



YPN Playbook

How to Start and Grow a Thriving YPN

Launching a Young Professionals Network (YPN) at your local association is a game-changer for engaging, empowering, and connecting real estate professionals at all experience levels—not just those young in age! A well-established YPN fosters personal growth, leadership development, and meaningful association involvement, helping REALTORS® build stronger careers and lasting industry relationships.

The NC REALTORS® YPN Committee is here to guide you every step of the way, whether you're starting a new YPN or strengthening an existing one. A thriving YPN will enhance your association's culture, cultivate future leaders, and boost participation in advocacy efforts, RPAC, and strategic initiatives.

This YPN Playbook provides the essential tools and insights to get started, and our team is available to offer customized support as you build a dynamic, engaged, and influential YPN at your local association.

For more information and to connect with NC REALTORS® YPN Staff Liaisons, visit ncrealtors.org/ypn.

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NC REALTORS® YPN Mission Statement

NC REALTORS® YPN is the voice of a fast-growing group of REALTOR® young professionals who are focused on personal growth, networking, and association involvement. The YPN Committee is a dynamic entry point for real estate professionals striving to become more successful in their careers and looking to gain leadership experience. YPN helps real estate professionals who are new to the industry or looking to grow their network excel in their careers by providing tools, resources, and encouragement to engage in four core areas:

1. **Education:** Empower our members with the knowledge and skills needed to excel in the dynamic real estate industry. Through innovative educational programs and opportunities for professional development, we aim to cultivate a community of forward-thinking and knowledgeable professionals.
2. **Advocacy:** As advocates for positive change in the real estate landscape, we champion policies that support the interests of our members, private property rights, and the communities we serve. By actively engaging in advocacy efforts, we aim to shape the future of real estate in North Carolina.
3. **Community Involvement:** We recognize the importance of giving back. Through strategic community involvement initiatives, we aim to make a positive impact by contributing our time, resources, and expertise to local causes.
4. **Networking:** Our commitment to social connection is reflected in our vibrant and inclusive networking events. Through these gatherings, we provide a platform for members to build meaningful relationships, exchange ideas, and collaborate on innovative projects that advance our shared goals.

Together, we are the driving force behind a new era of real estate professionals in North Carolina - united by the principles of 'Learn, Lead, Serve' and dedicated to the continual improvement of ourselves, our industry, and the communities we call home.

NC REALTORS® YPN Committee Structure

1. Chair, Vice Chair, and Immediate Past Chair
2. 14 at-large members
3. 1 commercial representative
4. 1 AEC (Association Executive Council) representative

Review the [NC REALTORS® YPN Committee Policy](#) as a helpful example when developing your local YPN framework. Keep in mind that your local association's policies may differ based on governance structure and organizational needs. Some associations may choose to establish formal YPN bylaws, while others may opt for a YPN policy. Work closely with your Association Executive (AE) and leadership team to determine the best approach for your YPN.

Key Member Benefits

Joining YPN is about building a stronger, more successful career while making an impact on the industry and your community. Here are the reasons REALTORS® should participate:

1. **Expand Your Referral Network & Peer Support**

Real estate can be challenging, but you don't have to navigate it alone. YPN connects you with like-minded professionals who understand the unique challenges of the industry. Through networking events and collaboration opportunities, you'll gain access to a trusted referral network and build relationships that support your growth.

2. **Stay Ahead of Industry Trends**

The real estate industry is constantly evolving, and YPN helps you stay informed and competitive. Through educational sessions, expert panels, and market updates, you'll gain insight into the latest trends, legislative issues, and strategies for success.

3. **Unlock Leadership & Professional Development Opportunities**

Many REALTORS® want to get involved in their local or state association but aren't sure where to start. YPN serves as an entry point into leadership, helping members develop skills, connect with mentors, and explore roles in association governance, committees, and advocacy.

4. **Make a Difference Through Advocacy & Community Involvement**

REALTORS® play a vital role in shaping communities and protecting private property rights. YPN provides opportunities to get involved in advocacy efforts, participate in RPAC, and engage in community service initiatives that impact housing and real estate.

5. **Get Involved & Elevate Your Career**

YPN isn't just a group—it's a launchpad for success. Whether you're looking to grow your network, knowledge, or leadership skills, YPN provides the resources and connections to help you thrive.

