

YPN

Young [yuhng]

1. being in the first or early stage of life or growth; youthful; not old
2. having the appearance, freshness, vigor, or other qualities of youth
3. of or pertaining to youth

Professional [pruh-fesh-uh-nl]

1. a person who belongs to one of the professions, especially on of the learned professions.
2. a person who earns a living in an occupation frequently engaged in by amateurs
3. a person who is expert at his or her work

Network [net-wurk]

1. noun: an association of individuals having a common interest, formed to provide mutual assistance, helpful information, or the like.
2. verb: to cultivate people who can be helpful to one professionally

The Magazine For Young Real Estate Professionals
REALTOR Mag

Energizing the Future of the Real Estate Industry

Young professionals are the future of the real estate business. But in a field where the average age is 52, younger real estate practitioners often strive for a way to connect with each other and tap into valuable resources that will help them succeed in business.

REALTOR® Magazine launched the Young Professionals Network (YPN) in 2006 as a way to help the younger generation of REALTORS® build a stronger link with the magazine and the real estate industry, in general.

Through national networking events, a lively blog, and an information-packed Web site, REALTOR® Magazine's Young Professionals Network gives members the tools they need to advance their careers — and have fun in the process!

CAIR

YPN

Clarksville

Association of
REALTORS®

Young
Professionals
Network

YPN Mission Statement

YPN helps young real estate professionals excel in their careers by giving them the tools and encouragement to become involved in four core areas:

REALTOR® associations.

Attend REALTOR® conferences and pursue leadership roles with their local, state, and national associations.

Real estate industry.

Take an active role in policy discussions and advocacy issues. Be informed about the latest industry news and trends.

Peers.

Network and learn from one another by attending events, participating in online communication, and seeking out mentoring opportunities.

Community.

Become exceptional members of their community by demonstrating a high level of REALTOR® professionalism and volunteering for causes they feel passionate about.

Why should REALTORS® participate in YPN?

- * **Invitations to NAR-sponsored YPN events.** YPN events are a fun way for members to meet other real estate professionals from around the country, build a referral network, and learn about new and free resources from the **NATIONAL ASSOCIATION OF REALTORS®**.
- * **Stay abreast of industry happenings.** Through a lively blog, an information-packed Web site, and networking events, members stay in the loop on hot issues facing the real estate industry. YPN also has special educational sessions at **REALTOR®** conferences that address strategies for success in real estate.
- * **Have your own sounding board.** Young professionals have unique challenges in real estate—and they also face challenges shared by all practitioners. By belonging to a network of peers who face similar issues, they can bounce ideas off of one another and provide support to each other.
- * **Get involved.** Many people who are new to the industry want to get involved with their local, state, or national association of **REALTORS®**, but they either don't know how to go about it or they find it too intimidating. YPN encourages them to explore leadership opportunities across the board.