



## Publications/Programs/Products

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## Worldwide ERC® Publications/Programs/Products

### **Worldwide ERC® Directory**

A primary industry reference for the relocation marketplace, this publication identifies companies and individuals that provide real estate appraising and real estate brokerage services for transferring employees and corporations.  
Price: \$35

### **Worldwide ERC® Roster of Members and Resource Guide** (members only)

Lists all corporate member companies and their individual member representatives and notes annual transfer volume and type of homesale assistance. The Roster also lists third party home purchase firms, domestic and international relocation service providers and includes information on Worldwide ERC®'s services, meetings, committees, Board of Directors and staff.  
Price: \$275 copy

### **MOBILITY (Distributed to Worldwide ERC® members.)**

Worldwide ERC®'s monthly magazine, examines industry issues and communicates association information to Worldwide ERC® members.  
Price: \$48 year for US Domestic deliveries.  
For deliveries outside the US, an additional US \$95 postage  
Single issues: \$5 each

### **New Professionals Resource Package**

Attention all New Professionals (individuals who have been in the industry three years or less)! We have gathered a recommended selection of Worldwide ERC® publications and research to familiarize you with our industry. This resource package is a sampling of some of the most important Worldwide ERC® publications.

This package includes:

*Guide for Managing the Mobile Workforce*  
*A Guide to the Worldwide ERC® Broker's Market Analysis and Strategy Report*  
*The Relocation Appraisal Guide*  
*Relocation Assistance: Transferred Employees*  
*Fundamentals of U.S. Domestic Relocation*  
*Homesale Terminology Report*

Non-member package includes a PERC™ membership  
Price: \$300 Worldwide ERC® members; \$435 non-members  
(This package is valued at \$530 for PERC™ members and \$990 for non-members, but through this special offer you will receive the discounted price above.)

### **The Relocation Appraisal Guide**

This newly revised guide explains the major concepts of relocation appraising and provides detailed step-by-step instructions for completing the industry-accepted Worldwide ERC® Summary Appraisal Report.  
Price: \$50 Worldwide ERC® members; \$125 non-members

### **Worldwide ERC® Relocation Property Assessment Guide**

Provides step-by-step instructions on how to complete Worldwide ERC®'s Relocation Property Assessment. Available in an online, downloadable PDF format.  
Price: \$50 Worldwide ERC® members; \$75 non-members  
Order ONLINE only

### **Homesale Program Terminology Report**

Provides standard definitions for terminology used in homesale programs, discusses the homesale process, and contains a homesale report form to track the costs of such programs.  
Price: \$95 Worldwide ERC® members; \$150 non-members

### **A Guide to the Worldwide ERC® Broker's Market Analysis and Strategy Report**

This comprehensive guide provides line-by-line instructions for completing the new, six-page BMA form, explains major concepts in preparing BMAs for relocation properties, and includes an example of a completed report.

Price: \$95 Worldwide ERC® members; \$195 non-members  
**Order now!**

### **Mastering the Worldwide ERC® Broker's Market Analysis and Strategy Report Training Program**

Training program covers concepts in preparing and completing the 6-page Worldwide ERC® Broker's Market Analysis and Strategy Report. Created for those that have multiple people to train within the same company, this training package contains:

- Two DVD's
  - » Part I – Concepts and Procedures of Relocation BMAs and Pages 1-3 of the "Worldwide ERC® Broker's Market Analysis and Strategy Report"
  - » Part II – Pages 4-6 of the "Worldwide ERC® Broker's Market Analysis and Strategy Report"
- Blank copy of the "Worldwide ERC® Broker's Market Analysis and Strategy Report"
- Sample of a completed "Worldwide ERC® Broker's Market Analysis and Strategy Report"
- Frequently Asked Questions about the "Worldwide ERC® Broker's Market Analysis and Strategy Report"
- Bonus copy of *A Guide to the Worldwide ERC® Broker's Market Analysis and Strategy Report (hard copy)*

Price: \$295

### **Fundamentals of U.S. Domestic Relocation**

This program offers one-stop training for the novice, as well as relocation specialists, who need a 360° view of all facets of the employee transfer process. Industry leaders teach trends and successful strategies for six critical segments of the relocation industry including corporate relocation policies, the operations of relocation management companies, the appraisal process, real estate issues, international assignments, as well as current trends. This program package consists of three CDs and a supplemental workbook of the slides used in the class (available in PDF format-online only). Maximize your learning experience and also order the "Guide to Managing a Mobile Workforce."

