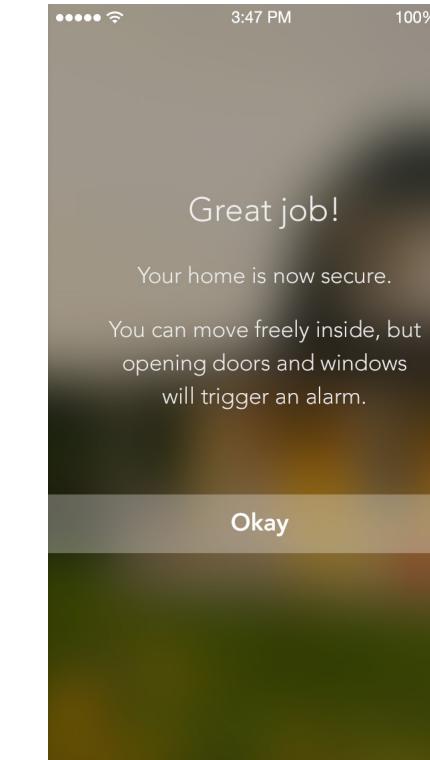
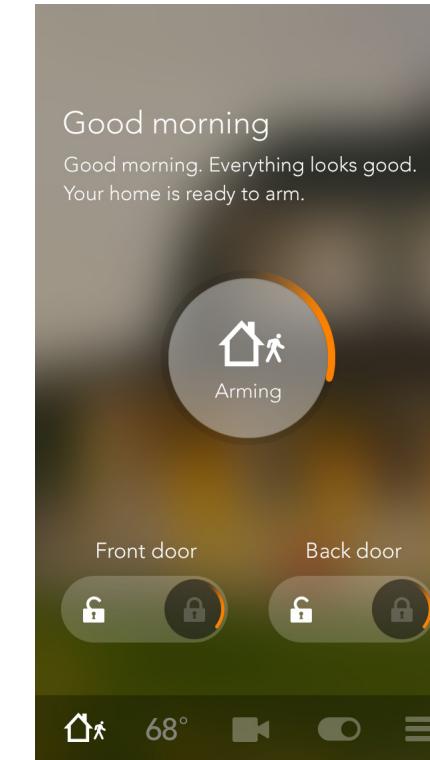
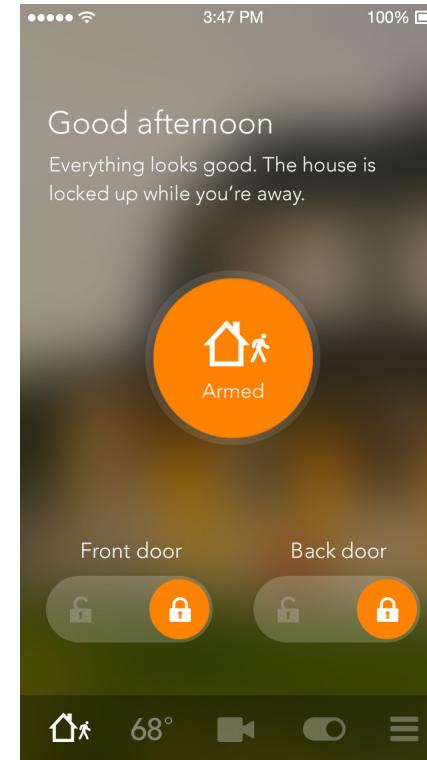
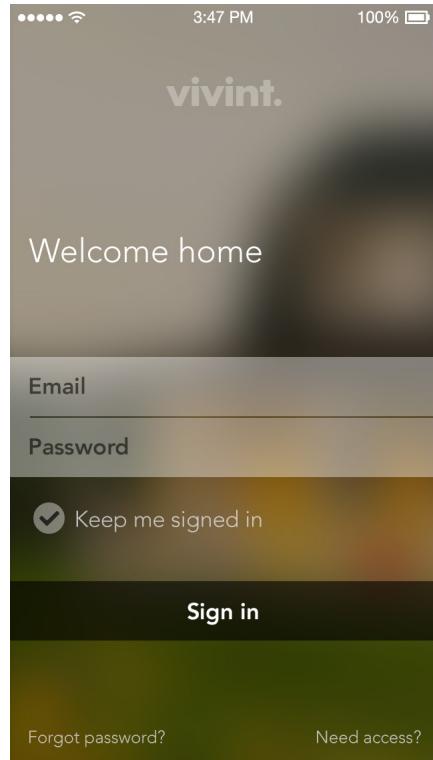
Devices Used: Smart Home Icons

Life Brands: Apple, The New York Times, Morgan Stanley, American Express







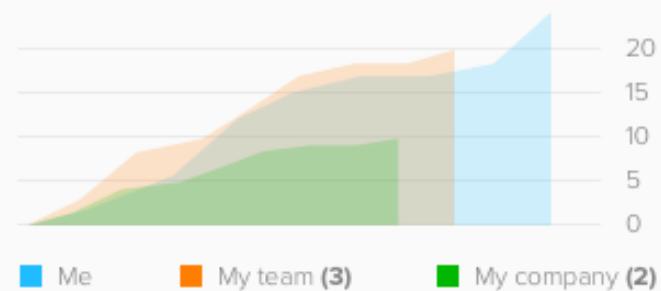


Personal work examples

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



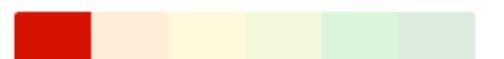
Today

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)
Set Pulse Email Add note Add task Add meeting	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		Send		\$12,100	03/09/2015 (-204)	19	
To Richard Norby				\$340,000	10/27/2015 (-74)	13	
Subject Re: Weekly check-in				\$560,000	04/01/2015 (-35)	13	
Response expected in 2 days				\$800,000	01/11/2016 (-250)	11	
				\$494,342	05/23/2015 (-7)	2	
				\$494,342	12/12/2015 (-220)	5	
				\$1,600	12/12/2015 (-220)	73	
				\$62,000	01/27/2016 (-266)	52	
				\$76,000	06/13/2015 (-56)	13	
				\$43,000	02/08/2015 (-314)	19	
				\$72,400	03/15/2016 (-139)	21	
				\$300,000	11/11/2015 (-83)	22	
LinkedIn	42	Onboarding (274)					



Richard Norby

To Bonnie Brunson
Re: Checking in

Yesterday, 1:43 PM

Bonnie,

How's it going? It was great running into you at the conference.
 Now that you've been back for a few weeks, how are you feeling
 about trying out the new DataWise product?

Sincerely,

Richard

Bonnie,

How's it going? It was great running into you at the conference.
 Now that you've been back for a few weeks, how are you feeling
 about trying out the new DataWise product?

Sincerely,

Richard

Cancel

Send

To Richard Norby

Subject

Response expected in 2 days ▾

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

- | | |
|---|--------------------------------------|
| <input type="checkbox"/> ★ Key contact | <input type="checkbox"/> ❤️ Advocate |
| <input checked="" type="checkbox"/> 🤴 Executive sponsor | <input type="checkbox"/> 🏆 Champion |

The preview shows a template for an email message. 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 Full name

