



# RDC

Connecting Global Mobility with Local Ability

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## Letter from RDC® Board President, Vicki Hamp, SCRP, SGDS, SGMS-T

Dear RDC Members,

What are you willing to try now?  
Is there something you believe that almost nobody else agrees with? Is there an industry challenge no one else is tackling? What part of your business is hard?



There is a tendency to devote intensive time, research and planning to figuring out the ideal path to reinvent or find our passion. This may involve poring over self-help books, soliciting advice and waiting for the epiphany.

As your RDC President, I encourage you to get out of your head and go do by joining us for our RDC Spring Event and Mentors & Masters Program. I challenge you to think about these questions and then come to our meetings prepared to passionately discuss them with industry peers and then follow through with action.

**Elinor Smith**, one of the youngest pioneers of aviation, was quoted as saying “It has long since come to my attention that people of accomplishments rarely set back and let things happen to them. They went out & happen to things”. Start by being present and getting involved.

**People With Great Passion Make  
the Impossible Happen**

## RDC Upcoming Events

*(Refer to page two for additional information)*



### GDS Re-Certification Course

Monday, May 15 2:00 pm to 4:00 pm  
Harry Norman, Realtors  
532 East Paces Ferry Road  
Atlanta, GA



**PEOPLE with great  
PASSION can make the  
IMPOSSIBLE happen**

### Spring Event

Tuesday, May 16

#### Meeting

7:30 am to 4:30 pm  
Hyatt Regency Atlanta  
265 Peachtree Street

#### Members' Dinner

5:30 pm to 8:00 pm  
White Oak Kitchen & Cocktails  
270 Peachtree Street  
*(directly across the street from the hotel)*



### Mentors & Masters Program

Wednesday, May 17  
12:30 pm to 3:30 pm  
Hyatt Regency Atlanta  
265 Peachtree Street



### GDS Re-Certification Course

RDC is thrilled to announce the first opportunity for GDS Re-certification Credits

**This course is ONLY available to the RDC members that currently hold their (S)GDS.**

**Please note that three credits are required every three years in order to maintain the (S)GDS Certificate.**

This course will qualify for **two credits** and is being moderated by one of our original International Task Force members, *Linda (Straw) Nesper of Coca-Cola*.

Topics for discussion include current international relocation challenges like immigration, global tensions, roadblocks for successful programs and how we can insure the most valuable services to aid in our global transition programs.

[Click Here](#) for additional information and to register for the course.



### Mentors and Masters Program

The **Mentors & Masters Program**

(M&M) provides you a great opportunity to learn from some of the top professionals in our industry.

The session begins with our guest speaker, **Erin Koops**, Executive Vice President, Leading Real Estate Companies of the World. After Erin's presentation, we will have three rounds of round tables (say that three times fast!) on various topics, such as "Using Social Media for Business Development", "Five Generations in the Workplace", and "How RMCs View RDs".

The M&M program is co-sponsored by RDC and WERC.

[Click Here](#) to register.

## 2017 Spring Conference



**PEOPLE with great PASSION can make the IMPOSSIBLE happen**

You won't want to miss RDC's Spring Meeting in Atlanta! We have a great meeting planned for our members!

We are proud to announce our keynote speaker, **Gino Blefari**. Gino Blefari is the chief executive officer for HSF Affiliates LLC, which operates the real estate brokerage networks of Berkshire Hathaway HomeServices, Prudential Real Estate and Real Living Real Estate.



**You Spoke...We Listened!!** We have Business Development--we have two terrific panels featuring some of the industry's most outstanding and respected leaders!

#### Best Practices for Business Development Strategies

Come explore ideas with our panelists on how you can continue to bring value to your company by providing ancillary business opportunities to the "traditional relocation" model!

- Diane Howard, CRP, GDS of Smith & Associates (*Moderator*)
- Anne Incorvia, SGDS, GMS of John Daugherty Realtors
- Jamie Suarez, CRP of PepsiCo., Inc.
- Molly Merrick, Cornerstone Relocation Group
- Hellen Valle, CRP, GMS of BHHS PenFed

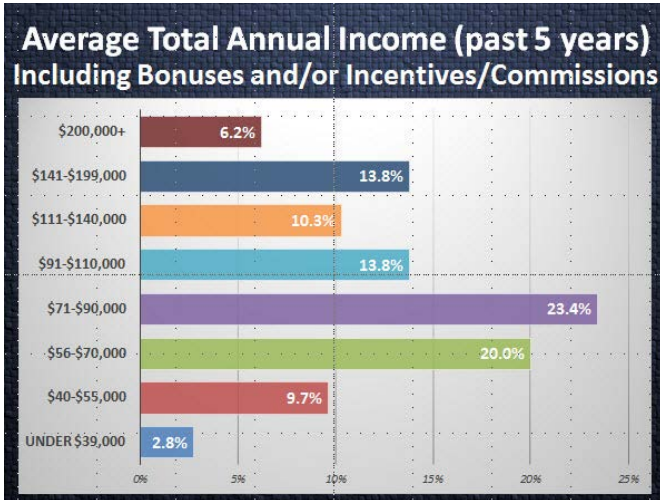
#### Passion for Partnership

We all want to hear what the RMCs have to say! We'll have an outstanding panel comprised of our RMC Advisory Council members!

