

INCLUDES THE MAJOR FRANCHISE COSTS, AND INSPECTOR TRAINING / SCHOOL COSTS

# INSIGHT ON A HOME INSPECTION CAREER

Inspector Requirements,  
Inspection Training, Home Inspection  
Franchises, Franchise Alternative



INSIGHT ON A HOME INSPECTION CAREER

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The home inspection business .....	4
The Home Inspector .....	5
A Home Inspection Business.....	5
Potential home inspector’s income .....	6
The Home Inspection Franchise .....	7
What is a franchise? .....	7
The home inspection franchise business.....	8
Benefits of the home inspection franchise .....	8
Downfalls of a home inspection franchise .....	10
Franchises on offer in the market place .....	11
Pillar to Post Home Inspections .....	11
Home Team Inspection Service .....	15
National Property Inspections Inc.....	19
House Master Home Inspections .....	21
WIN Home Inspection.....	24
Amerispec Home Inspection Services.....	28
The Brickkicker Home Inspection service.....	32
Inspect-It 1 <sup>st</sup> LLC .....	36
A Buyer’s Choice Home Inspections.....	38
Training as a Home Inspector .....	41
American Home Inspectors Training .....	43
Professional Home Inspection Institute .....	45
All American Training Institute.....	48
Inspection Certification Associates .....	51
Allied School.....	53
PennFoster Career School .....	55
Brightwood .....	56
Carson Dunlop School of Home Inspection .....	58
The ASHI School .....	60
The US Career Institute .....	62
Home inspection associations .....	64
The American Society of Home Inspectors (ASHI) .....	64

The International Association of Certified Home Inspectors (InterNACHI) ..... 66

National Society of Home Inspectors ..... 68

Other Home Inspection Associations ..... 69

Useful products for a home inspector ..... 70

Mentorship and Self-Employment ..... 71

Self-Employment ..... 73

Pro-Sight Membership - What can we provide you ..... 75

## The Home Inspection Business



The home inspection business arose out of necessity. Prior to its recognitions as a viable service necessary before property changed hands, people purchasing homes had their relatives and friends inspect potential homes.

A relative who had participated in the building of a house or had worked in the construction industry would be entrusted with this role and his recommendation taken as the way to go. However in 1984, the California Court of Appeal placed some responsibility on real estate brokers that necessitated the use of professional house inspectors.

In this case of *Easton vs. Strassburger*, Leticia Easton purchased a property from Strassburger for an amount of \$170,000. Shortly afterwards, landslides in the area caused the property to experience such severe damage that its post-damage value was estimated at only \$20,000. Unknown to the buyer, slides had occurred before and the brokers had not revealed this to them. The house had also experienced slide damage shortly before its sale and repairs conducted without any knowledge of the brokers. In addition to this, the house was built on a fill which was not properly compacted resulting in sinking especially during previous slides. A soil study had not been conducted by the brokers either.

The defendant was awarded damages of \$197,000 split among the brokers, the sellers, and other parties involved. When the brokers appealed the decision, Court of Appeal stated that they had an *'affirmative duty to conduct a reasonably competent and diligent inspection of the residential property listed for sale and to disclose to prospective purchasers all facts materially affecting the value of the property that such investigation would reveal.'*

From this decision, it soon became apparent that real estate brokers were now fair game for litigation should buyers discover undisclosed defects which would affect the value of purchased properties. These brokers were not equipped with the skills necessary to detect some of these defects and thus they began engaging home inspectors to examine properties before sale. Thus the home inspection profession was born. These home inspectors were few and had learned their skills through experience rather than training.

However through time associations that had come up would provide the skills training necessary for home inspectors to do a thorough job and avoid future litigation where possible.

### **The Home Inspector**

A home inspector is a person with the skills and knowledge to visually conduct an inspection of a residence or building and establish its condition on the specific date that the inspection was carried out. The home inspector has a goal of detecting any defects on the property within the scope of his inspection.

The home inspector generally examines the outside and inside of the residence. On the outside, some of the things that they will cover include the driveway, the roof, the drainage system, and also identify any potential hazards around. Inside the house they will look at appliances coming with the house, systems such as ventilation systems, wiring of the house, the plumbing and any other issues. The inspector generally has a routine that they follow to ensure that everything within their scope is examined and any defects noted.

The house inspector must therefore be a skilled person with the right training and experience to conduct a thorough inspection on all the systems of a house and give an unbiased report of the same to the potential house buyer and the potential seller.

### **A Home Inspection Business**

A home inspection business is a company that offers home inspection services at a fee to its clients. Just like in any other business, the home inspection business must fulfill some basic conditions.

It must **be licensed** to operate in its locality. Different states have different requirements in order to license a home inspection business. The business must meet these requirements and have a valid operating license.

Secondly, the business must have **skilled personnel** who are constantly adding to their knowledge in order to keep up with the times. In the past, house inspectors carried a basic tool kit with a few tools but today many drive around in a truck equipped with ladders, tool boxes containing a camera, flash light, inspection mirrors, infra-red thermometers, voltage detectors, moisture meters, among other tools.

A working **marketing and advertising plan** is a requirement for any business to survive and thrive. Nowadays there are many advertising tools to help keep a business at the top of people's minds. Home inspectors use various tools to advertise such as business cards, brochures, branded vehicles and uniforms, websites and a thriving industry network.

This industry has grown in leaps and bounds since its early inception. In studies conducted by the Association of Home Inspectors (ASHI) nearly eighty percent of home buyers have their potential homes inspected professionally before purchase.

It is thus a thriving business whose demand can only grow. There is room in it for new comers as long as one is ready to put in the work required as with any other business.

### **Potential home inspector's income**

As with all businesses, this will depend on the effort put into the business as well as the prevailing market conditions. Some inspectors will make more and others less within the same business environment.

For employed home inspectors the average is between \$55,000 and \$64,000 per year according to JobMonkey. Many schools advertise their courses claiming that their inspectors earn way above this.

The thing to remember is that those who make the most income spend most of their time working on promoting themselves, adding value, advertising, going the extra mile and more.

[Read More](#)

## **The Home Inspection Franchise**

### **What is a franchise?**

The International Franchise Association defines a franchise as a simple licensing relationship which allows the licensed party (franchisee) to conduct business and sell goods and services under the name and trademark of the party issuing the license (franchisor). Therefore if company A has built a reputation for itself and wants to expand its operations, it can license company B to offer services and products under its name for a fee. In essence the thing being sold here is the trade name and reputation of company A.

Thus instead of starting from scratch and building your name client by client, you can operate under a trusted and well known name. This will help you to grow your business faster as well as provide the well needed credibility that each client who hires you wants.

At the very core of any franchise is the aspect of relationship. The franchisor and the franchisee are essentially getting into a relationship whose core denominator is something that they are passionate about. The franchisee believes in the products or services that the franchisor sells. They are thus comfortable operating under their trade name.

The franchisor also has an interest in the success of the franchisee. The will thus offer all manner of support to ensure that this happens. So rather than operating as a lone ranger in their business, the business owner chooses to become a franchisee of an established business. In this relationship they will 'belong' to the larger organization, have a reservoir of information provided, have a mentor to work with, and receive training and networking opportunities including referrals among other benefits.

Today when evaluating a franchise to participate in, a business owner will look at its system of support as a deciding factor when making his/her choice.

## **The home inspection franchise business**



In this case a well established housing inspection business will license you, the home inspector, to carry out the home inspection business under their trade name. You will be required to pay a fee for the franchise.

### **Benefits of the home inspection franchise**

As with any other franchise, the home inspection business franchise carries with it many benefits. These benefits ensure that the relationship remains symbiotic. All franchisors will charge you something upfront for using their name. However it is always good to remember that it is better to evaluate a company more on the benefits you stand to gain rather than the initial cost of the franchise.

As a season, new or potential home inspector, you stand to gain a lot from a well established company. Getting into a franchise is like cutting the miles from a journey. You will miss the sights and sounds but you will also forgo the setbacks and painful learning curve of an independent business owner.

Many independent home inspectors can testify as to how crushing it can be when every time they approach a potential client, they put you off by saying, "We normally use so and so," or " My insurance company recommended such and such a company," or even brokers saying, " we have an agreement with a certain company." It is the reality of being unknown.

However when you say that you are a home inspector under a certain well known company, then doors will begin to swing open, because the company is well known.



### ❖ **A well developed and recognizable brand name**

When deciding to come under a franchise name, you must clearly want more visibility and reputation than you can generate on your own. Thus the first benefit that you will be looking for in a home inspection franchise business is a name which is recognized by the industry as well as potential clients. If you are an experienced home inspector you will have some contacts of other players in the industry such as property brokers, insurance people among others. When considering a brand, it is a good idea to find out from them what they think of the said company. Sometimes a big name may have experienced some issue that you may have not heard about.

However a good company to come under will have favorable reports from those in the building industry. Such a company is a good one. It will have established a good reputation and earned trust and this is something that you can gain from.

### ❖ **The selection of a site**

A well established company will have experience doing business in various environments. Part of this experience is knowing what a good sight for their business would be. Thus a home inspection franchise is good if they operate in your state and can provide you with the best location advice as well as the support that you will need in setting up base.

### ❖ **Training and skills development**

One of the reasons why companies have a good reputation is that they are professional in their product and service offerings. They have researched and understood what the market needs and they are in the business of offering it.

Coming under such a company through a franchise will enable you to benefit from their training and development which is focused on meeting the needs of the market. You may have only received some localized training, but here you stand the chance to learn and use equipment that is new on the market.

Also, as building codes are changed and new developments come up, you will not be left behind. Many home inspection franchises will have a newsletter sent out with information that is relevant for their members.