From CSM full name

Enter your email subject

Hi First name ,

Sincerely,

CSM full name

CSM title

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					13 ↓	↑ 11%	10/27/2015 (89) 📩
eBay					13 ↑	↓ 12%	04/01/2015 (3) 📩
Electronic A.					1 ↑	↑ 1%	01/11/2016 (7) 📞
Expedia					2 ↓	↓ 2%	05/23/2015 (29) 📞
Facebook					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)																																															
New task...		Due date		Add task	\$560,000	04/01/2015	(35)	13 ↑ -12%																																															
Electronic Arts	42	<div style="border: 1px solid #ccc; padding: 10px; width: fit-content;"> <p>February 2016</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th>S</th><th>M</th><th>T</th><th>W</th><th>T</th><th>F</th><th>S</th></tr> <tr> <td>26</td><td>27</td><td>28</td><td>29</td><td>30</td><td>1</td><td>2</td></tr> <tr> <td>3</td><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td></tr> <tr> <td>10</td><td>11</td><td>12</td><td>13</td><td>14</td><td>15</td><td>16</td></tr> <tr> <td>17</td><td>18</td><td>19</td><td>20</td><td>21</td><td>22</td><td>23</td></tr> <tr> <td>24</td><td>25</td><td>26</td><td>27</td><td>28</td><td>29</td><td>30</td></tr> <tr> <td>31</td><td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td></tr> </table> <p>Remove due date</p> </div>		S	M	T	W	T	F	S	26	27	28	29	30	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3	4	5	6	01/11/2016	(250)	1 ↑ +1%
S	M	T	W	T	F	S																																																	
26	27	28	29	30	1	2																																																	
3	4	5	6	7	8	9																																																	
10	11	12	13	14	15	16																																																	
17	18	19	20	21	22	23																																																	
24	25	26	27	28	29	30																																																	
31	1	2	3	4	5	6																																																	
Expedia	58	05/23/2015	(7)	2 ↓ -2%	05/23/2015 (29)																																																		
Facebook	77	12/12/2015	(220)	5 ↑ +8%	12/12/2015 (9)																																																		
Ford Motor	77	12/12/2015	(220)	73 ↓	12/12/2015 (9)																																																		
General Motors	57	01/27/2016	(266)	52 ↓ -1%	27/2016 (10)																																																		
Google Intuit	77	06/13/2015	(-56)	13 ↑ -2%	06/13/2015 (5)																																																		
International Business Machines	92	02/08/2015	(314)	19 ↑ -10%	02/08/2015 (20)																																																		
JetBlue Airways	80	03/15/2016	(139)	21 ↑ -4%	03/15/2016 (14)																																																		
LinkedIn	42	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%

29

this client
14 responses (61%)

↓ 4%

36 all client
206 responses (38%)

↑ 1%



27%

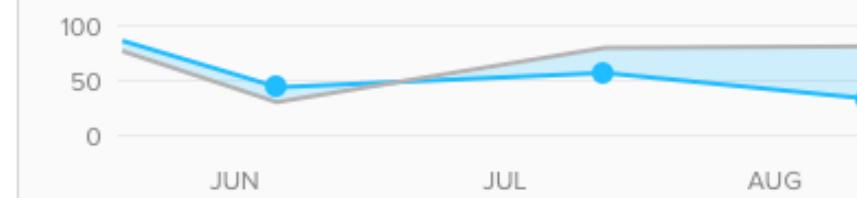
Detractors

52%

Passives

21%

Promoters





Uber

Recreational Equi...



Recreational Equipment, Inc.

