

Welcome!

We are excited that you’ve decided to take the CRP exam this year. In order to help you prepare for the test, we’ve put together an exam preparation study group. Please review the study group schedule and ensure that all of your materials have been received before the first scheduled call.

Introduction to CRP Training – Weekly Study Group

Earning the CRP designation is a strategic career move. This certification will enhance your own business development; elevate your standing inside your company and with current and new clients and colleagues. You will be able to increase your marketability to potential employers, strategically place your career on an executive path; and showcase your expertise to the entire mobility industry. There is a lot of material that the ERC wants you to know and we’ll spend the next 10 weeks diving in and absorbing all of the important information.

Agenda

The agenda below has been compiled in order to explore a topic each week. Our weekly calls will consist of a subject matter expert covering the topic in order to provide a substantial review and answer any questions. All classes will occur via Zoom Meeting (see next page). **All classes will be from 1-2:30 EST.**

DATE	CLASS SCHEDULE	LEADER
February 24 1-2:30 EST	Introduction and General Overview Guide for Managing Mobile Workforce – Chapters 1-4	Keith Michelsen Trish McDonald
March 10	Guide for Managing Mobile Workforce – Chapters 5-10	Kati Keith
March 17	Guide for Managing Mobile Workforce - Chapters 11, 13, 14 The Relocation Appraisal Guide Guide for Managing Mobile Workforce - Chapters 12	Allie Thomas Mitch Ulrich
March 24	Mobility Articles (First 1-7)	Julie Molloy
March 31	Supplements to the Guide: Property Condition Disclosure, Worldwide ERC Homeowner Disclosure Statement, RESPA basics, FAQ TILA-RESPA Guide for Managing Mobile Workforce - Chapter 15, 16	Lori Stillwell
April 7	U.S. Domestic Relocation Assistance Broker Market Analysis and Strategy Report (BMA)	Suzanne Lail
April 14	Supplement A (from the Guide): Selected Tax Matters	David Oltman
April 21	Home Sale Terminology Property Assessment Guide Guide for Managing Mobile Workforce – Chapter 17	Joan Thomas Lisa Rhead
April 28	Mobility Articles (8-14)	Renee Daniels
May 5	Review Questions and Answers	Keith Michelsen Catharine Pappas



Meet the Facilitators



Catharine Pappas CRP, GDS
Director of Relocation and Client Services
Dickens Mitchener Residential Real Estate
cpappas@dickensmitchener.com
704-661-2402



Keith Michelsen CRP, GMS
Vice President Sales
RELO Direct, Inc.
kmichelsen@reلودirect.com
312-447-5921

Materials Needed

- Materials from WERC® : <http://www.worldwideerc.org/Education/CRP/Documents/CRP-Source-Material-Order-Form.pdf>
- Please ensure that all materials are obtained and reviewed for each weekly Zoom.
- Catharine Pappas and Keith Michelsen are inviting you to a scheduled Zoom meeting.
-
- Join Zoom Meeting
- <https://us02web.zoom.us/j/83552664906?pwd=Uy81SGY2dnFiTFFqL0RneHBYSm1NZz09>
-
- Meeting ID: 835 5266 4906
- Passcode: 607484
- One tap mobile
- +13017158592,,83552664906#,,,,,0#,,607484# US (Washington D.C)
- +13126266799,,83552664906#,,,,,0#,,607484# US (Chicago)
-
- Dial by your location
- +1 301 715 8592 US (Washington D.C)
- +1 312 626 6799 US (Chicago)
- +1 646 558 8656 US (New York)
- +1 253 215 8782 US (Tacoma)
- +1 346 248 7799 US (Houston)



- +1 669 900 9128 US (San Jose)
- Meeting ID: 835 5266 4906
- Passcode: 607484
- Find your local number: <https://us02web.zoom.us/j/kdZ20EIs1Q>

We look forward to joining you on your CRP journey!