Remember that these companies have a vested interest in your success. Your success or failure will reflect on them and they are thus as much if not more invested in you than you are in them.

### ❖ **Marketing and advertising**

The franchisor has a duty to ensure that his company remains visible and relevant in the industry through regular advertising and other marketing initiatives. This is one of the continuing benefits of coming under a well established name.

On your own it would be too costly to carry out state wide advertising campaigns. However large companies have a regular budget for advertising and will keep on doing so. Thus when you come under them, the major cost of advertising is theirs while yours is to present your business card with the well known company name and logo on it.

### ❖ **Support while in the field**

Many times you will be inspecting properties with systems that are similar at least to some extent. However there will be a time when someone wants you to inspect a house that does not adhere to the norm. At such times you will have the support of experienced professionals who are part of the franchise to guide you.

## **Downfalls of a home inspection franchise**

- ❖ **Restrictions** – These are applied as to where you can operate. Many home inspection franchises work with territories. A franchisee is assigned a territory in which to operate. However business may be booming in an area not assigned to you and you cannot take advantage of it because of restrictions.
- ❖ **Poor reputation is shared** – A poor performance by one franchisee affects the reputation of all other franchisees of the same brand. Should a home inspector under your franchise perform a bad inspection, the same will be expected of all inspectors under the franchise. When a scandal, lawsuit or any other bad press is associated with a franchise, it automatically applies to you as well.
- ❖ **Shared profits** – You will always share your profits with the franchisor. As a franchisee, you will not only pay the initial franchise fee and starting up costs, but also share a percentage of your future profits with the franchisor.

## **Franchises on offer in the market place**

The next part of this book covers nine of the home inspection franchises on offer in the market. They are described according to what they say they offer, their benefits, costs, training programs and any other information about them that is available. The information available here is by no means comprehensive but a general look at the companies and what stands out about them. A company website is provided where you can contact them for more details where necessary.

### **Pillar to Post Home Inspections**

Pillar to Post was founded in 1994 and has been offering franchises for the past 24 years. The company has various teams that it works with to ensure that franchisees have a successful start and grow their businesses. This company has over 500 franchise units located in the United States and Canada and are currently seeking new franchisees in both countries.

They boast of a **senior management team** that has decades of experience in the home inspection business as well as in franchising home inspection. This team provides the strategic leadership that drives the vision of Pillar to Post forward. They are dedicated to helping the franchisees achieve their vision and goals.

One of their outstanding qualities is the fact that they have a team called the **Franchise Advisory Council** made up of their franchisees from all over North America. These franchisees are elected by their peers to represent them in the home office. They advocate the issues of other franchisees with the goal of making the system more efficient and have a better brand.

Their **recruitment team** is the one who will help you decide whether Pillar to Post is the correct franchise for you. This will happen through assessing where you are now in terms of skills and experience, where your strengths are and how well suited you generally are to the home inspection franchise. They will guide you right from the start.

The **start-up and training team** is where the rubber really meets the road. This team is comprised of experts who are either franchise owners or experienced professionals in the area they will train you in. They come with experience from the real business environment and will essentially provide the practical help that you will need to begin your franchise.

This team has people with excellent credentials. Jay Gregg the Director of Training Development has inspected more than 2000 homes as a Pillar to Post franchisee. Trevor Welby-Solomon has been a home inspector since

1994. Graham Clarke who joined the industry in 1989 is the current president of the Canadian Association of Home and Property Inspectors. These are just a few of the people in this team.

Once you have assessed yourself for suitability, received your training and began your business, the **field operations team** will now come in. These are the people who will be in the field with you. They will work with you to achieve the goals that you have set for yourself in the business. This people have experience in the business under ever changing conditions. They will help you to navigate the field while still focused on your goals so that you continuously deliver great results and uphold the brand.

Again, the people here have excellent credentials. Jim Loughery who ran a franchise from 1997 to 2010 together with his team carried out over 17000 inspections. Lana Schmitt has over 25 years experience in the franchising business. Kenneth Peter has over 10,000 home inspections under his belt.

With these teams, the company hopes to help franchisees achieve their business goals.

### **Qualifications required to become a Pillar to Post franchisee**

According to the qualifications listed by the company, anyone can become a franchisee. Some of the qualifications include:

- ✚ an interest in construction
- ✚ an interest in learning about homes
- ✚ an interest in helping others
- ✚ a desire to work better hours and have a more balanced lifestyle
- ✚ an ability to create rapport with others
- ✚ passion for life and optimism
- ✚ interest and passion for business
- ✚ and a commitment to their system

### **Financial Requirements**

The company claims that in 2016 the average gross revenue for a franchisee was \$214,314. This was a 35% increase since 2012. Here are the investment implications for you to become a franchisee.

**Franchise fee** = \$ 21,900

**Start up costs** = this can range anywhere between \$36350 - \$42550

These start-up costs vary based on a number of factors. Some new franchisees will have some equipment already and this will reduce their

costs. Some live within a short distance of the training facility while others will have to factor in travel costs. Your territory will also determine the costs you will incur. The company provides a breakdown of the costs to start up on their website. Keep these particular costs in mind:

- ✚ the franchise fee
- ✚ travelling costs cost of equipment and tools
- ✚ advertising and marketing
- ✚ initial office costs including insurance and fulfilling legal requirements
- ✚ funds for the first three months
- ✚ meetings and conventions

All these costs may vary depending on where you are and your stage in the industry.

**Royalty fee** = 7% of your gross revenue. On average if the gross revenue for franchisees in 2016 was \$ 214,314.00, then the royalty fee paid would be \$15,000 for the year, or \$1250 per month.

**Brand Fund** = 4% of gross revenue

### **Financing Options**

The company offers financing for up to \$9,000 of the franchising fee, potentially reducing your start-up costs to between \$ 27,350 – 33,550. You of course have other financing options and do not have to stick to what is offered.

The company also has a **veteran's incentive** which is 20% of the franchising fee. That changes the fee for veterans to \$17,520.

### **Support offered**

- ✚ Training. The company offers 80 hours of classroom training as well as 16 hours of on-the-job training.
- ✚ Access to the company newsletter
- ✚ meetings and conventions
- ✚ ability to call toll-free
- ✚ field operations support
- ✚ assistance in selecting your business location
- ✚ a grand opening
- ✚ software for your business
- ✚ an intranet platform

- ✚ help with marketing through cooperative advertising (where you get mentioned in a company ad), regional and national advertising, giving you access to ad templates, help with your website and customizing it for search engine optimization and a loyalty program

You can read more on the Pillar to Post franchise at their website <https://www.pillartopostfranchise.com>

## **Home Team Inspection Service**

This company was begun in 1992 and has been in the home inspection business for the past 26 years. It was begun by Paul Spires Jr. who remains the owner up to date. It makes a unique boast of utilizing a team effort in each of its home inspections. The company has utilized these teams made up of experts in various fields to ensure a more thorough and professional inspection. This also saves time as it is not only one expert viewing a house at a time. They also provide area specific inspections and testing where these are required by your state or county.

This however does not mean that you as a franchisee will be required to hire a team of experts whenever you do an inspection. Other factors will come into play such as the size of the house or property and what specific services your client requires among others.

Home Team Inspection Services also boast the use of technology to carry out more thorough inspections. They make use of drones and infra-red cameras. They also make themselves available for 48 hours and provide clients with full-color detailed reports.

Some of the services offered by the Home Team Inspection Service include:

- ❖ Electrical systems
- ❖ plumbing system
- ❖ heating and cooling
- ❖ roof and attic
- ❖ windows and doors
- ❖ site and drainage
- ❖ flooring and walls
- ❖ foundation
- ❖ water heating
- ❖ porches and decks
- ❖ gutters and drains
- ❖ siding and exterior
- ❖ other ancillary services

In addition to this, the company offers other **specialized services** to their clients through its experts. You may be interested in this company as a franchise if you are skilled or interested in these areas. It is also a good point to note that these extra services make the inspector stand out more as he has more to offer than the regular inspection services. These specialized services include:

**Asbestos testing** – this is mostly found in shingles, insulation, sometimes on the floors and ceilings and other places.

**Indoor air quality testing** - this involves a measure of the Volatile Organic Compounds (VOCs) in the air as well as provision of a cause of action to make the air in the home safer.

**Chinese dry wall inspections** – the materials used in this drywall have caused damage to water supply lines and electrical wires and these cannot be detected in a normal inspection. Thus this company offers this service through its professionals to home buyers interested in homes constructed in the period between 2004 and 2007. These are the ones which have made use of this material.

**Four point inspections for the sake of insurance** – these are inspections focusing on four specific areas that the insurance company is interested in and may not be as intensive as a normal home inspection. They normally cover electrical systems, plumbing, roof and the heating, ventilation and air conditioning system (HVAC).

**Energy audits** – this is a quest to save energy by identifying where the most waste is and what is causing it as well as finding ways of saving energy in a home.

**Pest and termite inspections** – structural damage can be experienced in a home which has been invaded by insects that destroy the wood. Such an inspection is welcomed by clients as it may save them a lot of money should the house experience severe damage.

**Lead testing** – lead is poisonous and especially dangerous to children. It can be released into homes when old lead based paints deteriorate. This is another great area to specialize in and sell as part of your home inspection.

**Mold testing** – mold may or may not be seen depending on where it has grown in a home. It however aggravates allergies and can pose a serious health risk.

Home Team provides this and other specialized services which are designed to make them stand out as well as a plus for a franchisee to have access to.