81

ESS SCORE

Adopt



STAGE

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



28 Jan 2016

Start

28 Jan 2016



29 Jan 2017

End

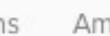
29 Jan 2017



12

Months

12



\$ 9,888

Amount

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

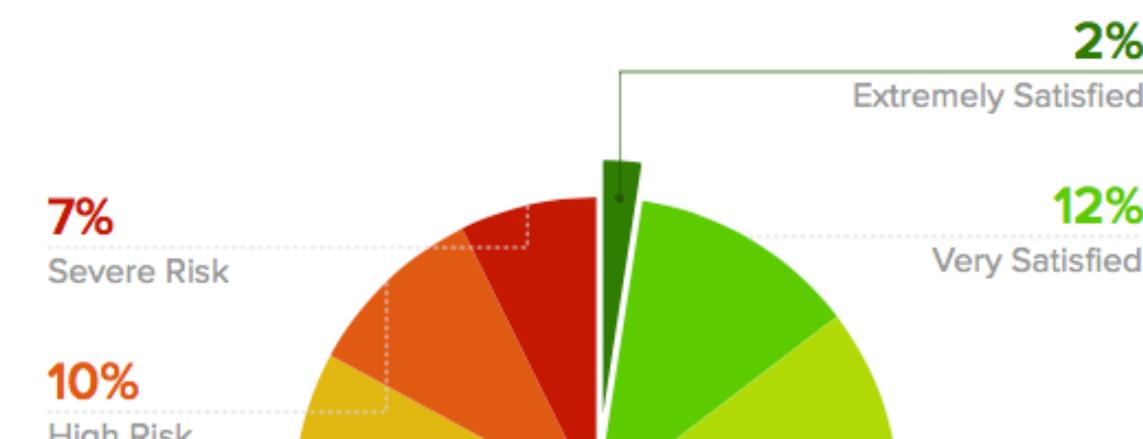
Average

\$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

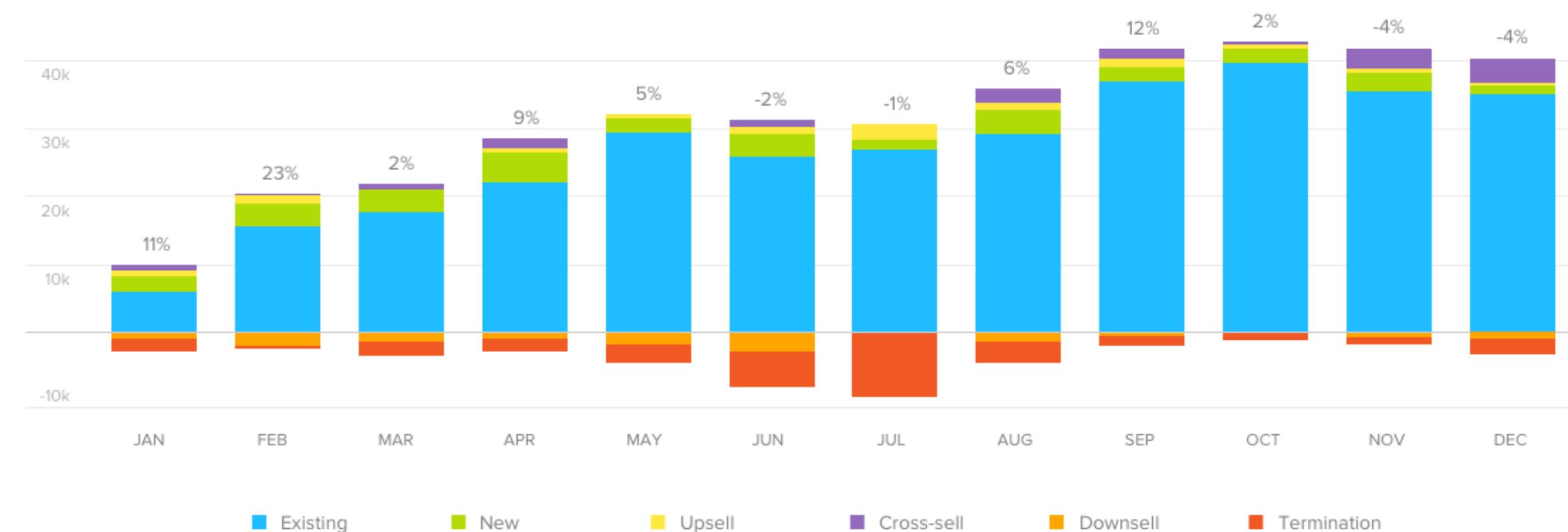