Price: \$145



### **Guide for Managing the Mobile Workforce**

You need the definitive guide to the relocation process! Written by industry experts, this book offers a solid overview of the employee transfer process and policy administration. Loaded with information based on years of practical, hands-on application and infused with strategies that are current and relevant, the guide focuses on key areas that include real estate assistance, family assistance, household goods moving services, cost-of-living considerations, international assignments, tax issues, group move situations, and a range of additional issues.

(Tabs updated annually in January)

Price: \$95 Worldwide ERC® members; \$125 non-members

## Worldwide ERC® Publications/Programs/Products

### **Tax and Legal Mastersource**

The Tax & Legal MasterSource is an online, in-depth reference tool that brings to your desktop detailed, searchable information on industry issues like state and federal tax code, homesale assistance programs, disclosure, agency relationships, environmental concerns and more. The Tax and Legal MasterSource is available on an annual subscription basis. Price: \$795 Worldwide ERC® members; \$1,195 non-members.

### **2007 New Hire Survey**

As labor markets get increasingly competitive – employers are going to need to create more attractive policies to be able to relocate new hires. Worldwide ERC®'s 2007 New Hire Survey reflects how companies are dealing with competitive labor markets by fine-tuning their policies for relocating new hires within various levels. Topics covered include: Policy tiers, lump sum reimbursements, payback agreements, advance payments and recruiting issues. Price: \$95 Worldwide ERC® members; \$250 non-members

### **2008 Worldwide ERC® Family Issues Survey**

The Worldwide ERC® 2008 Family Issues Survey provides comprehensive information on relocation assistance offered to transferees and their families transferred within the United States. The report includes data provided by corporate mobility professionals on key policy issues specific to the relocating family. Policy components covered encompasses assistance for spouse/partner employment, elder care, child care, and school finding. This study also examines assistance provide for families in commuter marriage situations. Price: \$95 Worldwide ERC® members; \$250 non-members

### **Intra-European Assignment Survey**

(available online only)

With the formation of the European Union and expansion of business across European borders, companies, now more than ever before, are looking to benchmark their international assignment policies for intra-European moves. This new study, a joint effort by Worldwide ERC® and Weichert Relocation Resources Inc. (WRRRI), examines key components of expatriate assignment policies for intra-European moves as well as the challenges HR professionals face in implementing these policies. Policy components examined include housing, destination services, temporary living, tax assistance, household goods shipping, spouse assistance, leave, allowances, security and more. Price: \$95 Worldwide ERC® members; \$250 non-members

### **Trends Survey on Expatriate Activity in Mainland China**

International business expansion into mainland China has increased markedly over the last several years. Worldwide ERC® and the Hong Kong Institute of Human Resource Management (HKIHRM) joined forces to conduct this study on global mobility practices in mainland China. This study examines the geographic trends of employee mobility into mainland China along with assignee demographics, mobility policy practices, reasons for assignments, and measurement of assignment success, as well as outsourcing, remuneration, payroll, and assignment contract practices. Price: \$75 Worldwide ERC® members; \$150 non-members

### **Expatriate Family Assistance for Mainland China**

Comprehensive research report on expatriate family assistance for Mainland China. Worldwide ERC® and the Hong Kong Institute of Human Resource Management partnered on this joint research study which examines challenges facing expatriate families, cross-cultural and language training, spouse assistance, education assistance for dependent children, destination services, Home leave, R&R and more. Price: \$75 Worldwide ERC® members; \$150 non-members

### **Relocation Assistance: Transferred Employees**

Comprehensive research report on corporate relocation assistance programs for current employees transferred domestically within the U.S. Updated study provides benchmarking data on current practices and programs and reveals trends in tiered policies, cost-of-living assistance, loss-on-sale assistance, household goods shipping, home-marketing assistance, temporary living, and much more. Price: \$95 Worldwide ERC® members; \$250 non-members

### **Process Flow for Procuring & Maintaining Mobility Services**

Intended for mobility and procurement professionals responsible for purchasing mobility services, this step-by-step guide navigates users through the RFP process and addresses:

- development and launch of the RFP,
- service provider evaluation and selection,
- contract development and award,
- transition and implementation, and
- contract management.