### **The franchising benefits**

Home Team Inspection service offers some specific benefits to each of its new franchisees. These include:



- ❖ The team concept where a team accomplishes a more thorough check than an individual could and within a shorter time
- ❖ The network where each franchisee can take advantage of other owners for mentorship and support
- ❖ The report which is generated quickly with color pictures and a detailed summary
- ❖ More than 20 ancillary services some of which have been listed above
- ❖ The reputation of the company which it has built over 25 years and its experience of carrying out more than 1,000,000 inspections

### **Financial requirements**

The **franchise fee** for this company comes in three different categories.

**Premium** = \$55,000

This gives the franchisee a territory of 150,000 owner occupied homes. To join the company under premium you must meet higher qualification standards.

**Standard** = \$45,000

The number of homes in your territory under this category are up to 100,000 owner occupied homes.

**Limited** = \$35,000

The number of homes in your territory here will be up to 50,000 owner occupied homes.

**Start-up package** = \$8500 and this covers all that you will need for your business for the first six months.

**Working capital** for premium package = \$15,000 This is only for the premium package.

**Royalties** in HomeTeam vary depending on your sales. They are as follows:

Under \$500,000 gross sales = 6%

Over \$500,000 gross sales = 5.5%

Over \$750,000 gross sales = 5%

Over \$1,000,000 gross sales = 4%

**Advertising and marketing** = 3% of gross sales

The **franchise fees** and royalties will give you access to the following:

- ❖ Full time operational support which will be guaranteed as long as your business exists
- ❖ Ongoing marketing support
- ❖ Referrals from national shows
- ❖ Support for building your teams
- ❖ Mentoring in the field
- ❖ Training personalized for you at the headquarters for a full week covering inspection, business and sales
- ❖ Training for your employees

A territory that is protected

The **start-up** package will avail the following to you:

- ❖ Marketing materials that are custom made for you and numbering above 6,000
- ❖ Employee uniforms, vehicle wraps and other branding materials
- ❖ A technology package
- ❖ An inspection package including but not limited to a pressure gauge, a moisture meter, a voltage meter, binoculars, GFCI tester, an infra-red tester and telescoping ladder

You can learn more about Home Team Inspection Service at <https://www.hometeamfranchise.com>

### **National Property Inspections Inc.**

This company was founded by Roland Bates in 1987. The company operates both in the USA and in Canada under the name Global Property Inspections. They offer franchising opportunities in both countries.

This company provides commercial and residential inspections, government required inspections, insurance and corporate relocations inspections.

They boast of computer generated reports which are generated on-site and these reports meet both ASHI and NAHI standards.

The services offered for home inspection include inspections of the foundation, roof, furnace, air conditioning, electrical systems, plumbing, inspections of lots and grounds.

The three things that they pride themselves in are professionalism, honesty and integrity in all their inspections. Their inspectors receive:

- ❖ extensive and in-depth training in the classroom as well as hands on field training
- ❖ they are trained to adhere strictly to the prescribed standards of the home inspection industry
- ❖ they also receive technical support on each day of the week

### **Financial Requirements**

Initial Investment required = \$43,200 - \$47,000

Liquid cash requirements = \$43,400 - \$47,100

Initial franchise fee = \$34,900

Ongoing royalty fee = 8%

Veterans incentive = 15% off of the franchise fee

### **Other support offered to the franchisee**

- ✚ Access to company newsletters
- ✚ Introduction of new franchisees in the online blog
- ✚ Allocation of a territory
- ✚ Proprietary software
- ✚ Networking through meetings and conventions
- ✚ An intranet platform

- ✚ Marketing support on national media, social media, offering of ad templates among others

The company offers the new franchisee 40 hours on-the-job training as well as 120 hours of classroom training. Any training done after this is optional.

### **Other statistics**

The company gained over 67 units in the last three years.

More information on National Property Inspections can be accessed through <http://www.npifranchise.com> or <http://gpifranchise.com> in Canada.

## **House Master Home Inspections**

House Master was begun by Ken Austin in 1979 after he had run a home inspection service for 9 years since 1971. The company has 39 years experience in the home inspection franchising industry.

House Master offers an inspection of all systems in a home, an express report generated on-site, a limited inspection guarantee and a group errors and omissions insurance program covering franchisees.

The services specifically offered and advertised by this company are in five areas in the home. These are:

- ❖ Roofing including shingles, flashings, chimneys, skylights and gutters
- ❖ Exterior elements including siding, windows, doors, railings, garages and decks
- ❖ Interior elements including ceilings, walls, attics and other visible areas
- ❖ Foundation and substructure including major structural elements and foundation walls
- ❖ Kitchen including any built-in elements and plumbing

In addition to this they also offer a few specialized services and these include:

- ❖ Pool testing
- ❖ Septic/Private waste
- ❖ Water testing

## **Benefits offered to new franchisees**

### **❖ Exceptional training**

HouseMaster prides itself in the exceptional training that it provides to its franchisees. Their training includes technical training, business training, sales and marketing as well as being equipped with any other training necessary for your success.

Once the new franchisee has received his initial training, then he is handed over to the franchise development team who will walk with him/her through setting up of the business. This team will guide the franchisee through more hands-on training in technical areas, sales and marketing and other relevant matters.

To supplement the classroom, and field training, the franchisee will also be given opportunities to network with other colleagues as well as learn new developments in the industry through conferences held nationally and regionally each year. In these conferences, every franchisee goes home better equipped and with new ideas to take his practice to the next level.

### ❖ **Supportive Business functions**

As the franchisee's business grows and expands, HouseMaster provides some critical business functions. These include:

- ✚ Recruitment of staff and developing them
- ✚ Operational support
- ✚ Continuing education and technical training
- ✚ Help with accounting
- ✚ Sales and marketing support

### ❖ **An old and trusted name**

As a new franchisee you will be leveraging the good name and reputation of HouseMaster as well as the experience that the company has gained over its many years of existence. Everything offered by the company has been tried, tested, and remade to make it more efficient. The marketing plan is practical, easy to understand and follow and allows you to keep your eyes on the goal at all times while going about your daily activities.

### ❖ **Franchise Community**

HouseMaster has franchisees who are sometimes 2<sup>nd</sup> and 3<sup>rd</sup> generation owners. Some franchisees recommend their family members to join Housemaster as well. About 20% of their franchisees go back 20 years with the company. The franchisee community is very strong and you will get to interact with them online on intranet platforms, and at annual and regional meetings. As a franchisee you will also get a chance to be a member of the **Franchise Advisory Council, the marketing board and the technology board.**

### **Specific advantages of HouseMaster**

- ✚ Reducing annual royalties as gross sales grow
- ✚ Tried and tested marketing techniques
- ✚ Minimal start-up costs
- ✚ Relevant proprietary technology

- ✚ Support network of peers with experience and competence
- ✚ Excellent leadership ranking higher than peers in the industry
- ✚ Flexibility in scheduling ensuring you work better hours

### **Financial Requirements**

Initial franchise fee = \$42,500

Should you want an additional territory, the franchise fee will go down to \$32,000.

Initial investment = \$ 60,100 - \$106,150

This is the range of the total start-up costs

Veterans incentive = 15% off of franchise fee which is \$9,015

Liquidity requirements = \$45,000

Minimum net worth requirements = \$100,000

### **Other requirements**

Annual royalties – royalties are on a sliding scale beginning at 7.5% and reducing to 5% on gross sales of over \$1,500,000.

Ad royalty fee = 2-2.5%

Classroom training = 40-120 hours

Number of employees required = 1-5 employees

More information on House master can be obtained by visiting their website at [www.housemasterfranchise.com](http://www.housemasterfranchise.com)

## **WIN Home Inspection**

This company was founded in 1993 and has been franchising since 1994. It is currently has over 190 franchisees in 33 States in the US. It began in the Pacific Northwest and dominated its market before spreading to other states.

One of its major assets is its franchisees who are not only trained to do routine home inspections but many of them also have specialized training in radon testing, mold testing, water quality analysis, septic systems analysis, pool inspections and lead testing.

He core values of the company are professionalism, service with integrity, commitment to relationships and innovative technology.

## **Leadership**

The leadership of the company is comprised of people from various sectors and not just the construction industry. The Chairman and the CEO were founding members of the company that formed WIN. They both have experience in the residential and commercial construction. The training manager Patrick Knight owned a successful WIN franchise before joining the company.

## **Categories of inspections offered to real estate professionals**

- ❖ Home inspections – these are the normal home inspections examining the systems of a home with a report generated the same day or the next day
- ❖ Condo, duplex, manufactured home, multi-duplex and townhome inspections – the home inspectors have the skills to inspect various types of dwellings and will inspect them and give a professional report
- ❖ Inspection of new constructions – this service ensures that the home is inspected as it is being constructed especially during critical stages so that the client is confident of quality and soundness of the home
- ❖ Light commercial inspections – the inspector will make sure that the property meets the standards set for commercial buildings

## **Ancillary services offered by WIN**

The specific services offered in this category include:

- ❖ Radon testing
- ❖ Infra-red thermal scans to detect issues behind walls, ceilings and floors
- ❖ Testing for wood destroying organisms



- ❖ Pool inspections
- ❖ Septic inspections
- ❖ Air quality and water quality inspections
- ❖ Well flow testing

### **Categories of inspections offered to home buyers and sellers**

- ❖ Home inspections – the normal home inspection with a report delivered within 24 hours
- ❖ Move-in inspection which is an inspection of a newly constructed home to identify any issues which can be corrected by the builder before the final handing over of the house
- ❖ One year anniversary inspection - this is tailored to happen a month before the expiry of the builder's warranty. This allows the home owner to have the necessary repairs done before the warranty expires.
- ❖ A home buyer consultation which is an explanation of the inspection report in more detail
- ❖ Condo, duplex, manufactured home, multi-duplex and townhome inspections
- ❖ Ancillary services which are as listed in the real estate categories

WIN home inspections has tried to differentiate their service offering to their customers in order to stand out in the market place. They have various methods of doing this which each home inspector is expected to adhere to.

