



Broker Corporate Connection



A person in a dark suit is stacking wooden blocks on a light-colored wooden table. The background shows a window with horizontal blinds, through which some greenery is visible. The scene is brightly lit, suggesting a sunny day. The text is overlaid on a semi-transparent white circle on the left side of the image.

What is a Broker Corporate Connection?

An opportunity to expand a personal or professional relationship between an individual CB Bain broker and a decision maker within a corporation by obtaining a contractual relationship between the corporation and CB Bain's relocation division to provide relocation services for the corporation.



What questions should I ask my corporate contact?

Do they have a relocation policy in place?

How many moves do they have annually?

Do they currently administer their program in house with their HR department or outsource to a relocation company?

If they already outsource their program, there most likely is no opportunity. If they are administering it in house through HR, they may save money by outsourcing all or part of their relocation policy to CB Bain Relocation.

When should I get CB Bain Relocation involved?

Once it's determined they are
moving employees into our market

AND

They are not already working with a
relocation company and have an
interest in outsourcing all or part of
their relocation policy
administration to offset their costs

OR

Have no relocation benefits in place
and would like to put a policy
together





What services does CB Bain Relocation provide?

Destination/Departure Counseling and
Services

Moving & Storage

Temporary Housing

Area Tours/Rental Assistance

Lump Sum Management

Relocation Buyouts

Inventory Management

Corporate Travel

Expense Tracking & Reimbursement
Services



I do not understand relocation services; can you teach me what to say or sell?

It's best if CB Bain Relocation speaks to the corporation directly about the services we can provide based on a needs assessment conversation



Do you have a brochure or something I can give out?

We have found it's best to customize solutions based on a needs assessment with the corporation.

Your part is to have the relationship with a decision maker interested in outsourcing all or part of their relocation services.

We will ask the appropriate questions and identify the need.

We do have a description of services at CBBDC.com

What's in it for a broker?

First right of refusal on real estate business in your market and in some cases, a percentage of the referral on business outside of your market place.

This percentage would be determined once all services and costs associated have been identified and agreed upon.