7%

↑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

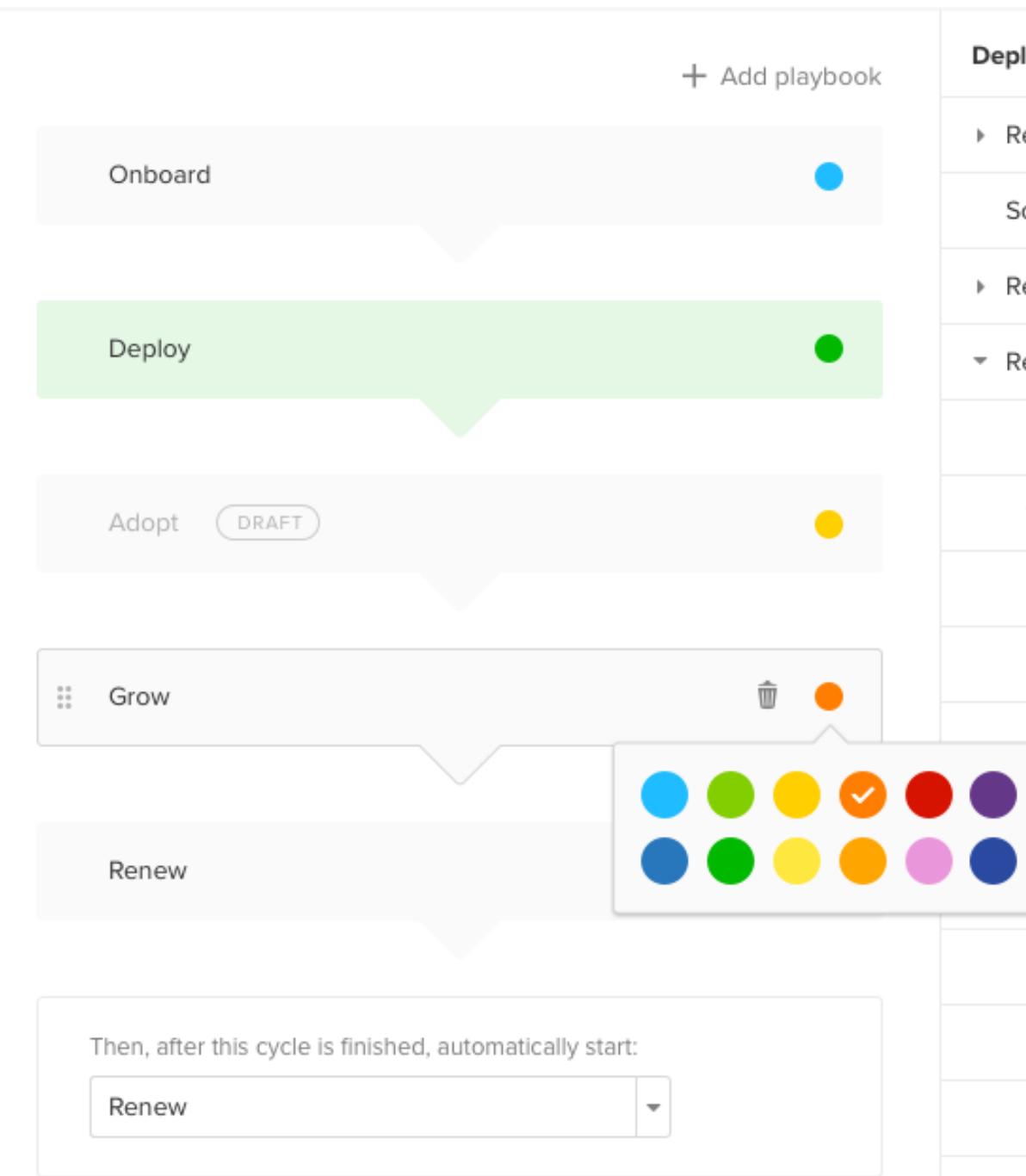
Scorecard

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

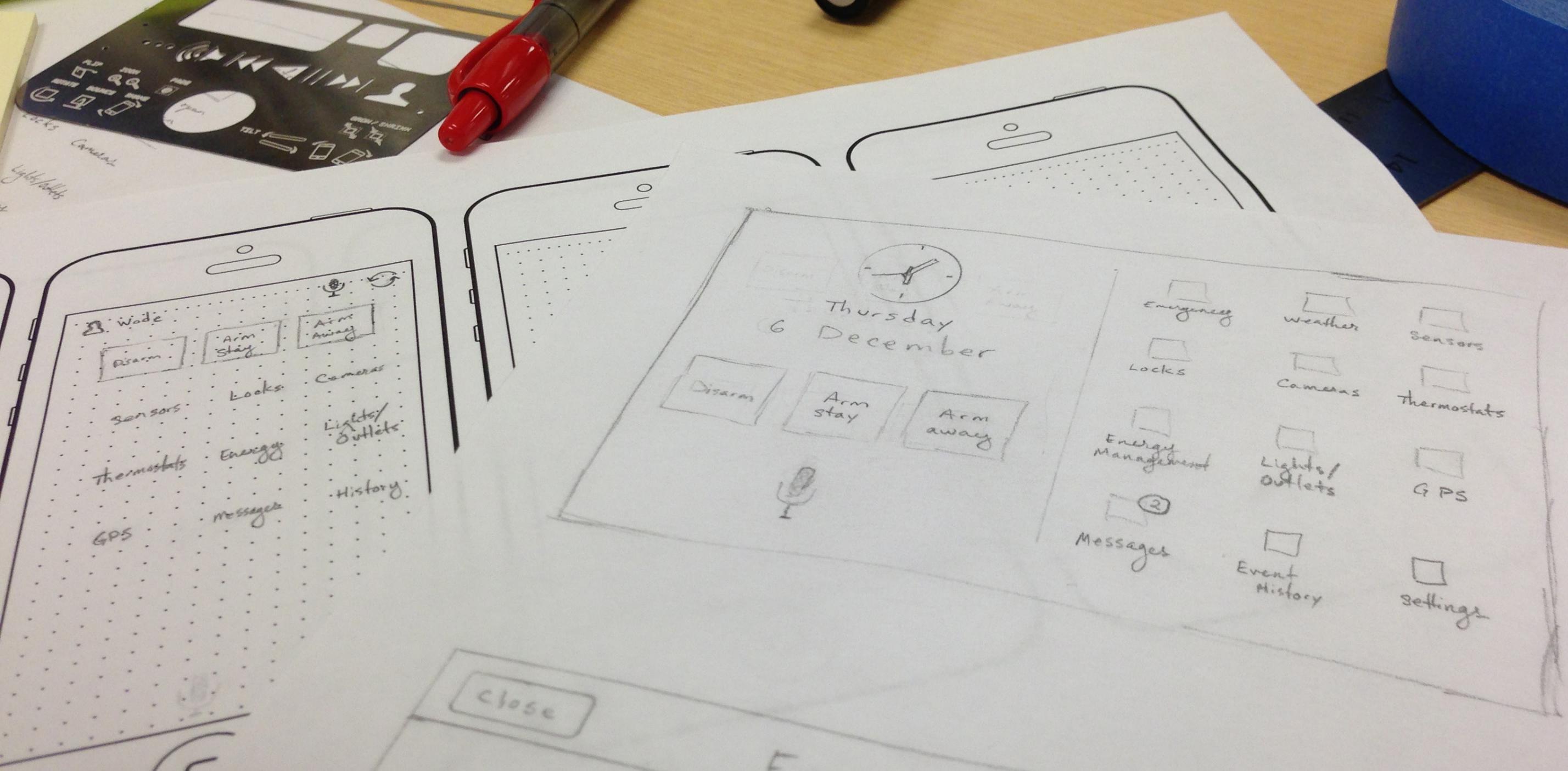
20+ Active Users

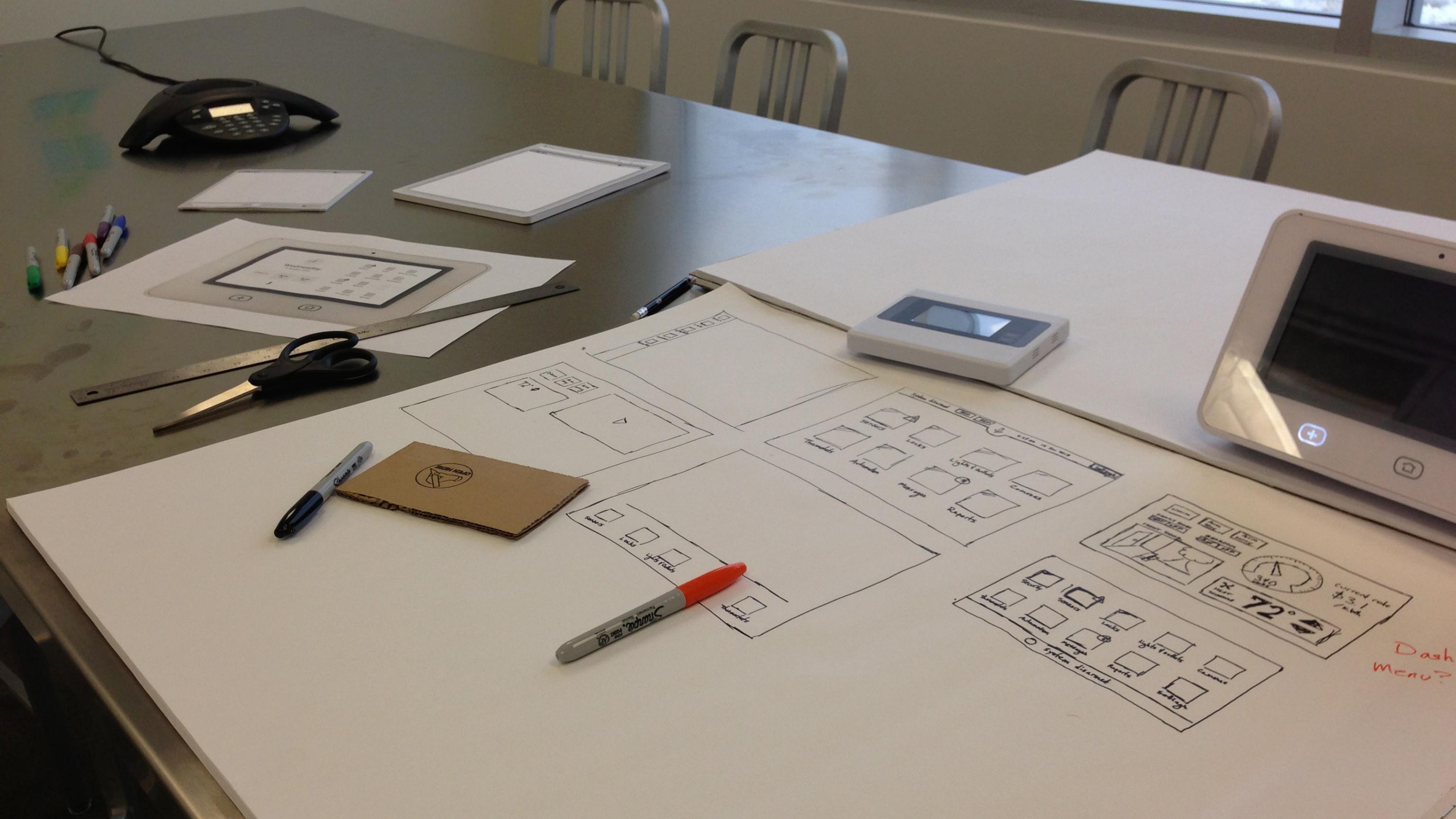
Sticky Functionality Used Regularly

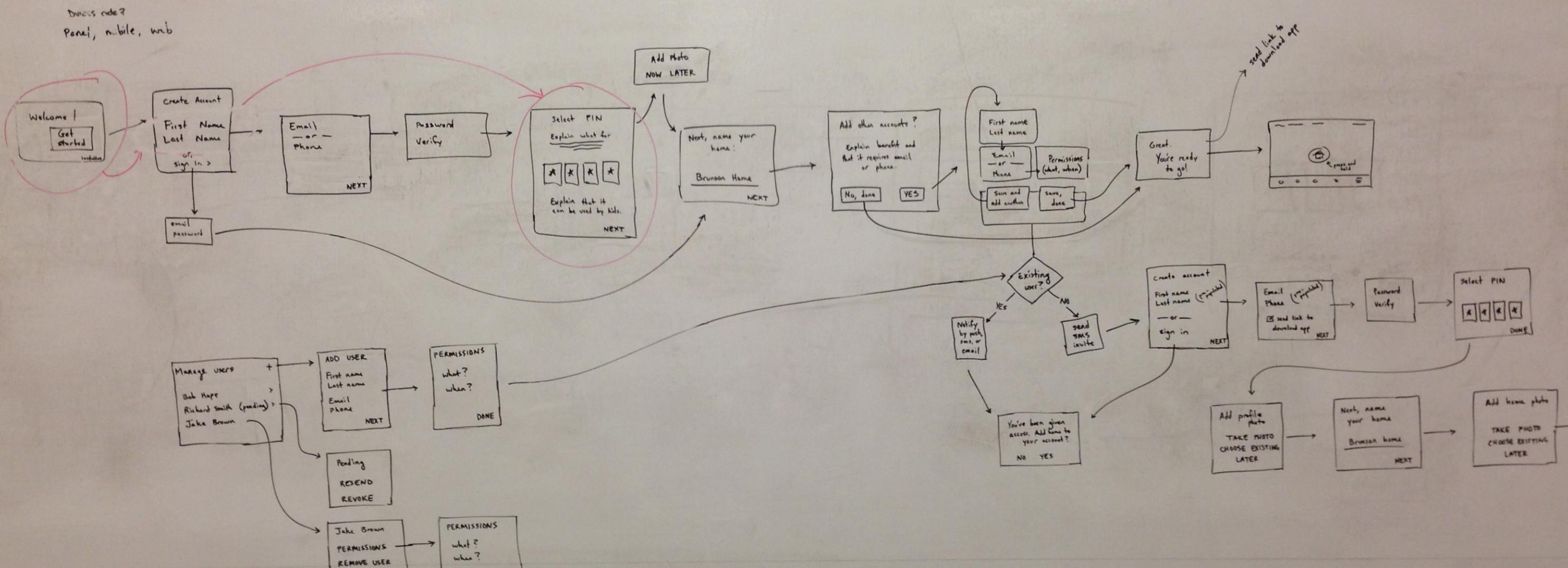
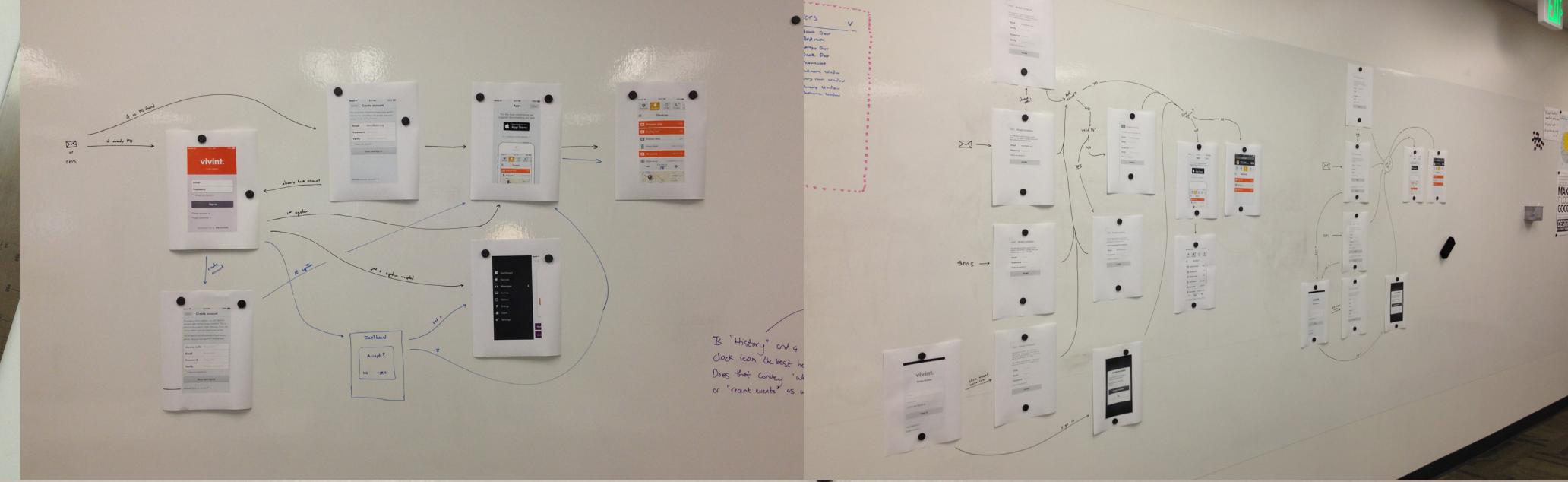
Identify Top 5 Users for Super User Group