Key Association Benefits

When new and emerging real estate professionals engage with the REALTOR® organization, everyone benefits. YPN helps associations cultivate future leaders, bring fresh ideas to the table, and strengthen member involvement. Here's why launching a YPN can be a game-changer for your association:

1. Develop the Next Generation of Leaders

YPN serves as a pipeline for future leadership, introducing real estate professionals to committee involvement, governance roles, and advocacy efforts. By nurturing emerging leaders, your association ensures long-term stability and innovation.

2. Ensure All Members Are Represented

A thriving REALTOR® association reflects the diverse perspectives, experience levels, and career stages of its members. YPN helps bridge the gap between generations, ensuring fresh talent has a seat at the table while learning from seasoned professionals.

3. Tap Into Fresh Ideas & New Perspectives

The real estate industry is evolving faster than ever. Those new to the business bring fresh ideas, tech-savvy approaches, and forward-thinking strategies to meet the changing demands of the business. YPN fosters collaboration between experienced REALTORS® and new voices, driving growth and adaptability within the association.

4. Strengthen the REALTOR® Brand & Long-Term Engagement

When real estate professionals engage with the association early in their career, they develop a strong connection to the REALTOR® brand and its mission. This fosters greater participation in strategic initiatives, RPAC investments, and community outreach—ultimately benefiting the entire organization.

5. Grow, Engage & Lead with YPN

YPN is more than just a group—it's an investment in the future of your association. By engaging and empowering REALTORS® at the start of their careers, your organization builds a stronger, more connected, and forward-thinking membership.

Ready to launch a YPN at your association? Visit ncrealtors.org/YPN for more information and staff contacts.

First Steps: Starting Your YPN

1. Check to See if a YPN Already Exists

Before starting a new network, verify that one doesn't already exist in your area.

- [Check the NAR YPN national list](#) to see if a YPN is already active in your market.
- If a network exists, consider joining forces instead of creating a duplicate group.

2. Partner with Your Local Association

A YPN must be formed and sponsored by a REALTOR® association. Work closely with your Association Executive (AE) to:

- Present the value of YPN (see "[Key Association Benefits](#)" on page 5 for talking points).
- Determine if forming a committee is an option
- Explore available resources, funding opportunities, promotional support
- [Contact an NC REALTORS® YPN Staff Liaison](#) or the state committee chair for guidance.

3. Host a Kick-Off Event to Gauge Interest

A well-promoted networking event is a great way to introduce YPN and attract members.

- Promote the event through association emails, social media, and newsletters as approved by the local association.
- Use fun, engaging icebreakers to make networking easy.
- Keep it free to maximize attendance.

4. Build a Strong Contact List

After your event, create a contact database to keep in touch with attendees and grow your network.

- Collect business cards or use a QR code sign-up at events.
- Track members in Google Sheets, Microsoft Excel or other databases and collect names, emails, phone numbers, and brokerage info.
- Share this list with your local association for ongoing communication.

5. Get Recognized by NAR & NC REALTORS®

To officially register your YPN with NAR and NC REALTORS®, email reuter@nar.realtor and [NC REALTORS® YPN staff liaisons](#) with:

- Your REALTOR® association name
- Main contacts (a REALTOR® chair & an association staff liaison)
- Number of participating members
- Details about your first event or upcoming activities
- A signed approval letter from the association executive and current president

Tip: Official recognition increases visibility, credibility, and access to national and state YPN resources.

6. Form a Leadership Team or Advisory Board

A YPN is member-driven, and having a dedicated leadership team is crucial for growth. Consider these [YPN Committee Members and Suggested Roles](#).

7. Designate an Association Staff Liaison

The most successful YPN groups have a dedicated association staff liaison to:

- Support event planning and logistics.
- Help navigate association policies, budgets and resources.
- Provide ongoing administrative assistance to keep YPN running smoothly, including scheduling meetings, preparing agendas and taking minutes.

Tip: Work with your AE to define the staff liaison's role for seamless YPN integration into the association.

8. Set Goals & Plan Future Events

A successful YPN thrives on consistency. Work with your team to:

- Decide how often to hold events (monthly, quarterly, or bi-annually).
- Set event dates well in advance to allow time for planning, sponsorship outreach, and speaker recruitment.
- Balance networking, professional development and community involvement, including educational workshops, mentorship programs, and service projects.

