



## ATC Newsletter November 2020



**Association of  
Translation Companies**

DEFINING STANDARDS OF EXCELLENCE



### CEO's Greetings

This month's newsletter brings you a mixed bag of continued signs of recovery in the UK's language services market combined with trepidation over Brexit, in our combined Corona & Brexit Pulse survey.

In the middle of uncertainty, we can draw strength from our industry's resilience and celebrate the people who make a difference. The ATC's Language Industry Awards are going online, and submissions are open to ATC members! Our annual conference, the Language Industry Summit, has been put on hold. Instead, we bring you topical, engaging workshops with industry leading trainers. Don't miss out on Doug Lawrence's excellent sales training for small businesses.

We also welcome new members to the ATC alongside our new Associate Partner GM Voices, and our newest two Council Members!

Raisa McNab  
Chief Executive Officer



### Corona & Brexit Pulse

With just over two months until the end of the Brexit transition period, in the middle of a global pandemic, 57% of the ATC's Corona & Brexit Pulse survey respondents were expecting Brexit to have an immediate impact on business in 2021.

[READ MORE](#)



**ATC Language Industry Awards**  
10 December 2020



### Language Industry Awards 2020

The ATC's Language Industry Awards celebrate the operational excellence of ATC member companies of all sizes and the language industry professionals who support them. Enter the Awards for recognition of your achievements; you deserve it, your team deserves it and your clients need to hear about it!

**Nominations close 10 November!**

[READ MORE](#)



### Selling in the time of Corona

Language industry guru Doug Lawrence has teamed up with the ATC to bring you a sales course developed for small language service companies. Learn how to apply low or no-cost sales tactics to focus on increasing sales now and when markets finally recover!

[READ MORE](#)

### Updated Certification Stamp Guidelines

The ATC's Certification Stamp is awarded to Accredited ATC Member companies and used to certify translations, typically those submitted to public sector or other authorities. The ATC's Usage Guidelines for the Certification Stamp have been updated and new Client Guidelines are available.

[READ MORE](#)



### New Council Members

The ATC's volunteer Council is the association's beating heart, and an amazing way to give back to the industry. Welcome to our newest Council Members, Lindsay Hong from Locaria and Carina Balbo from My Language Hub!



### GM Voices Joins the ATC as Associate Partner

Who doesn't do audio or video these days? No one, and that's reason enough to include voice-over and subtitling to your services portfolio. Our new Associate Partner [GM Voices](#) is a full-service production company, enabling you to offer subtitling, voice-over and other AV services to your clients.

### Welcome New Members

A warm welcome to our new Associate Members!

[TransVan](#)



[Easy English Experts](#)



[GTE Localize](#)



**Congratulations to Translyte and My Language Hub on upgrading your membership to Accredited!**

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