### **The WIN Way**

This is defined by the company as doing 100 things 1% better. This is basically doing things with the customer in mind. The report produced must be professional and easy to understand. Information is relayed in an actionable way so that the client knows the next step to take. Respect and appreciation is emphasized and maintained at all times.

Services are personalized and professional and clients concerns and questions are listened to and answered. Inspections are characterized by the following:

- 🚦 Timely arrival for appointments and in a WIN branded vehicle
- 🚦 Inspectors are attired in WIN uniforms and always use booties in a clients home

- ✚ All inspectors are licensed and insured and use the same software when inspecting a premise

WIN also stands out as a franchisor because 25% of its franchisees are veterans.

### **Financial Requirements**

Start-up costs = \$44,250 - \$67,500 These costs have been broken down by the company as follows:

Initial franchise fee = \$22,000

Travel and living expenses for training purposes = \$1,500 - \$2,500

Start-up package consisting of a toolkit, uniforms, marketing plan, computer, software licensing fees, conference fee and vehicle decals = \$7,200 - \$8,500

Vehicles on lease or down payment on purchase = \$0 - \$3,500

Insurance both professional and general liability down payment = \$900

Licensing and training required by your state = \$0 - \$5,000

Licensing for business and DBA filing = \$50 - \$500

Online training fee = \$600

Three months daily requirements (as you incur the costs of business) = \$12,000 - \$24,000

### **Financing options**

The company finances qualifying candidates for up to 50% of the franchise fee. To qualify for this facility you must have a credit score of at least 650 in addition to other qualifications. The financing comes at a cost of 8%.

For veterans, there is an incentive of 30% off the franchise fee.

### **Earning potential**

The company did a survey of their franchisees that had been in business for at least three years by end of 2016. They were 146 in number. The average revenue of these franchisees was \$159,244.

Out of these 146 franchisees, about 49 exceeded the average revenue figure. The average revenue of these franchisees was \$259,010 during the same period.

WIN Home Inspections makes it clear that the earning potential of any franchisee is determined by their skills, their determination and also by the prevailing market conditions in their area.

### **Franchise Territories**

The company defines territories for its franchisees based on how many active real estate agents are there as well as the number of transactions taking place. This allows franchisees to zero in on key targets rather than working a large area with little focus. It is beneficial for building relationships with other players in the industry, reduces vehicle time and enables team work with other franchisees. Each franchisee has their own territory and they can thus work well with others because there is no competition between them.

For more information about WIN Home Inspections you can go to their website at <https://winfranchising.com>

## **Amerispec Home Inspection Services**

This company was founded in 1987 in Orange County, California and it began offering franchises in 1988. They offer interior, exterior and structural inspections all over the country. The company also has relationships with Terminix, MerryMaids and Furniture Medic through ServiceMaster which it joined in 2007. This allows its clients to get discounts from its partners. Today the company has more than 180 independently owned franchises which conduct over 80,000 inspections in both the US and Canada every year.

The company's home inspection generally includes the following areas:

- ❖ Exterior home components
- ❖ Electrical systems
- ❖ The attic and the roof
- ❖ Plumbing systems
- ❖ The foundation
- ❖ The basements

Their additional services which inspectors require specialty training in include:

- ❖ Carbon monoxide testing
- ❖ Commercial property inspections
- ❖ Energy assessments
- ❖ Gas leak detection
- ❖ Infra-red inspections
- ❖ Inspecting for wood destroying insects
- ❖ Irrigation systems tests
- ❖ Lead-testing
- ❖ Mold testing
- ❖ New home constructions
- ❖ Pool and spa testing
- ❖ Radon testing
- ❖ Septic tests
- ❖ Water testing
- ❖ Well tests

## **Benefits offered by Amerispec**

For the new franchisee, the company offers many benefits

- ❖ Training - Amerispec boasts of a state-of-the-art training facility with instructors who are available full time. The Amerispec inspector receives instruction in the class room, hands on technical training at

the training facility as well as in-field inspections. The trainers are well experienced professionals who have a combined experience of over 60 years.



At the training facility the company has training aids that include a replica home (shown above), roof, water heating, plumbing and electrical panels and appliances. The home is functional in some areas and students can conduct an inspection there and also in classes with the aid of used equipment brought in for this purpose.

- ❖ National accounts which give the franchisee potential for recurring revenue - These national accounts may not be available in all areas and where they are, the company does not guarantee that it will give you a referral.
- ❖ The software provided to the franchisees is state-of-the-art. It allows you to schedule, market, manage your contacts, collect data and generate reports.
- ❖ They also provide support in business, marketing and also avail technical support to their franchisees.

### **Key distinguishing factors**

The company tries to distinguish itself by stating clearly that it offers inspectors and not inspections thus placing value on the skill and competence of the inspector.

It also prides itself on communicating clearly to all parties involved without endangering the transaction. The report from the company includes the Amerispec report, a home repair manual and a seasonal maintenance checklist. The home inspectors are also available for consultations via phone afterwards.

The third thing that the company prides itself on is standardized service offering to the customers. The inspectors receive the same high level training that ensures that each customer receives the same consistent high level of service. This emphasis on good service is designed to impress and if possible generate referrals.

## **Training design**

- ❖ Initial franchisee training which an intensive two week training is done at the academy in Memphis Tennessee. In this training aspects of business are taught as well as advancing technical skills
- ❖ Model House training which gives the inspector an opportunity to inspect all the components of a house.
- ❖ Certification training including:
  - Online pre-academy training taking up 40 hours and accredited by ASHI
  - Technical training accredited by ASHI and going upwards of 40 hours
  - Technical competency exam
  - Several in-field inspections

## **Support provided**

As a franchisee you will have access to

- ❖ The annual convention where you will receive business training as well as opportunities to network with others who have experience and expertise
- ❖ Participate in workshops organized regionally together with technical training classes
- ❖ A consultant who will guide you in your business development right from the start especially with regard to sales plans, marketing plans and financial plans
- ❖ An intranet platform for franchisees
- ❖ YouTube videos with detailed specialized inspections

## **Financial requirements**

Initial franchise fee = \$24,900

Initial marketing and technology package = \$3,900

Working capital = \$15,000

Total start-up costs = \$43,800

## **Ongoing fees**

Royalty fee = 7%

Ad royalty fee = 3%

### **Financing options**

The company offers financing for qualifying candidates via SMAC (Service Master Acceptance Company) their affiliate. Through SMAC qualifying candidates can access financing of up to \$21,800 of the start-up costs which is paid up over a period of four years.

### **Available markets**

These are the current available markets in the company though they are subject to change over time. Arizona, California, Colorado, Connecticut, Florida, Georgia, Hawaii, Idaho, Kentucky, Louisiana, Massachusetts, Michigan, Nevada, New Hampshire, New Jersey, New York, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Virginia and Washington.

There are also locations available for sale. These already existing locations have unique advantages according to the company. These include an existing customer base, experienced employees and market awareness.

However one must always seek to understand why the existing business owner is selling the business. It could be that the market is tough or saturated. These locations include: Springfield Illinois, West Point Georgia, Gladstone Montana, San Diego California, and Huntsville Alabama among others. Again these may be subject to change over time.

The people that the company is looking for to join their franchise network come from wide ranging professions. These include construction, claims adjusters, corporate America, Sales and Marketing professionals, recent graduates, IT professionals, real estate and insurance industries.

For more information on the AmeriSpec Inspection Service, visit their website at <https://www.amerispec.com>

## The Brickkicker Home Inspection service

This company has been in the home inspection business for more than 20 years. One of the founders Len Franckowiak had begun and ran the Home Building Institute, training realtors and other parties on the various aspects of home building. Through his interactions with realtors who wanted his opinion on properties he saw the need to begin a home inspection business. Thus in 1992 he partnered with Ronald Ewald to begin the Brickkicker Home Inspection.



The company is headquartered in Naperville Illinois with Ronald Ewald holding the role of Chief Executive Officer.

The company offers three categories of inspections. These include:

### ❖ Residential inspections

In this category inspections are done for single family homes, condos and town homes.

### ❖ Commercial inspections

These services are offered to tenants, owners and property managers. The inspection is carried out without disturbing normal business activities and covers various areas. these include accessible areas, operating systems and the physical structure. The assessment will cover installed mechanical systems, HVAC systems, plumbing and its components, roof surfaces, windows and doors, site review among others.



### ❖ **Environmental testing**

This involves radon testing, checking for asbestos in roofing and insulation, lead testing, water testing, mold testing among other environmental checks.

### **Franchising with Brickkicker**

The company believes in partnering with entrepreneurs as they encounter the opportunities and challenges that present themselves in the home inspection arena. They provide much needed guidance and support as well as a network of other entrepreneurs who will help the new franchisee along. They offer support on technical issue as well as other business issues.

The company offers various benefits of taking up their franchise. These include:

#### ❖ **Value addition to your business**

They offer the chance for the home inspector to be recognized as a competent and credible business person in the industry. Just like with any other franchise from a well established company, the franchisee is basically purchasing the reputation and the opportunity to tap the experience and skills that come with the name of the company.

#### ❖ **Partnership in the marketplace**

Going it alone in any business has a fair amount of challenges which can be halved by joining up with a well established partner. By joining the franchise, the company offers solutions to problems that you will encounter because numerous other in the franchise have encountered and surmounted them before. Having a network of franchisees that have faced or are facing similar challenges especially when the market dynamics change will provide support to surmount them. A network of experienced professionals will also help when you are conducting an inspection and encounter something totally new and out of your purview.

