



IS IT REALLY A QUARTER OF A CENTURY? Douglas Fensome, The County Homesearch Company

Five years after the birth of what was then the “Association of Relocation Agents” I took on the opportunity of setting up The County Homesearch Company’s offices and business in Bedfordshire, Hertfordshire and Cambridgeshire.

I well remember when it was “suggested” to me that membership of the ARA was a mandatory requirement for all those involved with The County Homesearch Company wondering who on earth this hitherto unheard of organisation actually was.

I have to say that whilst I was setting up the business, I didn’t really pay too much attention to the ARA or its leadership until that was, I bumped into Tad and was persuaded to come on a course.

As a comparative early adopter to the relocation industry, the course which I went on (an early edition of “Fundamentals”) was interesting and actually diametrically opposed, in its content, to the private client business that was at the heart of The County Homesearch Company’s operations.

That aside, I was struck by the raw enthusiasm of a thoroughly decent group of people who wanted only to increase their knowledge and service offering by attending the meeting where, and I hope that the passage of time will forgive me for suggesting, the content of the meeting was bettered by the catch up and the chat over a cup of tea or glass of beer at the bar afterwards!

As the years progressed The County Homesearch Company increased in both numbers of offices and indeed its UK coverage and more of my colleagues saw the value of coming along to these meetings and to meet other like-minded people within the industry.

As the Association grew, so did the calibre of meetings which actually morphed into some remarkably good training sessions which continue to prove to be as beneficial now as they did then.

The Association has really grown up and anybody who takes the business seriously should not only be a member, but should for the sake of their own business development and credibility when dealing with clients, attend some of the excellent training sessions which are available and keep themselves up to date with the ever-changing loopholes, hurdles and legislation that successive Government’s pledges to cut red tape have failed to cure.

I would, on behalf of all of us at The County Homesearch Company like to congratulate Tad, Dom and all those in the ARP team for the first 25 years.

I am not sure where the time has gone but thank you for facilitating the sharing of great knowledge, fellowship and not forgetting of course, some wonderful hostilities for Christmas lunches, conference dinners and anniversary bashes...

Douglas Fensome