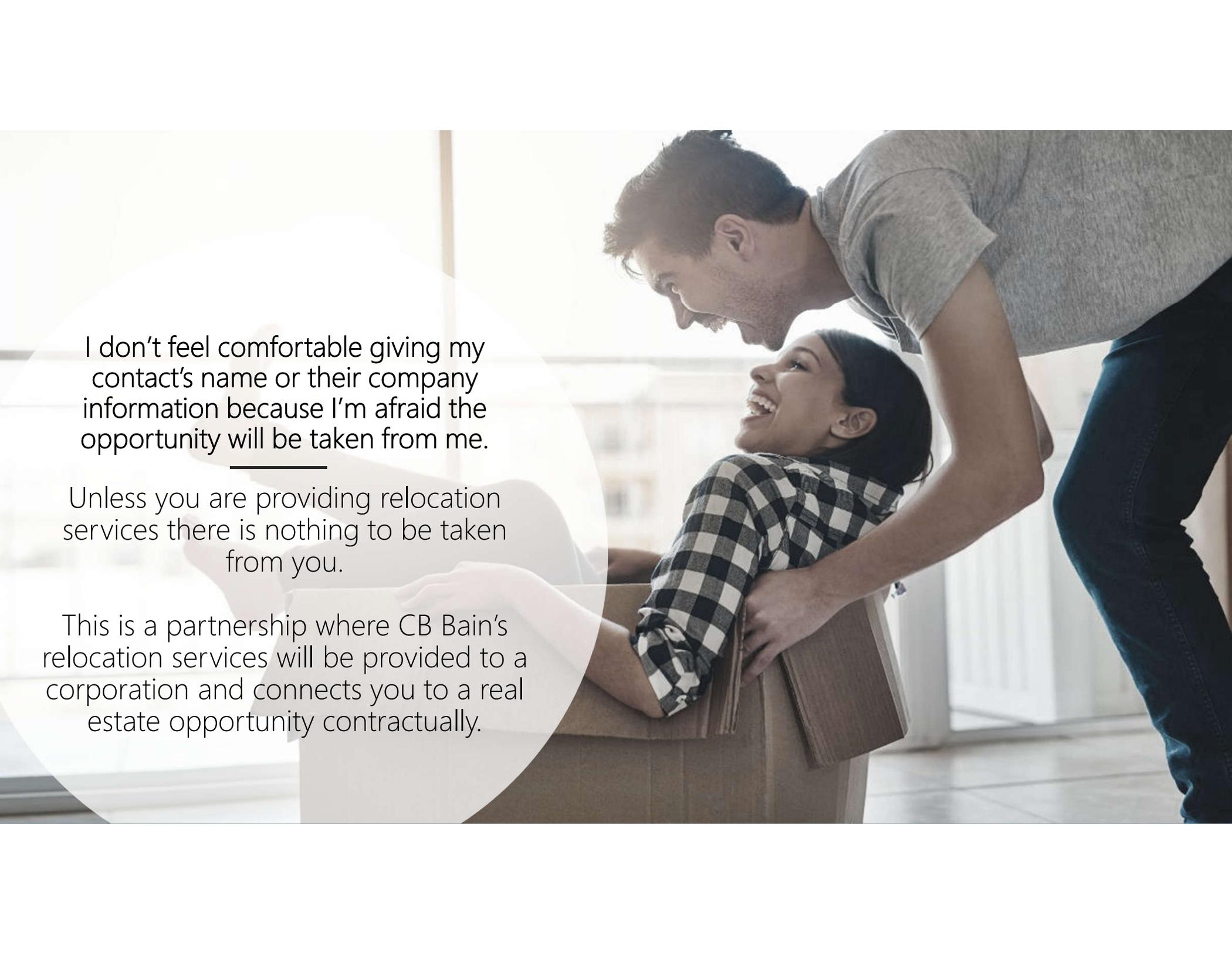


Why would I want CB Bain Relocation involved when I can provide real estate services myself?

You do not need CB Bain Relocation to get involved if the corporation is only interested in your real estate services and nothing more.

The connection to CB Bain Relocation is in assisting the corporation with the administration of their relocation benefits or policy; this ties them to our firm contractually.

Real estate opportunities would belong to you per a separate agreement between you and CB Bain Relocation.

A man and a woman are shown in a bright, sunlit room, likely a home. The man, wearing a grey t-shirt and dark jeans, is leaning over a large cardboard box, smiling and looking at the woman. The woman, wearing a black and white checkered shirt, is also smiling and looking up at the man. They appear to be in the middle of moving or unpacking. The background shows a window with a view of a building outside.

I don't feel comfortable giving my contact's name or their company information because I'm afraid the opportunity will be taken from me.

Unless you are providing relocation services there is nothing to be taken from you.

This is a partnership where CB Bain's relocation services will be provided to a corporation and connects you to a real estate opportunity contractually.



How is this program funded?

Through closed real estate transactions and a referral fee paid to CB Bain Relocation services on all closed real estate transactions with the corporation.

There must be real estate opportunities to offer the corporation free relocation services.

In some cases, corporations need relocation assistance but have very few real estate opportunities, and in these cases a file fee may be charged to the corporation depending on needs.

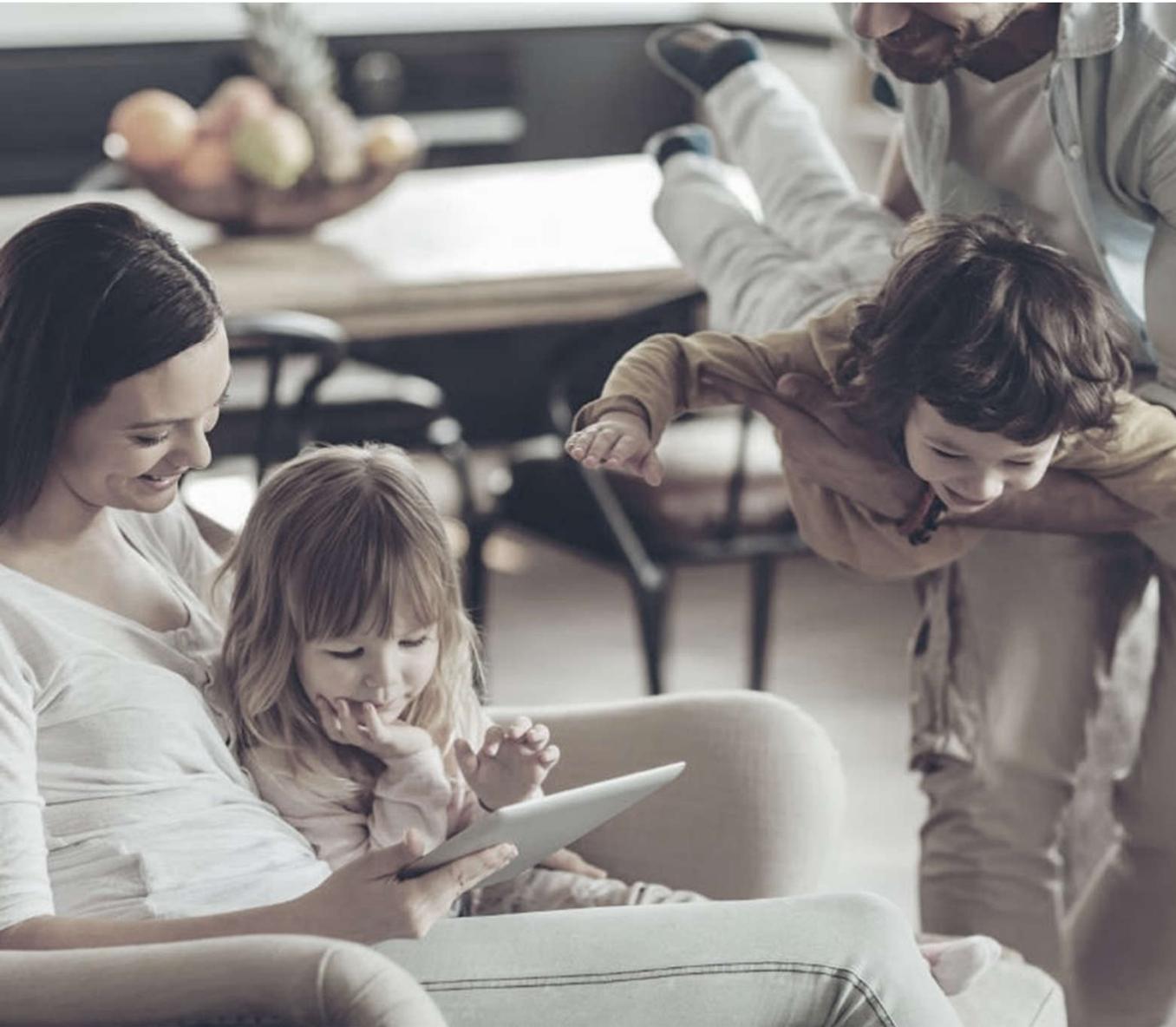
I introduced my corporate contact interested in CB Bain Relocation services and nothing came of it, why?