Ready to Launch Your YPN? [Contact NC REALTORS® YPN](#) for guidance and best practices!

NAR's Best Practices for a Successful YPN

1. **Stay Connected to Your Local Association**

Every YPN should be operated by a local REALTOR® association. Some areas may benefit from forming a regional network, where multiple local associations join forces to create one stronger YPN. Close collaboration with your association ensures access to resources, funding, and administrative support.

2. **Maintain Professionalism**

As a REALTOR®-affiliated network, YPN should set high standards for its events, activities, and communication. Whether in-person, virtual, via email, or on social media, professionalism should always be the focus. Events should emphasize business growth, leadership development, and industry success for members.

3. **Keep Membership Free**

YPN should remain free to join for members of the local association. Instead of charging dues, consider sponsorship opportunities or per-event fees to help offset costs. This keeps YPN accessible while still allowing for high-quality programming.

4. **No Age Restrictions**

While YPN attracts many members under 40, there should be no age limit. YPN is designed for any REALTOR® who wants to grow, connect, and lead within the industry.

5. **Cross-Promote YPN Events**

Maximize your network's visibility by promoting YPN events through local and state REALTOR® channels when applicable. NAR also supports cross-promotion, so be sure to share your events on NAR's website and YPN Facebook page. Likewise, encourage your members to engage with national YPN initiatives.

6. **Use Member Contact Information Responsibly**

Associations may request YPN member contact information from NAR's YPN database, but this information should never be sold or shared with third parties, including event sponsors. Protecting member privacy builds trust within your network.

7. **Stay Active with Consistent Events**

A thriving YPN hosts regular events to keep members engaged. Whether monthly, quarterly, or biannually, always make certain YPN events and committee meetings sync with the Association's calendar. This eliminates overlap and opens the opportunity for collaboration.

8. Apply for the Network of the Year Award

Celebrate your YPN's impact! Each year, NAR recognizes outstanding networks through the [YPN Network of the Year Award](#). This is a great way to highlight your success, attract new members, and showcase your efforts on a national level.

9. Advance the YPN Mission

Your YPN should always align with the core mission of engaging members in:

- Their REALTOR® association
- The real estate industry
- Their peer network
- Their local communities

10. Be Strategic When Naming Your Network

Ensure your YPN's name aligns with your local jurisdiction. If a neighboring association has a YPN, consider partnering to create a stronger, regional network.

Build Your YPN Support Team

Successful YPN leadership often depends on assembling the right team and support network. Here are examples of key people who can help ensure your success as YPN Chair:

Key Leaders to Connect With

- **Association Executive (AE)** – Your primary partner and resource within the association.
- **State YPN Chair & Committee** – A connection for statewide collaboration, idea sharing, and support.
- **National YPN Advisory Board** – Offers a broader perspective and insights from national YPN initiatives.
- **Local Association President and President-Elect** – Important allies for leadership support and long-term YPN sustainability.

Staff to Partner With

- **Marketing Director** – Assists with promoting events and growing awareness of YPN.
- **Webmaster/Social Media Manager**– Manages digital communication and ensures online visibility.
- **Events Manager** – Provides logistical support and guidance for successful event planning.
- **Education Manager** – Helps align YPN programming with professional development opportunities.
- **Staff Photographer and Videographer** – Captures events and moments to promote YPN initiatives and showcase success stories.

Partnering with Your Association Executive (AE)

Your Association Executive (AE) can be one of your greatest allies in establishing and sustaining a successful YPN network at your local association. Consider the following recommendations to strengthen this partnership and ensure the long-term success of your YPN:

1. Collaborate on Long-Term Planning

Work with your AE to develop a vision for YPN that extends beyond your leadership term. The goal is to create a sustainable committee structure that will continue to grow and thrive for years to come.

2. Consider a YPN Seat on the Board of Directors

Explore the possibility of asking your board of directors to assign a dedicated YPN seat each year—ideally filled by the current YPN Chair. This ensures YPN has a consistent voice in leadership and helps integrate YPN into the broader governance of the association.

3. Encourage YPN Leaders to Serve on the Board

If you're serving as the YPN Chair, you may want to express interest in joining your association's board of directors. Serving on the board can be a natural next step in your leadership journey and offers valuable insight into association operations.