The report contains key performance indicators (KPI) commonly used in mobility services contracts, a discussion on the concept of total spend, policy and performance variables that impact total spend, and a glossary of terms.

Price: \$95 Worldwide ERC® members; \$195 non-members

### **CRP Pins**

CRP certification lapel pin

SCRP certification lapel pin

5-year CRP certification lapel pin

10-year CRP certification lapel pin

5-year SCRП certification lapel pin

10-year SCRП certification lapel pin

Price: \$12 each (includes shipping and handling)

### **GMS Pin**

GMS certification lapel pin

Price: \$12 (includes shipping and handling)

## Worldwide ERC® Publications/Programs/Products Order Form

Quantity	Total Cost	Publication or Program	Member	Nonmember
_____	_____	*2010 Worldwide ERC® Directory (available in mid-February, 2010)	US \$ 35	\$ 35
_____	_____	*2010 Worldwide ERC® Roster (available in mid-April, 2010)	US \$275	N/A
_____	_____	MOBILITY (12 issues/year)	US \$ 48	\$ 48
_____	_____	MOBILITY single issue (specify month & year) _____	US \$ 5	\$ 5
_____	_____	MOBILITY (12 issues/year) International addresses (add'l \$95 postage fee)	US \$143	\$143
_____	_____	*New Professionals Resource Package	US \$300*	\$435*
_____	_____	The Relocation Appraisal Guide	US \$ 50	\$125
_____	_____	A Guide to the Worldwide ERC® Broker's Market Analysis & Strategy Report	US \$ 95	\$195
_____	_____	Training Program: Mastering the Worldwide ERC® Broker's Market Analysis & Strategy Report	US \$295	\$295
_____ N/A	_____ N/A	Worldwide ERC® Relocation Property Assessment Guide - order online only	US \$ 50	\$ 75
_____	_____	Homesale Program Terminology Report (2008)	US \$ 95	\$150
_____	_____	Training Program: Fundamentals of U.S. Domestic Relocation (supplemental workbook in electronic pdf - available online only)	US \$145	\$145
_____	_____	*Guide for Managing the Mobile Workforce (New January 2010)	US \$ 95	\$125
_____	_____	Tax & Legal MasterSource (Annual Subscription)	US \$795	\$1195
_____	_____	New Hire Survey (2007)	US \$ 95	\$250
_____	_____	Family Issues Survey (2008)	US \$ 95	\$250
_____	_____	Trends Survey on Expatriate Activity in Mainland China (2005)	US \$ 75	\$150
_____	_____	Expatriate Family Assistance for Mainland China (2006)	US \$ 75	\$150
_____	_____	Relocation Assistance: Transferred Employees	US \$ 95	\$250
_____	_____	Process Flow for Procuring & Maintaining Mobility Services (2006)	US \$ 95	\$195
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Sales tax of **5%** applies to orders being shipped to Virginia  
 Shipping charges, unless otherwise stated:  
 Ground UPS **\$11.50/order** in U.S.  
 Overnight US **\$27.50** (\*US **\$50.00** for New Professionals Resource Package)  
 2-day US **\$22.50**  
**International** Priority Mail envelope - **under 2 lbs - \$13.00**  
**\*International** Priority Mail box - **maximum weight - 20 lbs - \$42.00**  
*Please note that orders of multiple publications and/or international shipping addresses may incur additional shipping and handling charges.*

### Additional Training Resources!

- Online education available 24/7: Relocation, real estate CE, pre-licensing & more at <http://www.worldwideerc.org/Education/Pages/index.aspx>
- Learn on the go with selections from our audio Library, featuring popular sessions from Worldwide ERC® meetings <http://www.worldwideerc.org/Resources/EventMaterials/Pages/conference-presentations.aspx>

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