

# Young Professional

## Tool Kit for Executive Officers





## **Vision:**

Have a vibrant Young Professional development group at every local HBA.

## **Mission:**

Our mission is to provide the resources to help local homebuilder's association members and staff start, grow, and foster the next generation of our industry.

## **Why Have an YP Group:**

Having a young professional group builds future leadership, energizes membership, gains new perspective and help integrate new technology.

### **Checklist on How to Find Young Professionals:**

- Utilize NAHB Student Chapters for memberships.
- Engage local schools with home tours or events to learn about the industry.
- Have primary members invite their young professionals on staff to events.
- Create a relationship with instructors at tech schools.

### **Checklist on How to Engage Young Professionals:**

- Invite them to events at your local.
- Utilize NAHB research to show career opportunities in the industry.
- Involve them in a philanthropic project where they can learn while working.
- Provide mentorship opportunities with successful members.
- Make them feel welcome by introducing them to other members.

## Checklist on How to Communicate to Young Professionals:

- Create a virtual group
  - LinkedIn
  - Facebook
- Hold virtual meetings
  - Adobe Connect
  - Google Hangouts
  - Go To Meetings

## Tips to Encourage Young Professionals to Become Members:

- Utilize Affiliate categories for existing companies.
- Create a Young Professional category of membership.
- Offer payment plan for their membership.

**For more information please contact**  
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## Young Professional Testimonials

*“Being part of the Young Professionals Committee builds connection, and unites all of us in the pursuit of our highest accomplishments. This camaraderie gives me a sense of pride, value, and substance.”*

– Christopher Amato, CMM Construction Inc.

*“Millennials have a definite idea of what they are willing to invest their time and energy in. This has quickly become one of our largest and most active committees which has in turn increased participation at events as well as having inspired new ones.”*

– Gina McNamara, EO Shore Builders Association of Central NJ

*“The energy and out-of-the-box thinking that results from a young professionals group is something that I would recommend to every local association.”*

– Jeffrey Smith, EVP Home Builders Association of Greater Tulsa