4. Attend State and National Events

As a board member or YPN leader, you may have opportunities to attend state and national conferences. These events are excellent for networking with other YPN chairs and leaders outside your local market. Take advantage of these connections—ask questions, exchange ideas, and learn from their successes and challenges.

5. Develop a Leadership Pipeline Vision

Work with your AE to set long-term leadership development goals for your YPN network. For example, you might envision YPN serving as a pipeline for future association leaders—directors, committee chairs, and even association presidents.

6. Secure Seed Money for YPN

If you're launching a new YPN, consider requesting initial funding support from your local association. As an example, some groups have started with seed money of around \$12,000 to help cover early expenses such as events, leadership development programs, and networking opportunities. This funding can provide a strong foundation for your YPN's activities and future growth.

YPN Committee Members and Suggested Roles

A well-rounded advisory committee is essential for YPN success. Below are examples of roles and responsibilities commonly found on local YPN committees. Before finalizing any roles or responsibilities, be sure to collaborate with your staff liaison or Association Executive to ensure alignment with your association's policies, procedures, and organizational structure:

1. Chair

- Leads the YPN network and committee
- Oversees all decisions, committee meetings, and events
- Acts as the primary point of contact with the Association Executive (AE) and reports directly to them
- Serves a recommended 2-year term (especially for new or re-established committees).
- Travels to state and national events and may serve on the local Board of Directors (if offered)

2. Vice Chair

- Supports the Chair and assumes leadership duties when needed
- Coordinates and produces educational events, such as Lunch & Learns
- Travels with the Chair to YPN events, state meetings, and national conferences
- Prepares to step into the Chair role in the next leadership cycle

3. Sponsorship Leader

- Secures and manages YPN sponsorships with help from association staff
- Maintains regular communication with sponsors and ensures they receive event recognition and marketing benefits
- Works closely with the Marketing and Social Media leaders to provide sponsor visibility
- Hosts and manages sponsors at YPN events

4. Marketing Leader

- Coordinates with the association's marketing staff to create YPN marketing materials, including flyers, event graphics, and promotional content
- Ensures marketing materials are distributed to appropriate channels
- Recruits photographers and works with the Social Media Leader on event coverage

5. Social Media Leader

- Works with association staff to promote YPN events and initiatives through social media channels
- Collaborates with the Marketing and Sponsorship Leaders to ensure consistent messaging and sponsor recognition

6. Events Leader

- Plans and executes all YPN events with appropriate staff
- Coordinates logistics, manages event flow, and ensures a positive attendee experience
- Works closely with Marketing, Social Media, and Sponsorship Leaders to maximize event success

7. Affiliate Leader (Affiliate Seat)

- Represents affiliate members and manages affiliate involvement in YPN events
- Coordinates affiliate sponsorship opportunities and hosts affiliate-focused activities
- Organizes an annual affiliate appreciation event to recognize affiliate contributions
- Note: This is typically the only Affiliate seat on the committee

8. Secretary/Treasurer

- Maintains YPN meeting minutes and prepares agendas
- Tracks finances, maintains the budget, and provides regular financial reports to the Chair and AE
- Coordinates with Sponsorship and Events Leaders to manage event revenues and expenses
- Assists with check-in and financial transactions at YPN events

9. Membership Leader

- Manages and updates the YPN member database
- Oversees outreach and engagement for new and existing members
- Sends welcome letters/emails to new members and follows up with attendees after events
- Conducts brief one-on-one interviews with new attendees at events to identify their interests and potential involvement
- Works closely with the AE and association staff liaison to ensure accurate records

10. Association Liaison

- Facilitates collaboration between YPN and other association initiatives, events, and fundraising efforts.
- Helps connect YPN leaders with key association influencers and decision-makers

Staying Connected as YPN Chair

As YPN Chair, maintaining strong communication is essential. Plan to attend all state and national events, traveling as a team with your Vice Chair. A two-person leadership team ensures shared learning and consistency in communication—traveling together offers opportunities to exchange ideas and take notes collaboratively. Here are examples of ways you can stay connected, if budgets allow:

- State and national YPN committee meetings and conference calls
- NC REALTORS® Winter Leadership Meeting
- NC REALTORS® Legislative Meetings
- NC REALTORS® Convention
- National Association of REALTORS® Legislative Meetings
- National Association of REALTORS® NXT

Typical YPN Chair travel commitments involve 3-5 trips annually. Secure support for your travel budget early by requesting approval through your Association Executive and Board of Directors.