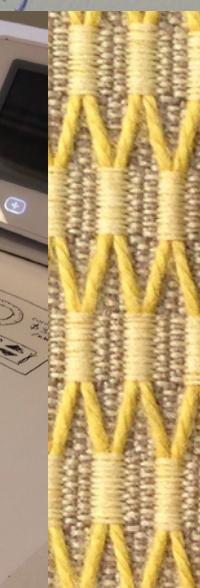
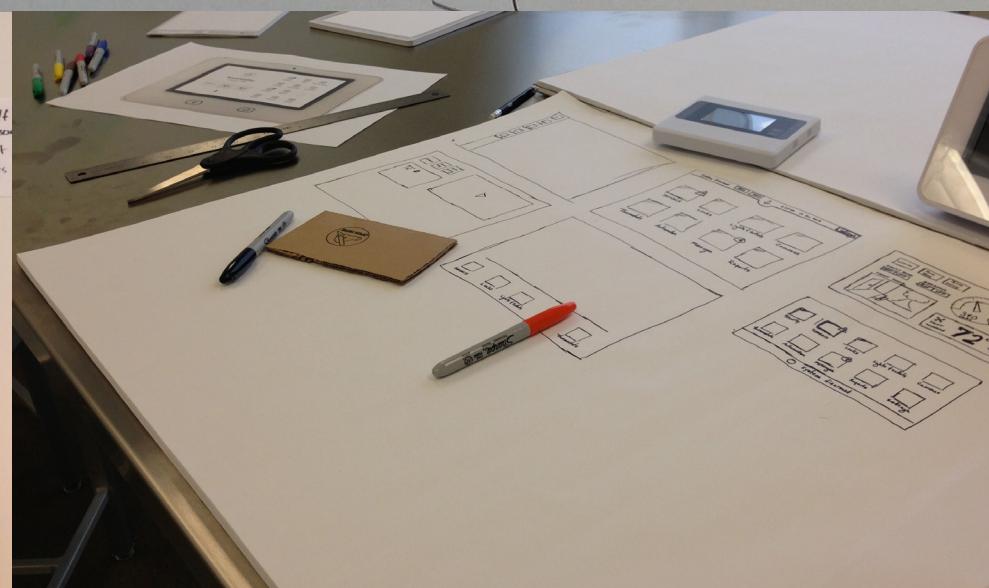
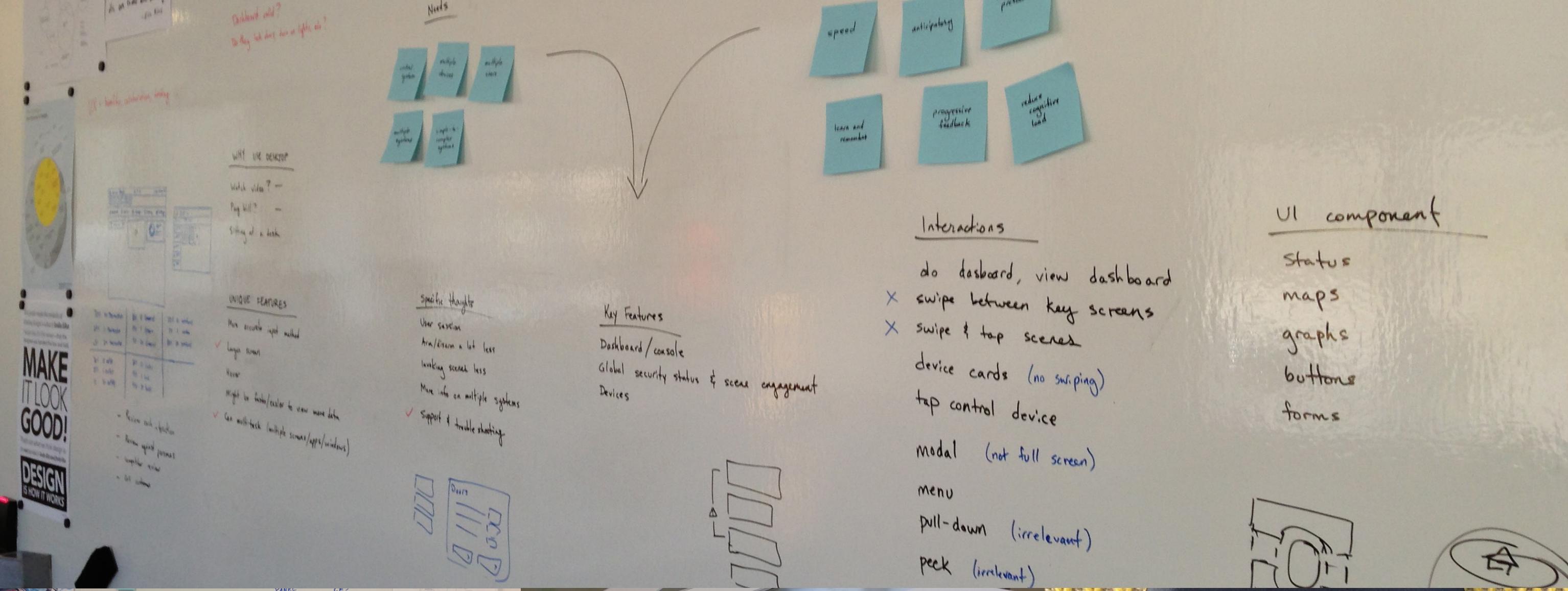
Send Tips & Tricks Newsletter to Users

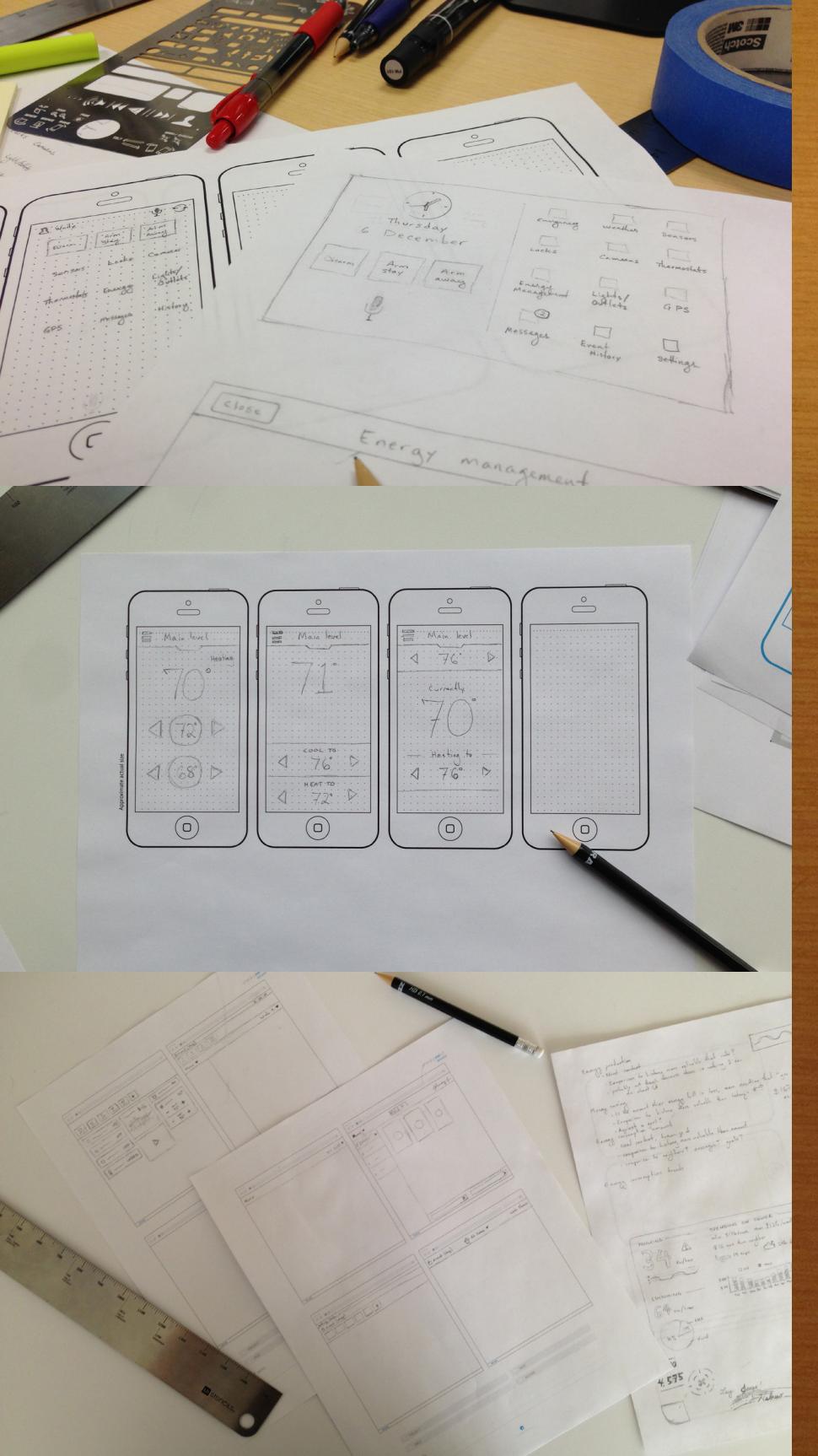
Identify Adoption Risks and Work w/ Client Team to Address



