

## **YLG Mentor/ Mentee Expectations**

- The value of the mentor/ mentee experience is determined by the quality and participation of its members. Each participant is therefore expected to be a committed and participating part of the program, contributing as much value to the experience as they take home.
- OPEN, HONEST, SPECIFIC INFORMATION and EXPERIENCE: To the extent possible, come to your meetings ready to participate openly and honestly
- CONFIDENTIALITY: Everything discussed within your group meeting is kept completely
  confidential by all its members. This is the foundation that makes open and honest sharing of
  detailed information and experience possible. Violation of confidentiality will result in immediate
  expulsion from the program.
- LESSONS LEARNED: The key to truly valuable interaction between the mentors & mentees is the sharing of successes, failures and lessons learned.
- RESPECT FOR OTHERS: Help make discussions productive and highly valuable by engaging your fellow group members respectfully with your most relevant information and experience.
- NO SELF PROMOTION: Program members are all highly successful real estate professionals.
   Self-promotion and pitching do not add value for your fellow members. Keep your presentations and discussions aimed at delivering real take home value for your peers, not your business.
- ATTEND EVERY MEETING and ATTEND FOR THE FULL MEETING: Each participating member has been
  chosen for the value that their unique background and experience brings to the program. Missing a
  group meeting or part of a meeting reduces the value for every other member of your group.
- RECRUIT THE BEST and BRIGHTEST: You will often come into contact with new leaders in the industry,
  ULI members and non-ULI members, with exciting new products, ideas and best practices that will add
  greatly to the value of the YLG program. Bring these new leaders as guests to your meeting, or work
  with the YLG committee to see if they could come talk to the larger YLG group.