Planning YPN Events: 20 Ideas to Get You Started

It's time to get new real estate professionals excited and engaged in the real estate industry and community. Here are some activities that will help you reach that goal:

1. Organize a Habitat for Humanity volunteer project.
2. Host monthly or quarterly happy hour networking events.
3. Sponsor a real estate workshop or seminar on a topic that would interest your members. Topics may include: Rookie Survival Guide, How to Create a Referral Network, and Building a Personal Marketing Plan.
4. Host a Webinar on similar topics to extend your reach to a virtual audience.
5. Sponsor and help plan an education session for the local or state REALTOR® Association convention.
6. Host a speed networking event: Provide conversation-starter cue cards at every table, then partner people up to talk for 1-3 minutes at a time. Ring a bell, and one of the partners switches to a new table.
7. Hold a potluck. Ask members to bring their favorite dish. Reserve a spot at a public park, use the local REALTOR® association's facilities or ask brokerages to be "host" by letting YPN use their outdoor grounds. Include games like cornhole and horseshoes—keep it fun and casual.
8. Host a wine tasting event.
9. Form a YPN book club that meets once a month to talk about the latest real estate books. Each member can be assigned to read a different book, and then share the main tips from that book in 5 minutes or less.
10. Host open house tours. Band together to do an open house caravan tour of the area.
11. Host a charity event for a community cause.
12. Organize a golf tournament, bowling tournament, softball tournament, etc. Invite local REALTOR® association leadership, as well as other community leaders.
13. Plan a mentor meet-up event, in which you invite people who are willing to mentor and people who would like a mentor.
14. Host a luncheon with a motivational speaker or real estate coach. Hold the lunch at different members' offices. Topics can include negotiation skills, life balance, beating burnout, marketing ideas, and more.
15. Conduct an email survey of your members to determine their main interests
16. Create a sponsorship or awards program, such as a competitive scholarship to attend a REALTOR® conference.
17. Host job fairs for new licensees or college students considering a career in real estate. Visit local high schools to encourage younger generations to pursue a career in real estate and serve as mentors.
18. Attend a sporting event in your community. Seek out group rates.
19. Start a Facebook page for your group and reach out online.
20. Plan a joint event with other industries' young professional groups, or other industries that may not have a dedicated group.

Promoting YPN Events

Once your event is planned, strategic promotion is essential to drive strong attendance and engagement. Below are effective ways to spread the word and generate excitement among REALTORS® about your YPN event. **Be sure to review all promotional plans with your staff liaison and Association Executive (AE) for approval and support before moving forward.**

1. Leverage Association Communications

Ask to feature your event in your REALTOR® association newsletter, calendar or magazine to reach a broad audience.

2. Maximize Social Media Visibility

- Post the event in the NAR & NC REALTORS® YPN Facebook groups.
- After the event, share photos and highlights in the NAR YPN Facebook group to showcase your network's success.
- Use social media collaborations by tagging event leaders, sponsors, and potential attendees to expand your reach.
- Promote in local social media groups to engage REALTORS® outside of your immediate network.

3. Engage Brokers, Industry Leaders and Community Partners

- Reach out to Brokers-in-Charge (BICs) within your association—whether by phone or email—and encourage them to invite their young and newer agents to attend your YPN event.
- Ask current YPN members to help promote the event in their offices, by sharing flyers, forwarding email invites, and posting on internal communication boards or social channels.
- Extend your outreach beyond the REALTOR® community by inviting local organizations and industry partners who share similar goals and values to participate and connect with your network.

4. Make It Personal

- Send personal invitations to key REALTORS® you'd like to attend—people appreciate the personal touch and are more likely to show up.
- Encourage word-of-mouth marketing by asking active YPN members to invite their peers directly.

5. Consistency is Key

The more visible YPN events become, the stronger your network will grow. Promote early, post often, and engage directly with potential attendees to build excitement.

Tip: Track your promotional efforts and see what works best for your market to improve outreach for future events!

