

FIDI

THE VOICE OF THE
INTERNATIONAL
MOVING INDUSTRY

FOCUS

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April/
May
2017
No.278

ARABIAN NIGHTS

2017 FIDI Conference arrives in the Middle East

REPORTS FROM DUBAI

Key details from workshops,
sessions and social events

YOUR VIEWS ABOUT FIDI

Results from the latest
membership survey

MOVING IN A COLD CLIMATE

Growth found in surprising
places across Nordic region

PLUS: INDUSTRY NEWS ■ PRESIDENT'S COLUMN ■ FIDI NEWS ■ PEOPLE MOVES ■ THE LIGHTER SIDE OF MOVING



together, especially since FIDI had prepared the teams in advance, so that we were with people we didn't know; it was a good way to meet new people and have fun.

IH: You were in the winning team – what was your strategy?

JS: We had a very competitive team and, after a couple of games, we were able to build a winning strategy: get four camels defending in a line, then into a quick counter-attack and score. Arthur Drewry was our star performer and top scorer of the tournament.

Sporting events at every Conference are open to all FIDI members. If you have a competitive spirit and want a unique chance to try a new activity, you should definitely attend. We thank our sponsor, Moveware, for its support.

39 CLUB PARTY: LENNERT DE JONG, DE HAAN RELOCATION

Lennert de Jong has worked for De Haan Relocation since 2011 in Partner Relations. This was his third FIDI Conference.

IH: Lennert, I remember I first met you in 2015, you were a top student. However I know you also like to party. Is that right?

Lennert de Jong (LdJ): Is it impossible to combine the two? I try, because I think this industry is all about networking and there is only so much that can be achieved in a 30-minute meeting. We also need the social events to interact with our colleagues.

The party is an event at which you can easily connect with other young professionals, but also with more experienced people. Indeed later on, more

'industry veterans' joined the party – it was a good mixture.

IH: You stayed until the end, so I guess you had a good time?

LdJ: Since you know, you must have had a good party yourself! Yes, it was great. Even though I think the venue was a little bit too big; I prefer something more intimate. However, the music was good and even though I can't dance well, I did dance until the end. I probably looked like a stick figure dancing, but I had good fun.

FIDI 39 CLUB CONFERENCE: XENIA KOSTARA AND NANA CHRISOPATHI, CELEBRITY INTERNATIONAL MOVERS S.A.

Xenia Kostara currently works in the sales and marketing department after moving from the relocation department. Nana Chrisopathi works in the inbound department.

IH: Xenia and Nana, Dubai was your first convention, why did you register as 39 Club members?

Xenia Kostara and Nana Chrisopathi (XK & NC): We hoped that the 39 Club would give us an opportunity to socialise with a tighter group of colleagues who are closer to our way of thinking because there would be no generational gap – and it did. We are both convinced of the benefits of being members.

IH: You attended the 39 Club Conference on Sunday, what did you learn?

XK & NC: Both of the topics discussed were really interesting. Mohammed Murad made

us understand the importance of leadership qualities, how it is important to combine our heart and our brain in decision-making, thus continuously questioning if leadership is made for us. We also really enjoyed the description of Simone Percy about everyday life in Dubai.

IH: What kind of topic would you like to be discussed next year?

XK & NC: With the exponentially expanding technological world we live in, we believe it would be fruitful to be given the opportunity to share and discuss current ideas on applied operations and marketing – specifically, which untapped new technologies could be applied to the operational side of the moving industry. Also, we'd like to cover communication methods and skills relevant for marketing and attracting new clients and sustaining existing ones, because we interact with many different cultures and countries.

Kathy Chrisovergis, CEO of Celebrity, on why she registered Xenia and Nana for the 39 Club:

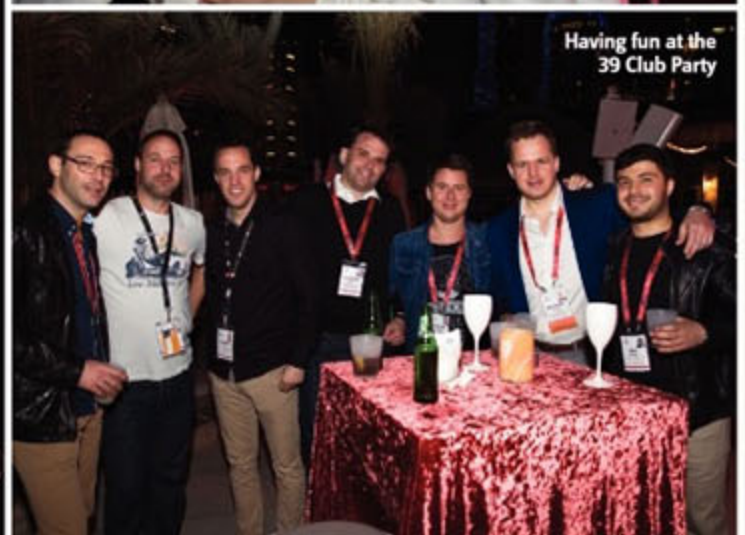
'I am a strong believer in having love and passion for our job. It shines through to our clients and, in the business we are in, this plays a very important role. Don't forget, we are moving families. I believe that sending the younger generation to the 39 Club helps them to build strong relationships with lots of love, which triggers all the passion that makes FIDI Affiliates the best globally.'



Lennert De Jong (left) with Christian Klas



Xenia Kostara and Nana Chrisopathi



Having fun at the 39 Club Party

The FIDI 39 Club Board

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