

TO TIER OR NOT TO TIER?

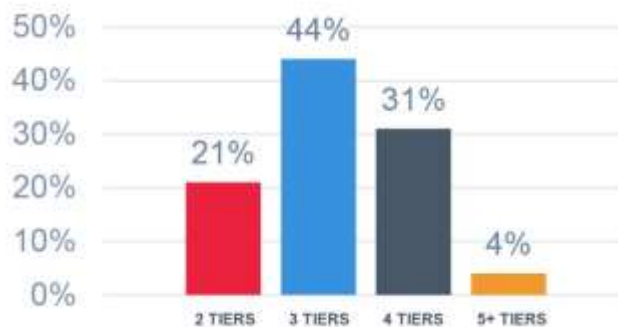
That is the Question

If you are a relocation manager looking to reduce overall costs, the answer is to tier. In a single or non-tiered policy, every transferee receives the same benefits. While that might seem fair, it generally does not align with the needs of higher-level employees. If a single policy is designed to make executives happy, then companies will spend too much money on entry-level employees that do not require or rate the same services as an executive. Conversely, if a single policy is geared toward entry-level employees, there will not be enough services to attract top executive talent.

For example: An executive-level transferee might require 60 days of temporary living and 60 days of storage. If this is your standard policy, then an entry-level employee, who may not need that level of benefit, may use those benefits and spend unnecessarily.

Currently, 84% of all companies with relocation policies utilize tiered policies. The most common tiered policies are divided along hierarchal levels or homeowner/renter status.

How many tiered programs and/or policies does your company utilize?



From a relocation management point of view, a tiered policy will allow you to capture and manage costly exceptions on a tier level.

To ensure that your relocation policies are saving you the most money while providing your transferees what they actually need, [ask for your complimentary policy review today!](#)

Modern Mobility Made Easy™