Paying for YPN Events: Finding Sponsors

Sponsorships offer a great opportunity to not only cover event expenses but also build valuable partnerships with businesses that provide products and services relevant to your members. As you explore sponsorship opportunities, it's essential to work closely with your local association's AE and staff liaison. Their guidance ensures your efforts align with association policies, goals, and branding, while also leveraging the association's existing relationships and resources.

Here's a step-by-step guide to finding, securing, and managing sponsors for your YPN events:

1. Think About Budgets

The best time to secure sponsorship dollars is in October for the following year. Many businesses finalize their budgets by November. Having agreements in place by January 1 positions your YPN for success. Work with the local association staff to ensure sponsorships are processed according to association policies and procedures.

2. Define What You Need from a Sponsor

Sponsorship can come in many forms beyond financial support. Clearly outline your needs and assign value to each opportunity before approaching potential sponsors. Consider what would benefit your event most:

- Financial contributions
- Venue space
- Promotional support
- Services (e.g., photography, catering)
- Equipment or technology
- Door prizes or giveaways

3. Determine What You're Offering Sponsors

Before reaching out, think through what sponsors will receive in return for their support. Examples include:

- A vendor table at your event
- A brief opportunity to speak to attendees
- Logo placement in email promotions and social media posts
- Recognition during the event
- A link to their website on your association or YPN page
- The opportunity for product demonstrations

You may also want to create a sponsorship package outlining levels of sponsorship, benefits, and pricing. Include details such as:

- Event description and purpose
- Expected attendance
- Audience demographics

- Goals of the event
- Specific benefits sponsors will receive at each level

4. Brainstorm and Research Potential Sponsors

Identify companies that would benefit from exposure to your YPN audience. Think broadly: look for sponsors both inside and outside the real estate industry, and focus on businesses active in your local market. These could include:

- Lenders and mortgage companies
- Home inspectors
- Title companies
- Technology providers
- Marketing firms

5. Reach Out to Potential Sponsors

Make initial contact by phone or email, introducing your YPN group and the sponsorship opportunity. Be prepared to:

- Explain your event and who will be attending
- Describe the benefits of sponsorship
- Share your sponsorship packet
- Follow up within a few days if you haven't heard back, and provide a clear deadline for responses to help with planning.

6. Be Ready to Negotiate

Sponsors may have specific requests or budget limitations. Be open to negotiation and flexible in how you present sponsorship options. Know your minimum sponsorship levels and be realistic about what you can offer. For high-value sponsors, consider customizing a package that aligns with their goals.

7. Respect a “No,” But Keep the Door Open

Not every potential sponsor will say yes—and that's okay! Always:

- Thank them for their consideration
- Express your interest in future opportunities
- Keep their contact info on file to reconnect for future events

8. Get it in Writing

Once a sponsor commits, formalize the agreement. Send a confirmation letter detailing:

- What the sponsor is providing
- What benefits they'll receive
- Event details, dates, and deliverables
- Ask for a signature to ensure clarity and accountability on both sides. Keep the signed agreement for your records.

9. Designate a Point of Contact

To avoid confusion, assign a single YPN contact person for the sponsor (this is typically the YPN Staff Liaison). Likewise, request a main point of contact from the sponsor's team. Clear communication will ensure everything runs smoothly.

10. Give Sponsors Visibility and Recognition

Showcase your sponsors prominently in your promotions and at the event. This could include:

- Logo placement on flyers, emails, and social posts
- A verbal thank-you during the event
- Inclusion in event signage
- Links to their websites or social channels

11. Follow Up After the Event

Once the event is over:

- Send a personal thank-you note, signed by your YPN advisory board or committee
- Let them know you appreciate their support and hope to partner again
- Share event highlights or metrics (attendance numbers, social media reach, photos) so they can see the value of their sponsorship

Contact Us



For NC REALTORS® YPN questions, visit ncrealtors.org/ypn for more information.



For NAR YPN questions, send an email to rreuter@nar.realtor or visit ypn.realtor for more information.