#### ❖ **Help through various stages of the business**

This will ensure that you do not give up in frustration as you go through the various stages of the business cycle. The company has seen many franchisees through their first months and years of business and will use

this knowledge to steer you in the right direction at whatever stage of the business you are in.

### ❖ **Training through the Brickkicker University**

The standard and quality of training given to trainees at the Brickkicker University is as per industry standards and accepted by the major associations in the industry. The university utilizes industry professionals who have tons of experience to draw from. They make use of regular staff as well as specialists who provide an all round understanding of the home inspection business.

The training program will also give you an opportunity to see how a home inspection business operates. The company performs thousands of inspections each year and just like any business this involves scheduling, inspecting and reporting. Through the training program you will be given the opportunity to carry out an inspection with home buyers present.

The company has partnered with InterNACHI (The International Association of Certified Home Inspectors) to enable their franchisees to access their distance learning program. This helps both in adding to your knowledge and in meeting any licensing requirements required by your state.

### **Ongoing support**

The support that you will receive continually includes:

- ❖ Sales and marketing support including digital marketing, custom landing page and unique monthly collateral
- ❖ Technical support including a system of producing superior reports, a portal for all resources that you require, and access to a back office suite for scheduling and creating a database
- ❖ Inspection support which is availed before the inspection, while carrying out the inspection and after the inspection

### **Markets that they are looking to open**

These are in various categories:

- ❖ The West including Phoenix Arizona, Oakland California, Boise Idaho, Salt Lake City Utah among others
- ❖ The Mid-west including Toledo Ohio, Branson Montana, Grand Rapids Michigan among others
- ❖ The Northeast including Portland Maine, Manchester New Hampshire and Providence Rhode Island

- ❖ The South including Mobile Alabama, Savannah Georgia, Bowling Green Kentucky, Tampa Florida among others

### **Becoming a Brickkicker franchisee**

The company describes six steps which are taken by anyone who is interested in becoming one of their franchise partners.

**Step 1** is the review of the qualification criteria. This involves getting your basic information to establish your background, area of interest and any requirements for licensing in your state.

**Step 2** is an introduction to the company where a representative of the company contacts you and provides more information on the company.

**Step 3** is the Federal Disclosure Document which will be provided to you so that you can understand the system and the requirements of the franchise.

**Step 4** involves assessments of your technical expertise, a back ground check and a review of any further information that you give about yourself.

**Step 5** is where the training begins. This can be through distance learning or face-to-face training depending on your preferences and scheduled at your convenience.

**Step 6** happens when you start out in your marketplace and involves a visit from a representative of the company who will guide you and help you in the operations of your business.

### **Financial requirements**

Initial investment = \$16,750 - \$44,550

Initial franchise fee = \$12,000 - \$27,000

Ongoing royalty fee = 6%

Ad royalty fee = 2%

Veterans incentive = \$2,000 -\$4,000 off the franchise fee

For more information on The Brickkicker Inspection Services you can go to their website at <https://www.brickkicker.com>

## **Inspect-It 1<sup>st</sup> LLC**

The company was started in 1991 by Richard Schneider and in 1998 it began to offer franchises. The company conducts wide ranging services including construction phase inspections, listing inspections, commercial inspections, consultancy for construction, expert witness testimony and real estate arbitration.

The company states that it provides inspections with professionalism, expertise, knowledge and customer care in the following areas:

**Buyer Home Inspections** – these include exterior (walls, siding, decks, foundation, roofing, doors and windows), interior (appliances, attics, basements, floors, ceilings, fireplaces, outlets and interior walls) and systems (ventilation, heating and cooling, plumbing and electrical). The report produced includes items that require to be replaced, repaired or watched along with color photos and a detailed summary.

**Commercial inspections** – and these include multi-storey buildings, apartment complexes, malls and others. The areas inspected include the building's structure, exterior, foundations, electrical and plumbing systems, HVAC, parking among others. The report is presented face to face and if necessary to multiple parties with a scope of service defined for the client.

**Limited scope inspections** – this is determined by the client who may want a specific item inspected separate from a full inspection. It can be a request to inspect a roof, or the heating, ventilation and cooling system or any other inspection that does not involve a full scale home inspection.

**Other inspections offered include:** infra-red thermography, termite inspections, pest inspection, microbial growth testing, radon inspections, roof inspections, water testing, pool inspections and seller home inspections.

### **Core values**

**Integrity** – the company makes a commitment to be honest and forthright in all their dealings, adhering to high ethical standards.

**Golden rule** – this emphasizes respect in the treatment of others

**Objectives** – these are clearly stated and the performance of the company is measured against them.

**Excellence** – a commitment to continuously improving performance and efficiency through cutting costs and achieving high performance.

**Profit** – the reward for the effort put in allows the company to continually invest in its people and in its operations.

### **Financial requirements**

Initial investments = \$32,400 - \$43,400

Initial franchise fee = \$24,900

Ongoing royalty fee = \$200 - \$400 per month

Ad royalty fee = \$50 per month

Veterans incentive = 10% off franchise fee

### **Launch Package**

The company offers a launch package covered in the franchise fee. This package comes with the following benefits:

- ❖ A training program in 3 phases which include online home study, 10 days class and field training and launch coaching that lasts 12 weeks.
- ❖ Enrollment in the new franchisee mentoring program
- ❖ A large operating territory
- ❖ Access to over 300 sales and marketing tools
- ❖ An email, a website and a branded landing page
- ❖ An infra-red camera and its accessories
- ❖ Access to a newsletter produced monthly
- ❖ Access to a realtor webinar series produced quarterly
- ❖ Proprietary software and license to generate inspection reports

For more information about Inspect-It 1<sup>st</sup> LLC please visit their website at <https://www.inspectit1st.com/>

## **A Buyer's Choice Home Inspections**

This company began as a Canadian company and then expanded its locations. It now has franchisees in Canada, USA, Chile, India and New Zealand. It has been franchising since 2007.

The company offers many outstanding benefits that distinguish it from its competitors in the market. Some of these benefits are:

**Warranty after home inspections** – this is a 90 day warranty that covers some structural and mechanical systems.

**Recall list** – this is a list of 225 million customer recalls that has been put together from public records. This list helps inspectors to specifically inspect homes for the issues covered in the list and ensures a more thorough check.

**Mold Safe** – this is an assurance that should a client's home experience mold within 90 days of the mold check, then they are covered for remediation.

**Sewer protection** is an assurance offered for 90 days after the inspection date covering your water line and sewer line against failure.

**Roof protection plan** – under this plan your roofs leaks are repaired for up to five years after inspection.

**Home owner's resource** – this offers free technical support to the homeowner for life.

## **Services offered**

**Home inspections** - these are focused on protecting the investment of the client. Some of the items covered in these include foundations, structures, kitchens, bathrooms, attics, roofs, gutters, chimneys, fireplaces, siding, electrical systems, plumbing systems and others. With each inspection the client receives value additions such as thermal imaging, utility service set up and a 90-day warranty.

**Pre-sale home inspections** – this is a service offered to home sellers in order to identify any issues that need fixing prior to making a sale. It avoids the stress of delays, added expenses and potential loss of a deal should issues be discovered by potential buyers.

**Commercial building inspections** – these can be performed to meet the American Society for Testing and Material Standards (ASTM) or a

more thorough inspection can be done. The latter inspection will involve the company managing a team of specialists to examine each system thoroughly and provide a report of findings.

**WETT Inspection** – in this inspection, a Wood Energy Technical Transfer specialist will certify that your system is properly installed and operates well posing no risk to your home or its occupants.

**Other services offered** – these include radon testing, renovation deficiency and home maintenance.

### **Financial requirements**

Initial investment = \$36,343 - \$43,192

Net worth requirements = \$36,665 - \$42,715

Liquid cash requirement = \$29,900

Initial franchise fee = \$29,900

Ongoing royalty fee = 8%

Ad royalty fee = 3.5%

Veterans incentive = 10% off franchise fee

### **Training**

Training in this company comes under unit franchise training and international master franchisee training

#### **❖ Unit franchise training**

Under this training, a new franchisee will receive pre-training which is a guided home study. After completing the pre-training, the franchisee will be invited to attend the intensive boot camp at the head office where technical skills and all aspects of the business are taught. At the end of the boot camp the trainee will conduct customer inspections, be tested and awarded a certificate of completion.

The training concludes with a 6 month mentoring program where a new franchisee receives a weekly training call. The new franchisee also received on site support from the regional manager as they establish their business.

Ongoing training and refresher training are expected of each franchisee annually in addition to the company's annual education based conference.

❖ **International master franchisee training**

With the thorough training given in the unit franchising, a franchisee can easily become an expert in the home inspection business. Master franchisees are trained by the company CEO Bill Redfern on how to sell franchises, manage them and handle business operations on a daily basis. However in order to be able to offer and sell franchises, one has to meet their particular state legislations.

For more information on A Buyer's Choice Home Inspections you can visit their website at <https://abuyerschoice.com/>



## **Training as a Home Inspector**

The first step in becoming a home inspector is to receive the appropriate training. This may be the basic home inspector training required by your state for the sake of licensing as well as additional training to help you stand out in the market.

There are many schools in United States offering training to trainees all over the country. Most of this training comes with a distance learning program to familiarize the trainee with the home inspection basics, classroom sessions with props to help the trainee understand the systems of a house and where possible defects may lie and a field training schedule.

Each aspect is important as it will enable the trainee to not only pass the National Home Inspector Exam, but also to gain the confidence to perform inspections in the real world.

