

April, 2006  
The Woodlands, Texas

### Hank Van Joslin, Giving Back to the Community

Just hours after receiving the Builder Sales Person of the Year in The Woodlands, Texas, Hank Van Joslin, and his team of employees enjoyed a day long celebration cleaning up 2 miles of FM 2978 as part of the annual Don't Mess with Texas Trash-off. Earlier this year, Hank became involved with Adopt a Highway and is now the proud foster parent of a critical stretch of FM 2978 which is quickly becoming a main access road to the west gate of The Woodlands. Clad in bright orange vests and stocked with "Don't mess with Texas" trash bags, Hank and his team marched both sides of the highway between Hardin Store Road north crossing Woodlands Parkway up to Miller Road, leaving no wrapper or bottle un-bagged!



Hank Van Joslin has lived in The Woodlands since 1980 and remembers when it was mostly acres of dense forest, a haven for the wildlife this master planned community seeks to preserve. An avid nature lover, he cherishes the beauty of the natural forest landscape and wants his new home owners to take pleasure in that same magnificence he and his family have enjoyed for over 25 years. [It was a good day on FM2978](#)

Personally picking up his adopted stretch of highway is one of the ways that Hank Van Joslin gives back to The Woodlands, a community that has always provided him with an opportunity to reach new heights in real estate sales. In 1981, his first year in the industry, Hank was awarded the new home salesman of the year by Ryland Homes – Texas Division while selling in The Woodlands, Texas. Now, after being away from new home sales for over 20 years, he does it again by selling 129 units (\$29 million) in his first year back.

Anyone that has worked with Hank will attest that this level of success is hardly coincidental. It is a product of Hank's charisma, professionalism and dedication to each customer. His passion for satisfying family's primary needs is authentic; it inspires trust and confidence which leads to an enjoyable buying experience. Yet Hank insists that he has just simply been very lucky. "Luck, when opportunity and preparation meet, has had everything to do with the sales and closings I have had. The right product, in the right community, at the right time, with the right builder has been an opportunity second to none." - HVJ