In some cases the services CB Bain Relocation can provide are currently being handled by employees within the corporation who do not want to lose their job.

This program is successful when the corporation has outgrown their ability to handle all their transferees and need additional support or are just starting to create a policy and transfer employees.

It's critical that your connection is a decision maker or has access to a decision maker interested in our services.





Who should I call once I have all the answers to the questions and my contact is interested in CB Bain Relocation services?

Kim Hart
EVP Business Development &
Relocation Services
kimhart@cbbain.com
(425) 467-1560



Corinne Mossman, CRP
Director of Client Relations
corinnemossman@cbbain.com
(425) 467-1561



Find Us Online

DeltaNet™

Corinne Mossman
corinnemossman@cbbai

Make my start page Reset Time remaining: 25 min Corinne Mossman

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Drag icons above to add to your favorites. Once added you can sort your icons by dragging them to your desired position.

Drag icons to this bar to delete them from your favorites.

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Relocation Management

Rising Above

Our focus is providing service excellence. As a trusted partner to many corporate, government and membership organizations, our team offers a specialized one point of contact to our clients. We provide a designated "client certified broker team" to partner in a smooth, tailored transaction.

We assist thousands of client customers each year realize their goals in the Seattle, Tacoma, Bellingham and Portland market places and have done so for over two decades!

Our award winning service and partnerships with our clients have lasted the test of time, due to our results-driven performance, best practices, and resourceful and responsive personal support.



Our Promise

We embrace our core values of service, loyalty, honesty and integrity in the delivery of our services. We know that to succeed we must prioritize customer service and satisfaction over short-term profitability goals. We measure our performance on the basis of the relationships we create and maintain with each client and customer in the delivery of the full array of services.

PUT OUR KNOWLEDGE ON YOUR SIDE™



Not sure where to start? Let us help!
are you a...

Relocation Company? Asset Manager?
 Employer? Real Estate Broker? or just have a general question?

Coldwell Banker Bain Relocation Management (800) 821-1431 | relocation@cbba.com



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Our Services

How can we help?

Relocation Management

Relocation Management provides comprehensive relocation services to meet the diverse, changing needs of our clients and customers. Our specialized services make these personal and professional transitions of your new hires seamless and efficient by providing the necessary services to make that transition effortless throughout the entire relocation process.

>> [Click here to learn more!](#)

Asset Management

Business Development manages all aspects of the REO sale process from billing, Cash for Keys, trash outs, utilities, listing, negotiations as well as other standard REO procedures. We provide a timely and comprehensive Broker Price Opinion based on over 20 years of real estate experience.

>> [Click here to learn more!](#)

Member Services

At Coldwell Banker Bain we have a proven history of strong partnerships with our Military Service Providers and Employer Programs.

>> [Click here to learn more!](#)

Nationwide Real Estate Assistance

Coldwell Banker Bain is part of a nationwide network of real estate firms to help customers purchase or sell real estate across the nation!

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Thank You