## **Selecting a School**

When selecting a school, you will want to consider the following:

- ❖ **Their course content or curriculum** – ideally the school should cover all the systems of a house including the exterior, interior, electrical, plumbing, heating, ventilation and the air conditioning systems, the foundations, roofing and more.
- ❖ **Access to in-class or field training** – it is critical that you have some field training or some in-class access to various house components. Otherwise your knowledge will remain theoretical. Many schools offer live classes in various states on a rotational basis. Find out whether the school you are considering has classes scheduled for your area.
- ❖ **Reputation** – it is important to consider the reputation of the school that you want to attend. If you are completely new to the field, you can ask around or call a home inspection association to find out about it. However, do not write off an institution because it is new. It might be new but offer the latest in terms of home inspection techniques. Some old home inspection schools have hardly changed their curriculum in years.
- ❖ **Cost** – how much can you afford to pay? A school may be everything that you want but still be out of your range. Find out whether you can pay the cost of training in installments or look for another that can accommodate your budget.
- ❖ **Pre-licensing requirements of your state** – it is good to find out what your state requires before you select a school. There are some programs out there which offer distance learning courses which are

very basic and will not meet many pre-licensing requirements. Be very sure about what you are paying for especially if you are looking to meet state requirements.

- ❖ **Accreditation** – are the courses offered in the school accredited? An accredited school is one which meets certain standards of academic excellence as set by the government, state or peer review boards. This point goes together with the pre-licensing conditions of your state. A school may be offering good courses but has not received accreditation for this and this may make your credentials suspect in the industry. Thus find out which courses in the institution are actually accredited before enrolling yourself for them.

## American Home Inspectors Training

This school has been in the training business for over 10 years. It has classroom based learning in all States in the US.

### Certificate courses

The courses cover the entire inspection process making use of instructor presentations, GoPro videos of inspections and other relevant materials. The school covers the inspection course in small sections where 14 aspects of a home inspection are taught. These are:

- ❖ Business practices
- ❖ Cooling
- ❖ Electrical
- ❖ Exterior
- ❖ Fireplaces and wood burning appliances
- ❖ Heating
- ❖ Insulation
- ❖ Interiors
- ❖ Irrigation systems and environmental issues
- ❖ Plumbing
- ❖ Pools and spas
- ❖ Risk management tips for home inspectors
- ❖ Roofing
- ❖ Standards of practice and code of ethics
- ❖ Structural
- ❖ Ventilation

Each section is covered in depth to allow for a better understanding of the item. A sample course outline of the roofing for example covers the following items:

- Asphalt shingles
- Wood Shingles / Shakes
- Concrete / Clay tile
- Slate
- Asbestos Cement
- Metal (standing seam/stamped)
- Roll roofing
- Built-up / Tar & Gravel / Hot-mop
- Membranes (PVC, EPDM, TPO)
- Flashing(penetration, valleys, skylights)
- Chimneys(clearances, flashing, spark arrestors, crickets)
- Roof Drainage
  - Gutters(aluminium, steel, copper, wood, plastic)
  - Scuppers
  - Roof drains

The costs of the training will depend on the State in which you are in. For example, in Oregon the basic Professional Home Inspectors course together with the training manual and a few tools will cost you \$695. The standard Professional Home Inspectors course will cost you \$895. This will come with a few tools, and a few manuals including the national home inspector's examination manual.

### **Master classroom course**

These classes are scheduled on specific days in different states and you will need to check with their training calendar to find out when a class will be held in your state. This calendar can be accessed online.

### **Continuing education**

The institute also offers continuing education in various areas including marketing, technical courses, specialty courses, self-study and correspondence courses. Some courses under specialty and self-study are listed below:

#### **Specialty courses**

- ❖ 16-hour initial radon measurement webinar @ \$249
- ❖ Advanced radon measurement @ \$225
- ❖ Sewer scan @ \$595

#### **Self-study courses**

- ❖ General septic inspection/dye testing course @ \$79
- ❖ National wildlife identification control @ \$320
- ❖ Indoor air quality technician @ \$295

### **Other Products**

Other products offered by the institute include books, report forms, inspection software, marketing materials, weekend field training and exam preparation materials.

For more information on this school you can visit their website at <http://www.ahit.com/>

## **Professional Home Inspection Institute**

This school has twenty years of experience training and certifying home inspectors in both the United States and Canada. They offer both online and face-to-face training at no extra fee.

The school offers their students free home inspection software, an upgrade of \$399 and a business website with the capability to process credit cards as well as deliver inspection reports to clients.

### **Home inspection courses**

The school offers home inspection courses under various categories. These include:

**Home inspector certification course** – this course takes 90 hours of online learning and covers the basics of home inspection. Cost = \$595

**Advanced continuing education home inspector course** – this course takes 32 hours but can be availed as 8 hour modules. The areas covered here are:

- ❖ Heating and air conditioning
- ❖ Interiors ad report methods
- ❖ Plumbing and electric systems
- ❖ Structure, exterior and roofing

The cost of this course is \$395.

**Defect recognition course** – this course takes 8 hours and covers 275 defects that can be found in homes with photos for demonstration. Cost = \$199

**Simple home construction course** – it covers the basic elements of a construction from beginning to end. It also gives a history of home constructions in the last century and enables students to become familiar with terms. The course takes 8 hours. Cost = \$199

**House framing course** – this 45 hour course familiarizes the students with all types of frames and where defects may occur on frames. Cost = \$299

**Marketing and business development** – this is a 12 hour course designed to help the home inspector acquire the skills necessary to run their business successfully. Cost = \$199

**Manufactured/ mobile home course** – this is a fast growing market in the industry and this 16 hour course equips you to inspect it and know specifically what distinguishes it from a site built home. Systems covered

here include bracing and support systems, metal roofing, skirting, 4-wire electrical services and various construction methods. Cost = \$299

**Pool and spa inspection** – this is a 14 hour course that comprehensively covers below and above ground pools, hot-tubs, spas and portable pools. Cost = \$199

**Wind mitigation course** – this is a 3 hour course which enables the inspector to perform wind and hurricane mitigations inspections. Cost = \$89

### **Environmental courses offered**

**Residential mold inspector certification course** – the student is equipped to perform mold inspections according to national standards. The course takes 90 hours and results in the Certified Residential Mold Inspector (CRMI) certification. Cost = \$299

**Commercial mold inspector certification** – this is a 16 hour course and it results in the Certified Commercial Mold Inspector (CCMI) certification. This certification enables the inspector to inspect apartment complexes, office buildings, warehouses and multi-unit properties. Cost = \$249

**Mold remediation certification course** - this course teaches the student on correcting and cleaning mold problems it lasts 40 hours and results in the Certified Mold Remediator certification. Cost = \$299

Other environmental courses include:

- mold remediation protocols course
- mold basics
- environmental hazards
- structural pest inspector
- ozone/hydroxyl remediation
- radon measurement course

### **Thermography courses**

These include:

- ❖ Level 1 infrared thermographer
- ❖ Level 1 infrared building surveyor
- ❖ Infrared moisture survey
- ❖ Infrared energy loss survey

### **Weatherization courses**

These include:

- ❖ Energy audit diagnostics course
- ❖ Weatherization and insulation remediation course
- ❖ Manufactured homes insulation course
- ❖ Residential appliance efficiency course

### **Live courses**

**Home inspector classroom certification course** – this is a 6 to 12 day course that takes place in Madison South Dakota and is designed to meet license requirements for states requiring it. Costs begin at \$1995 and go upwards.

**Home inspector field training lab** – this is a 1 day course done for free at the school lab in South Dakota and at a fee for those attending in Chicago Illinois. It is a hands-on property inspection together with report writing.

For more information on this school please visit their website at <https://www.homeinspectioninstitute.com/index.php>

## **All American Training Institute**

This institution offers home inspection training all across the country. The school offers training with props in the classroom as well as field training in actual homes. The props that are used in the classroom include hot water heaters, electrical panels, complete HVAC systems, boilers and more. The emphasis is not just certification but qualification.

The trainers used in the school have built and run successful home inspection businesses and thus have the practical skills and experience to train effectively.

### **Training courses at ATI**

#### **Online/distance learning program**

This comes in three different categories depending on what you can afford.

**Online training** – this comes with:

- ❖ One year free software from Horizon
- ❖ One year free membership to AAAHI (All American Association of Home Inspectors)
- ❖ An online textbook
- ❖ Instructor support
- ❖ Includes free field training
- ❖ Cost = \$695
- ❖ This course does not meet licensing requirements for various states including Arizona, Delaware, Kentucky, Maryland, Massachusetts, New York, New Jersey, Nevada, North Carolina, Virginia, Washington and West Virginia.

**Online Boot camp** – this training includes:

- ❖ A monthly group call with the founder Scott Newcomer
- ❖ Free field training
- ❖ Free logo and business card design
- ❖ Free marketing courses
- ❖ Includes National Home Inspector Examination test preparation
- ❖ Instructor support
- ❖ Members only forum
- ❖ One year free Horizon software
- ❖ One year free membership to AAAHI
- ❖ Online and hard copy textbooks
- ❖ Cost = \$895



**Complete start-up business in a box** – this includes the following:

- ❖ 10 full courses
- ❖ 5 page website design
- ❖ Commercial inspector course
- ❖ Free field training
- ❖ Free insight reference guide with illustrations
- ❖ Free marketing courses
- ❖ Home reference study guide
- ❖ Instructor support
- ❖ Logo and business cards
- ❖ Members only forum
- ❖ NHIE test prep
- ❖ One year free horizon software
- ❖ One year free membership to AAAHI
- ❖ Cost = \$3,995

### **Live Courses**

These are courses conducted face to face and are scheduled to take place on various dates in different states. The company has the specific dates for each state listed on their website and prospective students need to register before hand for the course.

