



## **2022 Women in Construction: Ruth Yung, EFY Sales, LLC**

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Name: Ruth Yung

Title: President

Company Name: EFY Sales, LLC

Why should women consider a career in construction?

There are enormous opportunities for women in the construction industry, from learning a trade to financing a project, from beginning to end, from bottom to top. Construction is a multi-legged stool that requires all kinds of perspectives, knowledge, innovation, and appreciation for how complex the building process is. Women are a vastly unrepresented population which means there is an enormous opportunity to make a difference. My suggestion to anyone interested in this industry: Seize the moment, jump in and be part of the groundswell of change.

What advice would you offer to other women getting into the construction industry?

To all the women considering being part of this exciting business, I recommend learning whatever you can from whomever you can from the ground up. For whatever goals you may have, always remember there are three stages to mastery: Learning the process, doing the process, and teaching the process to others. The learning and doing phases provide an outstanding opportunity both personally and professionally for too many things to list here. The satisfaction of knowledge acquisition is by far the most exciting part. Another thing to consider: Find a mentor, a guide, or someone who recognizes your potential and interest.

Who within your own firm has helped you succeed within the construction industry?

The principals of EFY Sales, LLC are me and my husband, Alan Yung, who has a tremendous understanding, depth, and breadth of the construction process. Working with one's partner both professionally and personally can be an enlightening experience. A tremendous amount of collaboration and osmosis is always part of our operational goals. For the most part, Alan's unbridled enthusiasm and laser-focus on our company goals continue to be an inspiration to me.

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