- Tammy Cottrell, CRP of Coldwell Banker Residential Brokerage Atlanta (*Moderator*)
- Joe Benevides, Jr., SCRIP of Plus Relocation
- Bill Mulholland, SCRIP, GMS of American Relocation Connections (ARC)
- Darren Wagner, CRP, GMS of Lexicon Relocation

And of course our ever popular and much loved roundtables. Topic categories include: Business Development, Listing Strategies, Agent Training, Excellence Service Strategies, and RDC in Action. [Click Here](#) to register.

## RDC Compensation Survey



Want to delve deeper? View the full 2016 RDC Compensation Survey to examine the results. This report provides our members valuable information regarding best practices and staff compensation.

Remember that the RDC Compensation Survey is available for download from the RDC's website.

Also, please note that **Marc Krebs, CRP, GDS** of CB Residential Brokerage will be hosting a roundtable on the compensation survey results at the Spring Event in Atlanta.

[Click Here](#) to obtain a copy TODAY!

## 2017 Advisory Councils

### Corporate Council Board

- ❖ **Michelle Coughlin**  
CarMax
- ❖ **Christine Holland**  
Massachusetts Institute of Technology
- ❖ **Lois Johnson-DeLange, CRP**  
ADP
- ❖ **Jamie Suarez, CRP**  
PepsiCo. Inc.

### Relocation Management Council Board

- ❖ **Joe Benevides, Jr., SCRP**  
Plus Relocation
- ❖ **Molly Merrick**  
Cornerstone Relocation Group
- ❖ **Bill Mulholland, SCRP, GMS**  
American Relocation Connections
- ❖ **Darren Wagner, CRP, GMS**  
Lexicon Relocation

## RDC New Members

The RDC Membership Committee has approved 13 new RDC members to date!

Please make sure you "Like" the RDC Facebook page. It will provide you access to the announcements of our new members.

- **Pat Carroll** -- Century 21 Premier
- **Jonathan Cohen, CRP, GMS** -- RealtySouth
- **Paul Dunkle, GMS** -- Latter & Blum Family of Companies
- **Jo Enkelmann, CRP** -- BHHS Premier Properties
- **Jason Exley** -- Kentwood Real Estate
- **Kathlene Hanick, CRP** -- Century 21 Absolute
- **Leigh Massey** -- Atlanta Fine Homes Sotheby's Int Realty
- **Robin Morris** -- Phyllis Browning Company
- **Debbie Schreppel** -- Berkshire Hathaway HomeServices Anderson Properties
- **Jason Smith, CRP, GMS** -- Coldwell Banker Residential Brokerage Mid-Atlantic
- **Stephanie Symonds** -- Berkshire Hathaway HomeServices Beazley, REALTORS®
- **Lisa Wagner, CRP** -- Century 21 ProLink
- **Janet Weldon** -- Windermere Relocation Mountain West



## RDC's National Real Estate Trends and Topics (RDC Roadshow)

RDC is always advocating on behalf of its members. The **RDC Roadshow** presents national market trends to relocation management companies, corporations, and at regional relocation meetings.

We have completed several presentations to date and we are once again presenting in a session at Worldwide ERC's Americas Mobility Conference in Atlanta. Please come to learn and support our members; Annie Hamilton, CRP, GDS; Patricia Pollard, CRP, SGDS, GMS; Tom Orland, CRP, GMS; Ryan Watroba, CRP; and Susie McGill, CRP, GDS on Thursday, May 18, 1:45 pm to 2:45 pm.

Watch for news of additional presentations at RMCs and Regional WERC groups as 2017 unfolds.

## Market Data Reports

It's time to start submitting your first quarter Market Data Reports.



Remember this reporting reflects your market place and your company. This information is not only available through the RDC website for anyone who wants to look at the information, but it is also available through Worldwide ERC's website. We also encourage participants at our Road Show to visit our website to check out the reports. Many relocation management companies and corporates who are interested in your area look to RDC to see what is happening in your market.

Submit your report today! [Click Here](#) to download the form.

## The RDC Booth is on the Move!



The RDC booth was present, once again, at both the Cartus and LeadingRE conferences this year. Thank you to everyone who volunteered their time to help staff the booth and share information about RDC.

Be sure to stop by and visit with fellow RDC members at **Booth #150 at Worldwide ERC's Americas Mobility Conference** in Atlanta.



*Patricia Pollard, Vicki Hamp, and Ann Anderson visit Lexicon to present the RDC Roadshow.*