These lives courses consist of 3 days field training plus an online interactive course. The cost is \$895.

### **Continuing education**

The school also offers continuing education courses in various areas of interest to the home inspector. Some of these courses are listed below together with their costs.

- ❖ Inspecting homes and Income Properties – 32 hours @ \$320
- ❖ Electrical Systems Inspections – 10 hours @ \$120
- ❖ Foundation Inspections – 10 hours @ \$120
- ❖ Building Enclosures – 10 hours @ \$120
- ❖ Framing – 8 hours @ \$99
- ❖ Plumbing Systems – 8 hours @ \$99
- ❖ HVAC Systems – 10 hours @ \$120
- ❖ Roofing – 10 hours @ \$120
- ❖ Standard report writing – 8 hours @ \$99

For more information on the All American Training Institute please visit their website at <https://www.atihomeinspectortraining.com/>

## **Inspection Certification Associates**

This school focuses primarily on home inspection with regular updates to their curriculum to keep up with the times.

### **Home Inspection Training**

This is an online course that is self-paced and can be accessed by students on any device including iPhones and tablets. The course contains 28 modules taught through streamed videos with instructors. Access is also given to the reference library online.

Course features include:

- ❖ Instructor led videos where the learner is walked through the entire home inspection process
- ❖ Additional certification courses without extra payment and these include radon certification and mold certificate course
- ❖ Inspection reporting software that does not require future activation or further payment
- ❖ Marketing courses that covers areas such as marketing plan, social media marketing, grassroots marketing, performance marketing among others
- ❖ Instructor support which is available to you 7 days a week
- ❖ Additional materials including downloadable eBooks on topics like termite inspection, energy audits, septic inspections and others
- ❖ Cost = \$695

The specific content of the inspector training course is quite wide and includes some of the following:

- ❖ Overview of the industry
- ❖ Legal aspects of the industry
- ❖ Inspection process
- ❖ Roofing
- ❖ Exterior
- ❖ Structure
- ❖ Interior
- ❖ Plumbing systems
- ❖ Heating systems
- ❖ Air conditioning
- ❖ Electrical systems
- ❖ Report writing
- ❖ Marketing
- ❖ Commercial inspection

- ❖ Inspection with drones

Access will also be given to the learner to the online reference library where they can find:

- ❖ The full mold certification course with downloadable eBooks
- ❖ The full radon certification course
- ❖ Building codes
- ❖ Other reference materials relevant to the home inspector

All the above is included in the cost of this training which is \$695.

### **Classroom courses**

Classroom trainings are scheduled on different dates in various states. A prospective student would need to contact the school for information on these as well as registration. The classes normally take five days and charges will vary depending on the location. The classes listed at the writing of this book had charges ranging between \$995 to \$1395.

The benefits of the class-based courses are as follows:

- ❖ A free one year membership to ASHI
- ❖ A life access to the online training program
- ❖ Downloadable mp4s to aid offline access
- ❖ Extra module on inspecting roof systems with drones
- ❖ Free lifetime listing on [www.hireaninspector.com](http://www.hireaninspector.com)
- ❖ Free online refresher training with access to any course updates
- ❖ Free report system
- ❖ More than 700 practice questions for the National Home Inspectors Exam
- ❖ Residential and commercial certification
- ❖ Unlimited staff support

### **Field training**

The school offers field training to those who have completed the online home inspection training course. This involves accompanying an experienced home inspector on a home visit. This training costs \$60 for every ride-along.

For more information on the school as well as its training program please visit their website at <https://icaschool.com/>

## **Allied School**

This is a school that provides training in all real estate careers. The school began in 1992 and has had over one million enrollments so far. Their courses cover real estate sales persons, brokers, appraisers, notary public, and home inspection among others.

### **Home Inspection Courses**

There are two options for the student here under the home inspection online course. These are:

#### **Home inspection online course (30 hours)**

The package in this case includes:

- ❖ Online text
- ❖ Sixteen required units
- ❖ Online final exam
- ❖ Cost = \$288
- ❖ The hours here are accepted by the International Association of Certified Home Inspectors (InterNACHI) and the California Real Estate Inspection Association (CRIEA) for 30 hours continuing education credit.

#### **Home inspection with mold and allergens (46 hours)**

This package includes:

- ❖ Online text including mold and allergens
- ❖ 8 required units
- ❖ Online final exam
- ❖ Cost = \$376

### **Other benefits from this institution**

The Allied Schools have additional benefits available for their students. Some of these are listed below.

**Live student support** – students can call, email or fax questions and receive support during normal business hours.

**Professional membership** – students who have completed this program will receive 6 months free membership to InterNACHI.

**Continuing education credit** – students completing the 30 hour home inspection course will receive 30 hours continuing education credit from InterNACHI and CRIEA.

For more information on the Allied School please visit their website at [https://www.alliedschools.com/re\\_home\\_inspection.shtml](https://www.alliedschools.com/re_home_inspection.shtml)

## **PennFoster Career School** **Home inspection program**

In this school, one can earn their diploma in as little as three months. The course involves learning all about home inspection as well as a guided tour of the home inspection process. This course enables you to gain industry credits through the National Association of Home Inspectors (NAHI).

### **Course details**

The course covers the following areas;

- ❖ The inspection process
- ❖ Structural design
- ❖ Exterior inspections
- ❖ Electrical inspections
- ❖ Mechanical inspections
- ❖ Interior inspections
- ❖ Professional practices

The course will come with 3-D inspection form software demo and a home inspection DVD. In order to participate in this course you will need an Apple Mac computer with OSX or later version or a Microsoft Windows computer running Windows 7 or later.

### **Cost of program**

This will depend on how fast you can pay.

Full payment made once = \$599

Monthly Auto Pay for as low as \$49/mo = \$655

Monthly Mail Pay for as low as \$49/mo = \$669

For more information on the PennFoster education please visit their website at <https://www.pennfoster.edu/programs-and-degrees/construction-and-maintenance/home-inspector-career-diploma/>

## **Brightwood**

There are two courses offered here for the home inspector under the online program.

### **National online home inspection course**

This course takes about 100 hours and covers all the systems in a home, the potential problems and their effects and ways in which the inspector can be equipped to identify them. It is a comprehensive program involving technical aspects of the trade.

The topics covered in this course will include the following:

- ❖ Electrical systems
- ❖ Heating systems
- ❖ Exterior
- ❖ Roofing
- ❖ Cooling and heating systems
- ❖ Business set up and management
- ❖ Appliances in the home
- ❖ Interior inspections
- ❖ Plumbing
- ❖ Insulation

The course comes with the Principles of home Inspections book as well as a matrix advantage form set with a binder.

The cost of the entire course is \$999

### **Essential of home inspections home study course**

In this course one will learn how to run a home inspection business in addition to the skills necessary for a home inspector to have. The course runs at one's pace and thus is quite flexible. It also comes with 11 home inspection text books, test books and detailed drawings.

The course is a college level course developed by Carson Dunlop and comprehensively covers all home systems in detail giving the inspector a great foundation in home inspection.

Materials included in the course include:

- ❖ Eleven inspection textbooks
- ❖ 1600 detailed drawings
- ❖ 174 quizzes
- ❖ 38 field exercises



The content covered will include the following:

- ❖ Communication and professional practice
- ❖ Home reference book
- ❖ Structure
- ❖ Roofing
- ❖ Exterior
- ❖ Insulation and interior
- ❖ Plumbing systems
- ❖ Electrical systems
- ❖ Heating systems
- ❖ Air conditioning

The whole package costs \$3,499. The student after completing this course will have met the American Society of Home Inspectors standards of practice.

For more details on the Brightwood school please visit their website at <https://www.kapre.com/>

## **Carson Dunlop School of Home Inspection**

Carson Dunlop has been in the home inspection business since 1978 and has experience in performing home inspections, training inspectors and in provision of reporting systems. The program that they offer is based on experience gained from over 150,000 home inspections.

### **Benefits of the program**

- ❖ The program offered by Dunlop is the only one that is endorsed by the American Society of Home Inspectors. This association is the only one recognized by the National Commission for Certifying Agencies. The training program has also been endorsed by universities and colleges.
- ❖ The course is a self-paced distance learning program containing 10 comprehensive courses.
- ❖ The learning material is complemented with numerous illustrations, photos, case studies and video aids.
- ❖ It comes with a free Insight Apprenticeship App. This App is a reference tool which allows you to identify defects while in the field. It is a reservoir of house components, numerous possible defects, photos and illustrations. It helps the inspector while conducting an inspection to know what defects to look for.
- ❖ Access to support whenever it is needed.
- ❖ The use of the Carson Dunlop logo after you graduate.
- ❖ Free horizon software for six months after graduation.
- ❖ Free inspector's edge website for 6 months after graduation

### **Course description**

The full cost of the course is \$2,995 though one can purchase a single course at a time at \$345. The price includes learning materials, exams, tests, tutor support and support after graduation.

The courses covered in this course are as follows:

- ❖ Roofing
- ❖ Structure and this covers all structural elements of a home
- ❖ Electrical systems
- ❖ Heating 1 which is an introduction to heating systems
- ❖ Heating 2 focusing on electric heating systems, space heaters, wood heating, chimneys, and fireplaces
- ❖ Air conditioning and heat pumps
- ❖ Plumbing systems focusing on supply piping, waste piping, water heaters and plumbing fixtures

- ❖ Exterior covering areas like porches, railings, eaves, soffits and more
- ❖ Insulation and interiors focusing on ventilations systems, vapor barriers, thermal insulation and interiors elements of the house
- ❖ Communication and professional practice

The school offers a free sample chapter to those who would want to get a feel of the type of course this is.

