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

Dear RDC Members:

I am humbled by the outpour of positive feedback and gratitude from our Spring Events. Thank you to all our members in attendance for your kind words and your energetic participation.



It takes a village to make our events successful. The accolades belong jointly to the Board Members and Volunteers who engage early on to plan and lead the events, to the speakers and sponsors, and certainly all our members who willing share their knowledge. Last but not least, our RDC Executive Director – Kathleen Lukasik.

Here are just a few of the comments received:

“I wanted to reach out to congratulate all of you for a job well done. I truly enjoyed the meeting and the valuable take away. The roundtables were excellent; the panels were enlightening; the speakers were great and the vendors were engaging. Vicki, you have a terrific board and great committee members that make it work”. Barry Matheny, John L. Scott Relocation.

“Thanks so much for the invitation to be a part of the RDC Meeting in Atlanta. Being on the Advisory Council has to be one of the highlights of my career in Relocation. RDC is one of the most carrying and compassionate groups to be around”.
Johnny Haines, Deloitte Service LC.

This was my first time attending the all-day RDC conference and I was really impressed by the quality of the speakers and topics. The panels and round table discussions provided a great opportunity to engage in meaningful conversation about how to take our relocation business to the next level in the ever-changing environment that we are in today. Everyone was warm, welcoming, and actively seeking out new and different thoughts and ideas. Thank you RDC for the opportunity to be a sponsor, and I look forward to getting more involved with this amazing group of industry leaders!
Anne Bartoloni, SCRП, Wells Fargo

Your RDC Board is not letting the dust settle under our feet. We are already at work planning for the Fall Event to be held at the Hyatt Regency in Chicago on Wednesday, September 27th [Click Here](#) to register. If you'd like to get involved please reach out to Fall Meeting Program Chair, Angie Ware, CRP, GDS or Roundtable Chair, Alicia Motter, CRP, SGDS, GMS.

See you soon!!



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



Global Destination Specialist (GDS) Certification Updates

The GDS Committee has been quite busy the past few months and has several updates including the successful delivery of the first GDS Re-Certification Course.

Remember...each GDS designee is required to earn three re-certification credits every three years. RDC will be tracking these credits and this automated process should officially be in place by the end of August.

Thank you to the GDS Committee for putting together the first GDS Re-Certification Course and a special THANK YOU to **Karen McRae**, SCRCP, SGDS, SGMS with Harry Norman REALTORS® for hosting the meeting at their corporate office and training facility in Atlanta. This allowed us to offer the course at no charge. Over 30 participants enjoyed the 2-hour session which featured perspectives from a corporate client – **Linda Nesper** with Coca Cola, an on-site Coca-Cola relocation consultant – **Lauren Mills** with NEI, and two accredited DSPs and REALTORS® with Harry Norman REALTORS® – **Madeleine Kotora** and **Patty Webb**. Topics included the current need for assisting relocating foreign nationals, common challenges and best practices when assisting foreign nationals. **Michi Olson**, SGDS, SGMS of Alain Pinel presented an update on international buyers, popular states for foreign investment and countries with the greatest investment. She also discussed reasons for foreign nationals to buy in the US.

Coming Up...We will be hosting two additional GDS Re-Certification opportunities this year. These will be in form of webinars and will take place this Fall. The first Webinar, “What Services are Offered to the International Employee and Client Company” will be hosted by **Joan Thomas**, SCRCP, SGDS, GMS of Wilkinson ERA Real Estate, and **Shelagh Doyle** of Long and Foster Real Estate Services, on Wednesday, September 13 at 2pm CT. Registration details will be sent out several weeks prior to the webinar. **NOTE: This webinar will be open to ALL RDC members.**

Details regarding the second webinar, “Developing a Business Plan for Starting up an International Settling In Services Program” are being finalized and will be communicated to GDS Designees in the next couple of months. **NOTE: This webinar will be open to only GDS Designees.**

Save the Date...The next Global Destination Specialist (GDS) Course will be held on Monday, October 15, 2018 in Seattle Washington, prior to the Fall 2018 RDC and ERC Meetings. If you have not had an opportunity to obtain the designation this is your next chance!

2017 Spring Conference Recap

RDC Members joined together in Atlanta for several action-packed events with a whirlwind of education, networking, and collaboration. These events were conducted in coordination with the Worldwide ERC America’s Conference.

The experience started with the Membership Meeting on Tuesday, May 16th. This was our 61st event since the organization was founded by our charter members in 1980. We reached almost record attendance at 166 registrants.

The agenda included guests **Peggy Smith**, SCRCP, SGMS-T, President of Worldwide ERC; **Gino Blefari**, CEO, HSF Affiliates LLC; **Shelley Giles**, Tenet Healthcare; **Molly Merrick**, Cornerstone Relocation; **Joe Benevides**, SCRCP, Plus Relocation; **Bill Mulholland**, SCRCP, American Relocation Connections (ARC); and **Darren Wagner**, CRP, GMS, Lexicon Relocation.