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Addendum I

YPN Quick Start Guide (for Members)

- Approach your local/state association about starting a YPN & YPN Committee
- Upon approval by the association, contact 5-12 other members to identify others willing to serve on YPN Committee (YPN Committee runs the association's YPN)
- Hold a meeting & plan a kickoff event (see [Planning YPN Events](#))
- Promote & fund kickoff event (see [Paying for YPN Events](#))
- Collect business cards & document events with photos & videos
- Create YPN roster with business card info (preferably in Microsoft Excel), and create a Facebook page (optional)
- Hold a meeting & plan events for the next quarter (one social, educational, or charitable event per quarter (see [Planning YPN Events](#)))
- Promote/fund events (see [Paying for YPN Events](#))
- Repeat steps 7 & 8 on a quarterly basis
- Chairperson – Establish a Vice Chair to succeed you when your term is up

Addendum II

YPN Quick Start Guide (for Associations)

- Work with your Association Executive (AE), Association President, and/or Board of Directors (BOD) to approve the formation of your YPN and, if applicable, a formal YPN Committee.
 - While a committee isn't always required to start a YPN networking group, having board support from the beginning ensures alignment with your association's bylaws and helps establish a solid foundation for long-term success.
 - A formal YPN Committee is typically required if the group will fall under your association's governance structure.
- Select one or more motivated REALTOR® members who can help lead and launch your YPN or serve on the YPN Committee. These should be individuals passionate about networking, leadership, and engagement.
- Reach out to your YPN leaders and schedule a planning meeting to brainstorm and organize your kickoff event. Use this time to outline goals, event ideas, and assign roles.
- Dedicate at least **one staff member from your association** to serve as the **YPN liaison**. This person will:
 - Assist with event logistics
 - Act as a point of contact for the committee
 - Help ensure that YPN activities align with association policies and strategic goals
- Promote & Fund kickoff event (see [Planning YPN Events](#) and [Paying for YPN Events](#))
- Collect business cards & document events with photos & videos
- Create a YPN roster with the collected contact information to start building your network.
- Consider creating a Facebook page or private group to foster ongoing engagement (optional but encouraged).
- Hold a committee or planning meeting to map out events for the next quarter. Aim for one event per quarter, such as a networking social, educational workshop, or community service project.
- Promote & Fund Events (see [Planning YPN Events](#) and [Paying for YPN Events](#))
- Follow steps 9 and 10 to keep your YPN active and growing. Consistency is key to building momentum and keeping members engaged

**NAR recommends committee status for local networks to clarify where YPN falls within the organization, although a major concern is falling under the traditional structure. Trying to enforce traditional and formal practices on this group may result in a loss of interest, participation, and dissolution of the network. Please keep the group's mentality in mind when it comes to governance.*

Addendum III

NC REALTORS YPN **Example** Policy

Your local association policy may vary. Local associations may also choose to have YPN bylaws rather than a YPN Policy.

SECTION I. PURPOSE. The purpose of the YPN Committee is to be the voice of a fast-growing group of REALTORS® - young professionals who are focused on personal growth, networking, and association involvement. The YPN Committee should be a diverse group culturally and geographically with a primary focus on helping young professionals engage in:

1. Association activities: Encourage young people to attend meetings and participate in committees at the local, state, and national levels.
2. Advocacy: Encourage them to get involved in policy discussions and take an active role in advocacy.
3. Peer mentoring: Provide a way for young people to network and learn from one another through both social events and education aimed at helping them enhance their real estate prowess and increase their survivability in a highly competitive industry.
4. Community: Become exceptional members of their community by setting a high level of REALTOR® professionalism and volunteering for causes they feel passionate about.

SECTION II. COMMITTEE MAKE-UP

5. There will be not more than 19 members as follows: Chair, Vice Chair, and Immediate Past Chair; 14 at-large members; 1 commercial representative; and 1 AEC Representative.
6. Representation from all 10 NCR regions is recommended.
7. The NC REALTORS® President, subject to confirmation by the NCR Executive Committee, will make all appointments to the YPN Committee, including the appointment of the YPN Committee Chair. The President-elect, subject to confirmation by the NCR Executive Committee, will appoint the YPN Committee Vice Chair. Any NCR member in good standing is eligible to be appointed to the Committee.
8. Terms shall be for two calendar years and shall be staggered so that each President will appoint an approximately equal number of members to the Committee each year. Members of the Committee may serve a maximum of two consecutive two-year terms.
9. The President shall appoint a Regional Vice President as a non-voting liaison to the Committee.

SECTION III. MEETINGS. Meetings of the Committee will be held in conjunction with NCR's three major meetings each year, but may also be held at such time and place as the Chair may determine with written notice to be delivered to the members of the Committee.