

# MOBILITY

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WORLDWIDE ERC  
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## USING YOUR **SHARPEST TOOL**

WHEN ASSIGNEE COUPLES  
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RMC-SUPPLIER TRANSPARENCY MAKES  
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# The CRP®: Opening Doors for Networking and Presenting



*“CRPs® are more likely to be asked to participate on relocation councils and speak on panels at relocation events, so it has definitely provided additional opportunities in the industry for me.”*

— William E. Wiggins Jr., CRP

As a federal government employee, William E. Wiggins Jr. earned the Certified Relocation Professional (CRP)® designation primarily for professional growth and development and to obtain a wide-range understanding of the relocation industry.

“In my field, the tendency is to attribute relocation industry knowledge to understanding the Federal Travel Regulations (FTR) and other government policies,” he says. Wiggins currently serves as the Working Capital Fund (WCF) activity manager for the Environmental Protection Agency’s (EPA) Federal Employee Relocation Center (FERC), located in Cincinnati, OH. He was instrumental in the creation and development of the FERC in March 2007, which operates as a “one-stop-shop” relocation resource center (RRC), managing domestic and international relocations for other federal agencies. His primary responsibilities for the program include business

development, client relations, marketing, and inter-agency agreement contracts.

“When I came to EPA in 2006, I didn’t have any prior experience or background in the relocation field. One of the very first things I did was read the Governmentwide Relocation Advisory Board (GRAB) Report, which comprised input from federal and corporate sector experts and outlined recommendations to improve the federal relocation market. The ideas and recommendations from the corporate sector experts struck me as creative and forward-thinking, and that interested me in increasing my industry knowledge and setting a personal goal to obtain my CRP® designation.”

As a federal relocation service provider for other federal agencies, Wiggins says, “It’s vitally important to keep up to date on the latest relocation industry trends, regulations, and information available.

Having a CRP® designation and the continuing education requirements that come along with it ensures that I do. In fact, obtaining this credential has expanded my knowledge base and expertise in all areas of the relocation industry. It helps in my professional duties to think outside the ‘government box’ and look at creative and different ways to improve our relocation program. With a CRP®, I feel like I get the best of both worlds from the government and corporate relocation industries.”

Because the CRP® designation demonstrates that individuals have invested the time and effort into becoming a relocation professional and expert in their chosen field, Wiggins says, “It increases their professional credibility to their peers and customers alike. Since my employer holds responsibility for business development and managing interagency agreements, a CRP® designation demonstrates to current and potential customers that our relocation program seeks current and strategic industry information and upholds our professionalism in the relocation field. It’s also opened doors for networking with other relocation peers and industry professionals. CRPs® also are more likely to be asked to participate on relocation councils and speak on panels at relocation events, so it has definitely provided additional networking and speaking opportunities in the industry for me.”

The most helpful tip Wiggins offers to potential future CRP® designees is: “Don’t go at it alone. There are several professional study groups that are available through the recognized Worldwide ERC® regional relocation groups, so you can join together to prepare for the exam. I was part of a great study group that was very beneficial in my preparation for the exam. I found that being a part of a study group makes the process of passing the CRP® exam a lot easier, and you also receive the added benefit of meeting and networking with other relocation professionals and forming new relationships!”

Though earning a designation can be challenging, Wiggins notes that “the positives in becoming a CRP® far outweigh the investment in time and effort. Anything worth obtaining is worth the effort, and the CRP® is no exception. You also earn the respect of your CRP® peers who understand the level of commitment and effort necessary to obtain this designation: It not only speaks to my personal commitment, but shows the commitment of our agency and program to higher education and professionalism in the relocation industry.” *M*

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*If you hold the CRP® or GMS® designation—or both—and have a great story to tell about it, please let us know! Contact Cheston McGuire at [cmcguire@WorldwideERC.org](mailto:cmcguire@WorldwideERC.org) or 703 842 3421.*

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