

SMART LAN Demonstration Use Cases

1. **Quick Lookup** – show them the search functionality within LAN and pull up my member record. Show the information on the member record including: contact information, political information, and campaign data.
2. **Create a Phone List** – Describe the scenario the Sheetmetal 88 is trying to turn out its members in support of the Democratic Candidate for Nevada's CD 4. CD 4 is a Democratic leaning battleground district where in 2012 it was won by Stephen Horsford – D, but in 2014 it was won by Crescent Hardy – R.

The scenario will have Sheetmetal 88 pulling a phone list for CD 4. This will show how to create specially targeted lists of voters.

3. **Counts and Crosstabs** – Demonstrate the Counts and Crosstabs Tool by pulling tables of Sheetmetal's 88 registration, party, and district counts.