Members explored ideas on how to continue to bring value to their companies by providing ancillary business opportunities. We discovered the Seven Principles of Success illustrated by **Gino Blefari**. Our Relocation Management Company Council Members shared what makes them pick up the phone and how we can cross over from being a vendor to a true partnership with our RMC clients.

Members also dedicated several hours to collaborating with industry peers on relevant topics surrounding agent training, business development, exceptional service strategies, and listing strategies.

The meeting concluded in a networking dinner at Ray’s Steakhouse where we were joined by clients and sponsors.

On Wednesday, RDC Members joined with other Worldwide ERC conference attendees for our 2017 Mentors & Masters Program. Mentors and Masters is an opportunity for relocation professionals at all levels of knowledge to extend their conference experience. **Erin Koops** of Leading Real Estate Companies of the World kicked off the event with an experienced panel sharing their thoughts on “If I Knew Then What I Know Now...”. This was followed by opportunities to join a variety of different roundtable discussions on relevant topics and industry trends with industry leaders.

All in all, attendees learned and networked from hundreds of people touching every perspective of the relocation industry. Thanks to all our guests, speakers, panelists, moderators, and volunteers who gave selflessly of their knowledge and effort to make this happen.

Special thanks are extended to **TheMIGroup** for these beautiful table decorations!



Promote RDC on Your Worldwide ERC Membership Directory Listing



Did you know that Worldwide ERC (WERC) allows our members to promote their RDC membership on their Worldwide ERC Membership Directory Listing?

You may now include the RDC logo on your profile on WERC's online member directory. The process is very easy—[Click Here](#) to begin:

1. Login using your WERC username and password.
2. Select the “Real Estate Brokerage Firms” tab at the top of the screen.
3. Search for your profile – either by:
 - a. Search for your company in the Areas Served section.
 - b. Enter your name in the Contact Name search field – then select the corresponding “Apply” button.
4. From within your company's profile, select the “Edit Profile” button.
5. At the bottom of the Edit Profile screen, there's a section titled “Industry Affiliations” – make sure there's a checkmark in the RDC Member box, and then select Save Changes.

Questions? Contact WERC's Customer Care Center at CustomerCare@WorldwideERC.org or 703-842-3410.

How Well Do You Know Your Fellow Members?

RDC takes great pride in being the best of the best. Our RDC bylaws have been carefully written to set membership standards. Each year a Membership Committee is formed to review and analyze all applications received according to those bylaws. The committee consists of 5 to 7 volunteers and is chaired by an RDC Board Member.



Truth or Myth:

- You must be a salaried employee in the relocation department of a real estate brokerage firm (or be the Broker Owner with primary responsibility for Relocation) to qualify for RDC Membership. Certain tenure requirements apply.
- You must be in a management position to qualify for RDC Membership.
- If you do not have your CRP or GMS designation you must have held the top full-time management position within the Relocation Department for a minimum of two years and be willing to obtain your CRP or GMS within two years of membership acceptance.
- Applicants must have a recommendation letter from an existing RDC member.
- Membership is with the individual, not the company.

All of the above are true!!! If you know an industry peer who meets the above criteria, offer them a recommendation letter and encourage them to apply!



RDC Housekeeping

We are already half way through 2017 and we thought it best to remind you of a few items and encourage you to mark your calendar for the upcoming events.

- **Obtain your CRP credits.** It is the responsibility of the (S)CRP requesting recertification credit to submit to Worldwide ERC. RDC Credits are available on the Members Only side of the website. [Click Here](#)
- **Submit your quarterly market data reports.** If you haven't done so already, please send us your 1Q17 and start preparing the report for the 2Q17. [Click Here](#) for blank report.
- **Update or submit your photo to your online profile.** It's always a good thing to put a face to the name. This photo will also appear in the printed membership directory.
- **Mark your calendars**—the following are key dates to be sure to get into your calendar:
 - **GDS Re-Certification Webinar** (open to all members)
Wednesday, September 13 at 2:00 pm CT
Watch your e-mail for registration information
 - **RDC Fall Event—Hyatt Regency Chicago**
Wednesday, September 27 7:30 am to 4:30 pm
[Click Here](#) to register

Be sure to join us on September 27-29 at the RDC Booth as a Gold Sponsor at the 2017 Global Workforce Symposium during the Worldwide ERC Marketplace exhibit hours. Plan on staying at the booth and making yourself comfortable while interacting with fellow members, corporate clients and industry peers to share our RDC story.

Thank You to Our Sponsors at the Spring Event