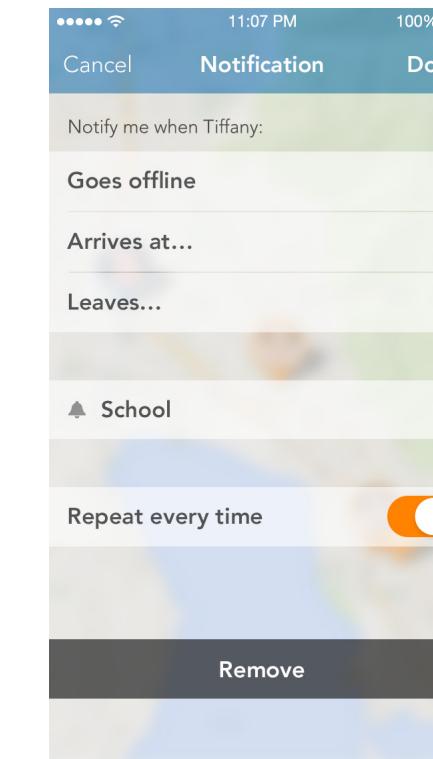
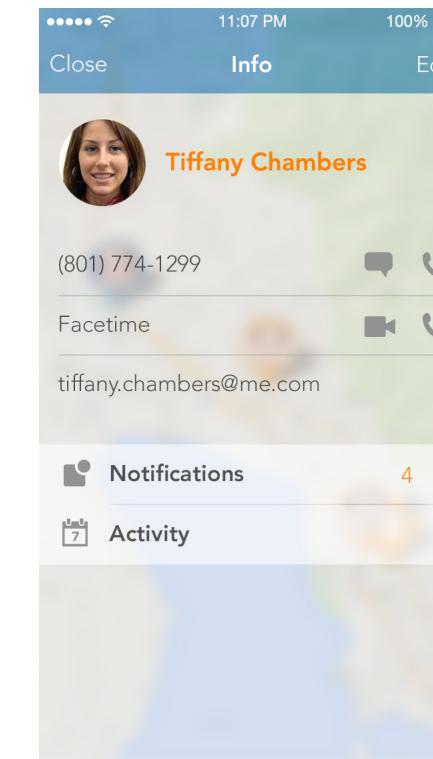
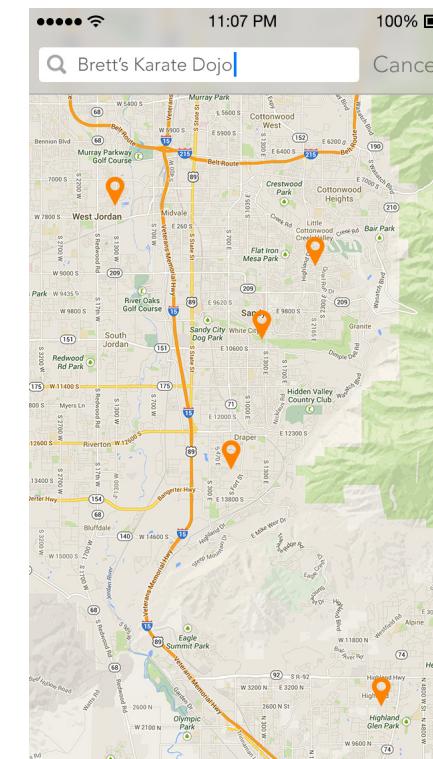
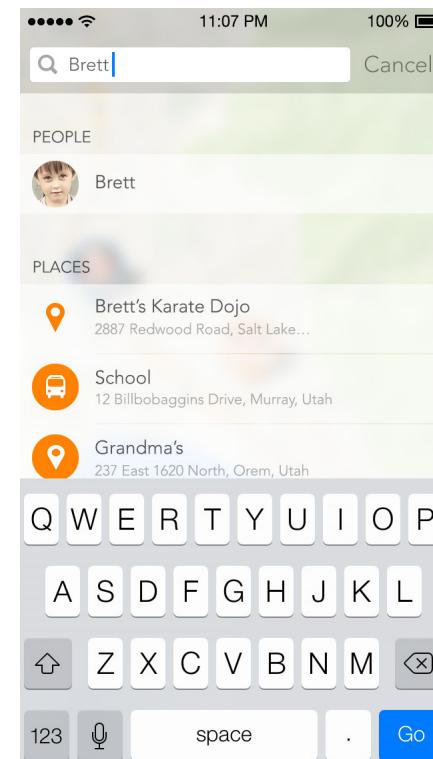
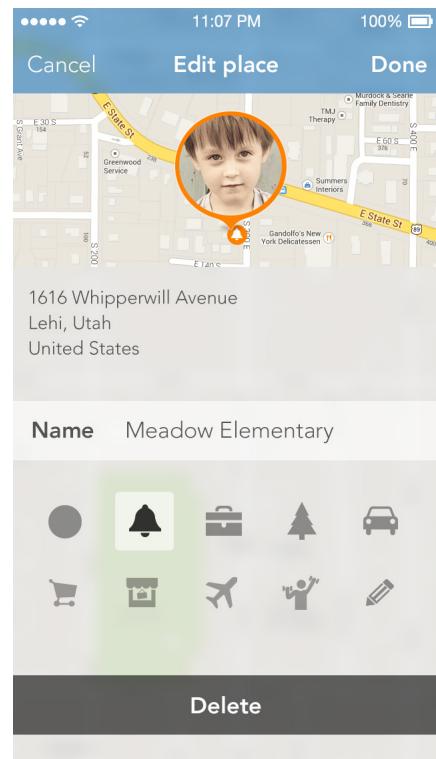
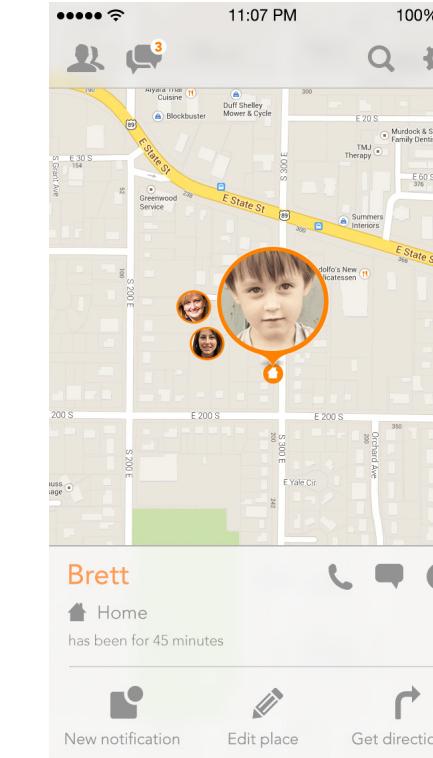
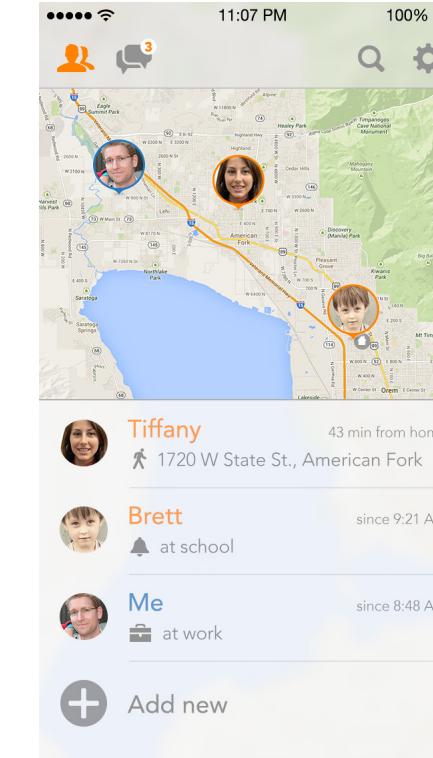
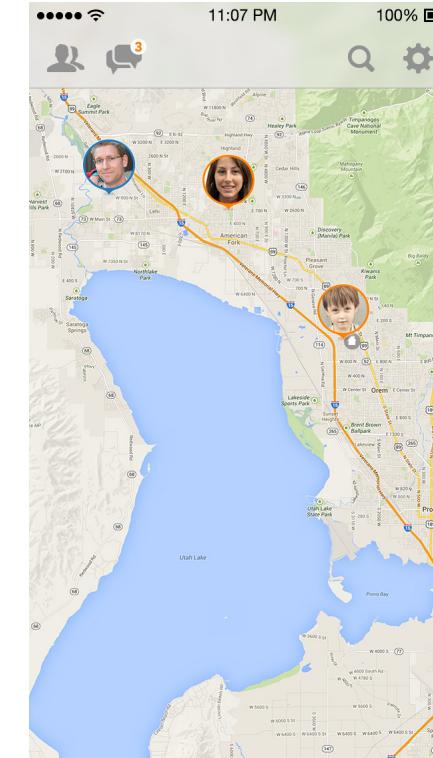
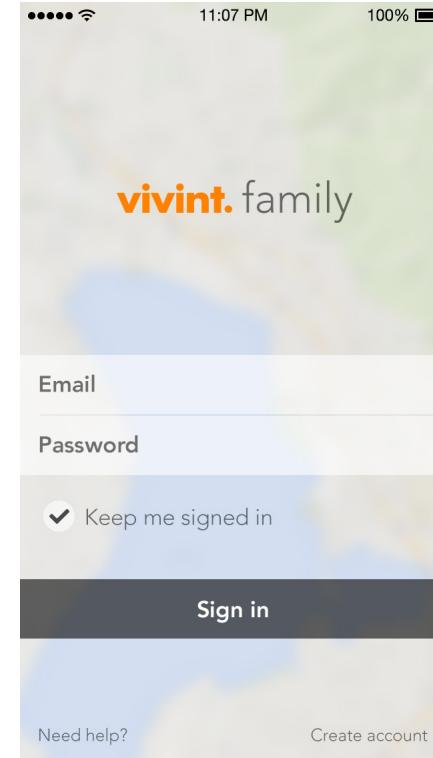
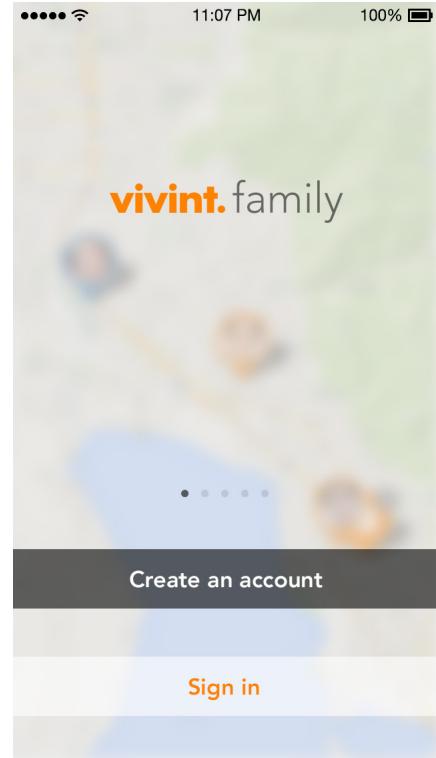














