



WORLDWIDE ERC®

2018 Global Workforce Symposium

17 - 19 OCTOBER | SEATTLE, WA USA



So This Is Your First Conference?

May Caffi, SCRP, GMS
Marriott International

Linda Owen, SCRP, GMS
Channelmatch Relocation





Session Overview

- What is Mobility and Who are the Players?
- Know You and Your Company
- Overview of the Conference
- How to Choose a Session
- Networking
- Marketplace
- Post Conference To-Do's
- Learning More
- YP-40

Jumping into the mix of newbies





Before We Get Started

Oh, don't
worry

There are
wonderful
people here to
help

How to get
started





What is Mobility & Who are the Players?

“Worldwide ERC is the workforce mobility association for professionals who manage or support U.S. Domestic and International employee transfer”

- Corporate Membership
- Relocation Management Companies
- Mobility Service Membership
- Real Estate Broker
- Relocation Appraiser
- Personal Membership (PERC™)





DESTINATION: SEATTLE



Know Yourself & Your Company

Prepare and Rehearse Your Elevator Speech





Overview of Conference Events

TUESDAY, OCTOBER 16, 2018

12:00 – 5:00 Conference
Registration

WEDNESDAY, OCTOBER 17, 2018

6:30 – 7:30 Boot Camp (all ages and
fitness levels welcome)

7:00 – 7:30 Conference Registration

1:00 – 3:30 Corporate Benchmarking
Session (open only to
corporate/government attendees)

2:30 – 3:30 YP40 Reception

3:30 – 4:30 So This Is Your First
Conference

4:30 – 7:30 Opening Reception in the
Marketplace

THURSDAY, OCTOBER 18, 2018

7:00 – 6:30 Conference Registration

8:15 – 10:00 Welcome and Keynote Speaker, Seth
Mattison

10:00 – 11:00 Coffee Service in the Marketplace

11:00 – 12:15 Innovation Lab

11:15 – 12:15 Education and Development Sessions

12:15 – 1:45 Luncheon featuring guest speaker, Josh
Linkner

2:00 – 4:30 Innovation Lab

2:00 – 3:00 Education and Development Sessions

3:00 – 3:30 Coffee Break

3:30 – 4:30 Education and Development Sessions

4:30 – 6:30 Reception in the Marketplace

FRIDAY, OCTOBER 19, 2018

6:30 – 8:00 Walk for the Foundation

8:00 – 11:00 Conference Registration

9:00 – 10:00 Innovation Lab

9:00 – 10:00 Education and

Development Sessions

10:00 – 10:30 Coffee Break

10:30 – 11:45 Closing General Session
featuring guest speaker
Anja Manuel

11:45

Conference Adjourns





How to Choose a Session

Four Step Process

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W

What's in it for me?

E

Emerging Needs

R

Return on Investment

C

Clients



Networking

- Try not to hang with one person all the time at your first meeting, get to know others
- Take advantage of the luncheon to sit with one of WERC's Past Presidents
- Give out your card, let people call you so you can learn from them
- Congratulate award winners, an opportunity to meet them
- Network at the breaks, stick your hand out
- Visit every single booth in the exhibit hall
- Introduce yourself at the sessions

"Don't be afraid to put yourself out there"





Marketplace

- Great Networking Opportunity
- Food, Drinks, and Prizes
- Research
- Pace Yourself
- Once is never enough!



*"It's always 'Sit,' 'Stay,' 'Heel'—never
'Think,' 'Innovate,' 'Be yourself.'"*





Post Conference To Do's

- Thank your boss!
- Communicate with new contacts
- Consider **LinkedIn**.
- Track what you do with what you learn
- ***You will create friendships for a lifetime!***

Learning More



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DESTINATION: SEATTLE



- Certified Relocation Professional (CRP)
- SCRIP
- Global Mobility Specialist – Talent (GMS-T)
- SGMS – T
- Learning modules:
 - Relocation 101: Principles of U.S. Mobility
 - Principles of Global Mobility
 - Exploring Data Analytics for Mobility
 - U.S. Tax Treatment of Home-purchase Plans



YP40: Young Professionals Under 40

Join the Network

It's free to join and all you have to do is complete the membership form online and you'll be receiving information specific to Young Professionals and upcoming YP40 Events.

Get Involved

Volunteer with the YP40 Committee!
Contribute to the Mobility magazine YP40 column

Stay Connected

Join the YP40 LinkedIn Group and follow on Facebook





WORLDWIDE ERC®

Americas
Mobility
Conference



May 15-19, 2018



Questions & Answers



Best of luck to you at your first WERC conference, you will never forget it, we promise!!!!!!

You will create friendships for a lifetime

