



Establishing a Corporate Relocation Policy



**Highland
Moving**
& Storage Ltd.

Moving with Pride

Establishing a Corporate Relocation Policy

A Win-Win-Win Solution to Employee Relocation

If your company does more than ten household relocations per year, you can take advantage of the Corporate Move Management Program offered by Highland Moving and United Van Lines. Most medium and large size companies recognize the benefits of choosing a local reputable mover to manage their relocations. Benefits accrue to the corporation, to your employee and to the moving company. It's a win-win-win solution to relocation management.

The Employee Wins:

- 1.** Having your employees deal with two or three movers in their home is frustrating and time consuming – especially during the busy period just prior to a corporate transfer. When a corporation recommends a preferred mover, your employee does not have to deal with multiple moving companies.
- 2.** Corporate clients naturally receive priority service from every mover's operations department. Whenever there are choices to make (such as the assignment of crews or establishing delivery date priorities) the advantage is always held by the corporate client.
- 3.** Families that do not move regularly are not familiar with the standard of service offered by different moving companies. They appreciate you recommending a company that has a proven service record with your firm.

The Mover Wins:

- 1.** Because the mover no longer has to incur the cost of an individual sales effort on every move, we are able to reduce administrative costs. These savings are passed on to you in the form of a reduced price and improved service.
- 2.** Moving consultants who visit your employees can concentrate on proper servicing of the shipment rather than a sales pitch.
- 3.** Establishing a corporation as a key client makes our business efficient and enjoyable.



Your Company Wins:

- 1.** Dealing with multiple estimates on every move can be time consuming and confusing. Different van lines use different methods of estimating and as a result the “estimate” can be very deceptive.
- 2.** As a key corporate client, you are entitled to a corporate volume discount which assures you of a fair price and guaranteed rates on every move.
- 3.** The repeat business given to the mover results in closer contact between you and your Highland executive. This establishes better communication between the mover, the corporation and the transferee.
- 4.** The moving business is extremely seasonal, peaking in the summer and at each month’s end. Having a corporate mover means that you will have guaranteed service on all moves whether they are large or small or during slow or peak periods.
- 5.** You are confident that your Corporate Moving Policy will be adhered to, especially when you have an established relationship with a local moving company who is familiar with your moving policy.
- 6.** Choosing a preferred corporate mover means that this mover’s prime responsibility is to your company – not to the transferee. This eliminates the chance of out-of-policy agreements being made between the transferee and the moving agent at origin.

An investment for your firm

Establishing a Corporate Move Management Program may involve the development of a Relocation Policy. Like any other business policy, a Corporate Relocation policy is an investment. Time spent on a general policy now will be returned multifold when dealing with individual relocations in the future. Highland has worked with many corporations to develop their Corporate Moving Policies and we can make this a very simple procedure for you.

Establishing a corporate policy for relocations has the following advantages:

- 1.** All employees are treated fairly and consistently.
- 2.** There is no need for individual negotiation with employees when hiring or transferring executives.
- 3.** Policies that are well thought out in advance save disputes after the fact.
- 4.** Company, employee and mover all receive the same information and therefore can work together to make relocations go smoothly.



Highland Moving & Storage Ltd.

Highland Moving can offer you unexcelled corporate service when you take advantage of our Corporate Move Management Program. It's easy to administer, guarantees competitive rates and saves valuable time for your employees.

Please contact Don Kachur or one of our Corporate Service Managers. We would be pleased to work with you to develop a relocation policy tailored specifically to your needs.

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