THE CHURCH OF
JESUS CHRIST
OF LATTER-DAY SAINTS

Related Sites ▾ Sign In

Menu ▾ Tools ▾ Search ▾

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 Mount Timpanogos Temple Dedication	17 Pioneer Day Commemoration Concert (Live)	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

Front page Calendar Topics Thursday, 14 May 2010 Search Subscribe

Sources

- Headquarters
- 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

Most viewed

- "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."
- Mormon Helping Hands Sends Thousands into California Parks
- 'Wonderful time' for LDS Canadians
- Stephanie Nielson's Message of Motherhood Attracting
- AttentionPresident Monson Participates in Temple Dedication in Canada
- Apostle Addresses Snow College Commencement
- Church Launches New Web Site to Help Unemployed Find Work

THE CHURCH OF JESUS CHRIST OF LATTER-DAY SAINTS

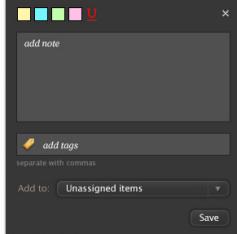
Welcome Wade Preston Shearer | Sign Out

Menu ▾ Tools ▾ Search ▾

General Conference

- Sessions
- Speakers
- Topics
- Conferences
- Search

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."¹

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

Related Sites ▾ Sign In

Menu ▾ Tools ▾ Search ▾

Study Notebook

Years ago we began correlation under the...

Cancel Delete Save

COLLECTIONS

- All items 2,516
- Unassigned items 2
- 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

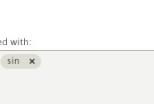
- ✓ Sin 2
- Parenting 1
- Prophets 1

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."¹

Edit highlight

Tagged with:



sin

separate with commas

In collections:

- Modern prophets
- Faith in Jesus Christ
- Visions
- Patience
- Family life

Name (optional):

SOURCE Elder Packer, 2010 Semiannual General Conference

LOAD MORE

THE CHURCH OF JESUS CHRIST OF LATTER-DAY SAINTS

Related Sites ▾ Sign In

Menu ▾ Tools ▾ Search ▾

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"

COLLECTIONS Jesus Christ

TYPE Highlight

MODIFIED Yesterday

TAGS Sin

Acts 2:23

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

COLLECTIONS Modern prophets, Faith in Jesus Christ

TYPE Highlight

MODIFIED 2010/10/02

TAGS Atonement

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.

COLLECTIONS Faith in Jesus Christ

TYPE Journal entry

MODIFIED 2010/10/02

TAGS

LOAD MORE

3form®

[new](#) [portfolio](#) [materials](#) [solutions](#) [you create](#) [architectural](#) [technical](#) [company](#) [contact](#) [my3form](#)

[HOME > PORTFOLIO](#)

FILTER: new | **showcased** | clients | applications | industries | locations | products **MODE:** browser | thumbnails

Click on an image to view installations, or click zoom to view full size images.

[zoom] [zoom] [zoom] [zoom] [zoom] [zoom]
[zoom] [zoom] [zoom] [zoom] [zoom] [zoom]
[zoom] [zoom] [zoom] [zoom] [zoom]

MATERIALSOLUTIONS

3form®

[new](#) [portfolio](#) [materials](#) [solutions](#) [you create](#) [architectural](#) [technical](#) [company](#) [contact](#) [my3form](#)

[HOME > PORTFOLIO](#)

FILTER: new | **showcased** | clients | applications | industries | locations | products **MODE:** browser | thumbnails

Parragon

Parragon
industry: Hospitality
designer: Becken Gillam Architects
location: San Jose, California, USA

application: BarDeck Front, Thatch, Bell
products: Backsplashes, Thatch, Bell
color:

[VIEW ALL IMAGES](#)

MATERIALSOLUTIONS

© 2006 3FORM, INC. ALL RIGHTS RESERVED. [TERMS OF USE](#) | [PRIVACY POLICY](#) | [SITEMAP](#)

[SEARCH](#) [GO](#)

3form®

[new](#) [portfolio](#) [materials](#) [solutions](#) [you create](#) [architectural](#) [technical](#) [company](#) [contact](#) [my3form](#)

[HOME > MATERIALS](#)

Material for the mind and the eye.
From the lightness of translucency to the fascination of interlayers, 3form materials engage one's senses—and one's sensibility thanks to its eco-consciousness. See the incredible variety 3form can add to your projects with the stunning array of materials.

> VARIA > STRUTTURA
> GLASS > ALABASTER
> DIGITAL > ECORESIN
> STRATA > SAMPLES
> RECLAM > CUSTOM

[VARIA](#) [STRUTTURA](#) [GLASS](#) [DIGITAL](#) [STRATA](#) [RECLAM](#)
[STRUTTURA](#) [ALABASTER](#) [ECORESIN](#) [SAMPLES](#) [CUSTOM](#)

MATERIALSOLUTIONS

3form®

[new](#) [portfolio](#) [materials](#) [solutions](#) [you create](#) [architectural](#) [technical](#) [company](#) [contact](#) [my3form](#)

[HOME > SOLUTIONS > VERSA DIVIDER](#)

LOGGED IN: wshears@3-form.com [LOGOUT](#)

point support
cable + rod
versa divider
overview
solution 1
solution 2
solution 3
solution 4
solution 5
components
shapes
furniture
light pillar
baseboard
boomerang
catalog

3form® VERSA DIVIDER

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

3form®

[new](#) [portfolio](#) [materials](#) [solutions](#) [you create](#) [architectural](#) [technical](#) [company](#) [contact](#) [my3form](#)

[HOME > SOLUTIONS > CABLE + ROD](#)

LOGGED IN: wshears@3-form.com [LOGOUT](#)

point support
cable + rod
versa divider
shapes
furniture
light pillar
baseboard
boomerang
catalog

3form® CABLE + ROD

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](#)
[DOWNLOAD BROCHURE](#) [Screen-optimized Cable + Rod one-page brochure \(229K PDF file\)](#)
[DOWNLOAD BROCHURE](#) [Printer-optimized Cable + Rod one-page brochure \(4MB PDF file\)](#)
[DOWNLOAD SOLUTION DOCUMENT](#) [Printer-friendly Cable + Rod multi-page solution document \(7MB PDF file\)](#)

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

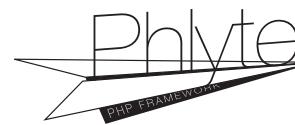
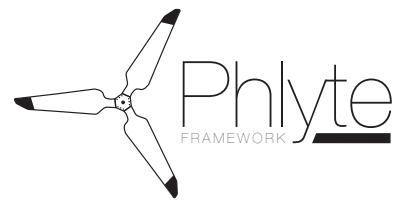
STEP 3 CHOOSE YOUR BOTTOM ANCHOR CONDITION

L (6) Panel Stiffener, #3-15-0773
(3) 3mm Cable with externally threaded swaged end, #3-15-0780
(2) 2'x 8' pieces of 1/8" Solo Mango
(6) 1" Single Panel Swivel Connector, #3-15-0751
(4) 3/4" Double Swivel Connector, #3-15-0750
(3) Field Installed End Connector, 3-15-0761

MATERIALSOLUTIONS

© 2006 3FORM, INC. ALL RIGHTS RESERVED. [TERMS OF USE](#) | [PRIVACY POLICY](#) | [SITEMAP](#)

[SEARCH](#) [GO](#)



color

codes

white CMYK 0, 0, 0, 0 RGB 255, 255, 255 HSB 0, 0, 100 LAB 100, 0, 0 HEX #FFFFFF Pantone U Pantone C Pantone M SW	black CMYK 100, 100, 100, 100 RGB 0, 0, 0 HSB 0, 100, 0 LAB 0, 0, 0 HEX #000000 Pantone U Pantone C Pantone M SW	20 0, 0, 20 RGB 209, 209, 209 HSB 0, 100, 0 LAB 84, 0, 0 HEX #DADADA Pantone U Pantone C Pantone M SW	40 0, 0, 40 RGB 168, 168, 168 HSB 0, 82, 0 LAB 84, 0, 0 HEX #A8A8A8 Pantone U Pantone C Pantone M SW	60 0, 0, 60 RGB 130, 130, 130 HSB 0, 66, 0 LAB 69, 0, 0 HEX #808080 Pantone U Pantone C Pantone M SW	5 0, 0, 5 RGB 241, 241, 242 HSB 0, 1, 95 LAB 95, 0, 0 HEX #E6E6E6 Pantone U Pantone C Pantone M SW	10 0, 0, 10 RGB 230, 231, 232 HSB 0, 1, 91 LAB 92, 0, 1 HEX #C8C8C8 Pantone U Pantone C Pantone M SW	green 0, 0, 100, 1 RGB 100, 165, 32 HSB 88, 80, 64 LAB 62, 37, 56 HEX #64A620 Pantone U Pantone C Pantone M SW
7006	6258	7067	420 M	422 C	376	369	
7067	424 M	cool gray 2 cool gray 5 cool gray 7 cool gray 10 cool gray 9 cool gray 8 cool gray 6 cool gray 4 cool gray 3 cool gray 2 cool gray 1 cool gray 0	369	369	6901	6901	

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.

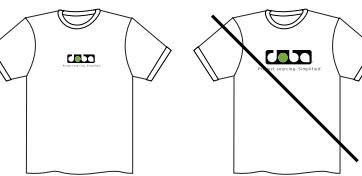
Non-corporate color rules are as follows: Blues, purples, and non-Doba-green-greens are not to be used. Pick from shades of red, orange, and yellow. Lean towards earth tones and especially metallics. Also, avoid a pure saturated primary, such as pure red. Instead, used a variant such as brick red. Other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



use of the logo

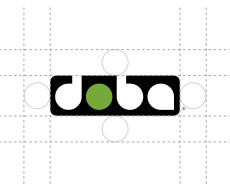
placement

The logo shall always be positioned in the lower-left hand 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	letter spacing	color
body copy	14px	14px	n/a	black
h1	16px	16px	n/a	black
h2	14px	14px	-5px	black
h3	12px	12px	-5px	black
h4	12px	12px	-5px	black
h5	12px	12px	-5px	black
body copy	12px	12px	(inherited)	black
h1	14px	14px	(inherited)	black
h2	12px	12px	(inherited)	black
h3	10px	10px	(inherited)	black
h4	10px	10px	(inherited)	black
h5	10px	10px	(inherited)	black
body copy	10px	10px	(inherited)	black
h1	12px	12px	(inherited)	black
h2	10px	10px	(inherited)	black
h3	8px	8px	(inherited)	black
h4	8px	8px	(inherited)	black
h5	8px	8px	(inherited)	black

web styles

face	size	line height	letter spacing	color	decoration	weight
h1	16px	16px	-5px	black	underline	normal
h2	14px	14px	-5px	black	underline	bold
h3	12px	12px	-5px	black	underline	bold
h4	12px	12px	-5px	black	underline	bold
h5	12px	12px	-5px	black	underline	bold
body copy	14px	14px	(inherited)	black	underline	normal
h1	16px	16px	(inherited)	black	underline	bold
h2	14px	14px	(inherited)	black	underline	bold
h3	12px	12px	(inherited)	black	underline	bold
h4	12px	12px	(inherited)	black	underline	bold
h5	12px	12px	(inherited)	black	underline	bold
body copy	12px	12px	(inherited)	black	underline	normal
h1	14px	14px	(inherited)	black	underline	bold
h2	12px	12px	(inherited)	black	underline	bold
h3	10px	10px	(inherited)	black	underline	bold
h4	10px	10px	(inherited)	black	underline	bold
h5	10px	10px	(inherited)	black	underline	bold

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.

abcdefghijklmnopqrstuvwxyz
Arial Regular

abcdefghijklmnopqrstuvwxyz
Arial Bold