### **Home inspector field training course**

This is a three day course which is held in Ontario Canada. It consists of eight hour days where the student gets to inspect three different houses with an experienced inspector. The student gets hand-on experience with insights from experts in the field. The course costs \$880CAD + 13% HST (Harmonized Sales Tax).

For more information on the Carson Dunlop School of Home Inspection please visit their website at <https://www.carsondunlop.com>

## **The ASHI School**

This is a school run by the American Society of Home Inspectors. It offers a comprehensive course that involves pre-class online exercises, in-class courses and ends with field training.

### **Overview of Courses**

#### **Pre-class online courses**

The content here is designed to give a foundational understanding of home inspection and to familiarize the prospective inspector with the structure of the course.

#### **In-class courses**

These are live classes held by experienced inspectors who share more in-depth knowledge on the systems and structures of a house.

#### **Field training**

This is where the trainee gets to apply their knowledge on real inspecting situations. They are guided by the experienced inspectors in all aspects of the inspection.

### **Benefits of the course**

The benefits of taking this course with ASHI include the following:

- ❖ The curriculum is delivered through a multi-media program with presentations using detailed images, information and diagrams.
- ❖ The course makes use of experienced and successful home inspectors who are able to bring on real-life experience and situations into the course.
- ❖ It involves hands-on instruction which allows the trainee to gain the confidence necessary to go out into the field on their own.
- ❖ The ASHI standard of practice is one of the most trusted in the industry.
- ❖ There is a support system available to you after graduating from the ASHI school.
- ❖ The School also offers many ancillary courses to complement your instructor's training and help you get an edge in the industry.

The package for the in-class students comes with the following materials:

- ❖ Carson Dunlop Home Reference and Study Guide Book
- ❖ Code Check Complete 2<sup>nd</sup> Edition

- ❖ Carson Dunlop Horizon Report Writing Software
- ❖ National Home Inspectors Exam Study Guide
- ❖ Free ASHI membership for one year
- ❖ Free website for 6 months

## **The US Career Institute**

The school offers a comprehensive course on home inspection which includes what areas inspectors should focus on in a home, common issues in structure and electrical systems, signs of hidden damage and much more.

This course is delivered via distance learning.

### **Course overview**

The course is divided into 5 units which cover the following areas:

**Unit 1** – In this unit areas covered are introductory including an overview of home inspection, relationship of home inspection and real estate, the house, lot and foundations.

**Unit 2** – This is a more in-depth coverage of systems in a home including roofs, frames and wall systems, interior including floors, stairs, windows and doors and environmental concerns.

**Unit 3** – Other systems in the home are covered and these are electrical systems, plumbing, kitchen, bathroom and appliances, fireplaces and stoves and technology that the home inspector will use.

**Unit 4** – Here lessons will focus on heating and air conditioning, exterior structures, insulation, ventilation and moisture, reporting, estimating repair costs and a home inspection walk-through.

**Unit 5** – The lesson on the home inspection walk-through continues with a practicum on the 'House of Horrors', the business side of home inspection and a final exam.

The course will come with various materials to aid in learning and these materials are listed below:

- ❖ Career starter guide
- ❖ Home inspection practicum DVD
- ❖ Home Inspection Handbook
- ❖ Essentials of Home Inspection DVD
- ❖ Glossary of Home Inspection Terms

These materials will be availed to you as you progress through your program.

### **Tuition costs**

The tuition for this course will depend on the mode of payment that you will use. There are three modes of payment.

**Payment in full** – This will cost \$687. A one off payment will allow you to get the course at the cheapest rate.

**Automatic payments** – In this case the fee will amount to \$837. The first and subsequent monthly payments will be \$69.

**Mail-In payments** – The fee here will be \$887. The initial and subsequent monthly payments will be \$69.

The tuition fees will cover learning materials including electronic books, supplements and instructor assistance. Hard copy books are also available at an extra charge.

### **Benefits of the program**

The benefits include:

- ❖ Learning at your own pace
- ❖ Access to the career coach program - This program comes with benefits such as training with a career coach, assistance to develop a professional cover letter and resume, equipping with interview skills and other job search techniques.

To learn more about the US Career Institute please visit their website at <https://www.uscareerinstitute.edu/certificates/professional-services/home-inspection>

## **Home inspection associations**

There are many Home Inspection Associations in the United States. Membership in any one of these Associations allows the home inspector to acquire many benefits; some of these include:

- ❖ Credibility
- ❖ Access to continuing education
- ❖ Networking opportunities

There are several home inspection associations which you can join or research to find what suits you best. The most prominent national associations are:

## **The American Society of Home Inspectors (ASHI)**

### **Membership requirements**

There are three categories of members in this society. All members are expected to adhere to the ASHI Code of Ethics and Standards of Practice. Each year a continuing member must complete at least 20 continuing education credits. Each membership category has its specific requirements. These are:

### **ASHI Certified Inspectors**

- ❖ Pass the ASHI Standard of Practice exam, the ASHI Code of Ethics exam and the National Home Inspector Examination
- ❖ Have ASHI compliant inspection reports
- ❖ Submit a list of at least 250 paid inspections meeting ASHI standards
- ❖ Submit an authorized notarized affidavit of 250 inspections
- ❖ Agree to the Standards of Practice and Code of Ethics of ASHI
- ❖ Complete at least 20 hours of continuing education each year

### **ASHI Inspector**

- ❖ The conditions are the same as those of the ASHI Certified Inspector except that the fee paid inspections are 75 for this category.

### **ASHI Associates**

- ❖ Pass the ASHI Standard of practice and Code of Ethics module and agree to adhere to the same
- ❖ Complete 20 hours of continuing education



### **Member benefits**

- ❖ Access to the referral service
- ❖ The ASHI Certified Inspector will have access to the gold logo for use on their website, vehicle literature
- ❖ ASHI inspectors have access to the inspector logo
- ❖ The National Home Inspection Exam prep available to members
- ❖ Voting rights
- ❖ A \$50 gift for every new member introduced
- ❖ Access to the online learning center at low prices

### **Cost of membership**

All ASHI members must begin at the Associate level. This level is joined at a cost of \$25.

ASHI website: <http://www.homeinspector.org/Join-ASHI>

## **The International Association of Certified Home Inspectors (InterNACHI)**

### **Membership requirements**

To become a certified member the following conditions must be met.

- ❖ One must first join InterNACHI by providing their information online and agreeing to their terms and conditions.
- ❖ Pass the free Online Inspector Examination
- ❖ Complete the free online Code of Ethics course
- ❖ Complete the free online Standards of Practice course
- ❖ Submit four mock inspection reports for those who have never performed paid inspections
- ❖ Sign the membership affidavit.

The following free online courses must be completed within the first year of joining:

- ❖ Safe practices for the home inspector
- ❖ 25 standards every inspector should know
- ❖ Residential plumbing overview for inspectors
- ❖ How to perform residential electrical inspections
- ❖ How to perform roof inspections
- ❖ How to inspect HVAC systems
- ❖ Structural issues for home inspectors
- ❖ How to perform exterior inspections
- ❖ How to inspect the attic, insulation, ventilation and interior
- ❖ How to perform deck inspections
- ❖ How to inspect for moisture intrusion

To **maintain certification**, the following conditions need to be met:

- ❖ Pass the Online Inspector Examination every year with a score of 80 or higher
- ❖ Substantially keep the Standards of Practice
- ❖ Abide by the Code of Ethics
- ❖ Meet 24 hours of continuing education each year
- ❖ Maintain a member continuing education log.

### **Membership fee**

Cost of membership = \$499 per year or \$49 per month

### **Membership benefits**

- ❖ Free online continuing education

- ❖ Free home inspection videos
- ❖ Free emergency technical help
- ❖ Free attendance at national convention
- ❖ Free inspector certifications
- ❖ The use of InterNACHI logo
- ❖ Access to the lead generation website
- ❖ Access to the 'we'll buy your home back' guarantee
- ❖ InterNACHI photo ID card

InterNACHI website: <https://www.nachi.org/>

## **National Society of Home Inspectors**

### **Membership requirements**

- ❖ Members must be above 18 years old and have a high school diploma or equivalent.
- ❖ At least 90 hours of accredited home inspection education or at least 25 paid inspections.
- ❖ Members must have sat and passed the National Society of Home Inspectors exam or an equivalent national examination.
- ❖ All state requirements where the member operates must have been met and these include licensing, exams, insurance and other mandatory checks.
- ❖ Members must abide by the NSHI Standards of Practice and Code of Ethics
- ❖ Members must have 6 hours of continuing education for membership renewal.
- ❖ Full membership is attained when members have performed or participated in at least 100 inspections.

### **Membership fee**

Year 1 = \$199

Year 2 onwards = \$149

### **Member Benefits**

- ❖ Referral service – NSHI offers members a referral service for free where potential clients are matched with inspectors in their area. This also gives them the opportunity to email or call the inspector of choice in their area.
- ❖ Members have a free website hosted on the society's server.
- ❖ Advertising and marketing – members can use the society's logo on their business cards and advertising campaigns.
- ❖ Members get free personalized business cards.
- ❖ A membership certificate is available to the members which can be displayed at their business premises for further credibility.
- ❖ 6 hours of free continuing education are available to members to enhance their development and meet membership requirements.

NSHI website: <https://www.nshi.org/>

There are many other membership associations for the Home Inspector available in specific states. However ASHI, InterNACHI and NSHI are the ones that go beyond state lines.

## **Other Home Inspection Associations**

### **Florida Association of Building Inspectors**

This association was began in 1984 and works to ensure that its inspectors are highly qualified and adhere to the organization's Standards of Practice and Code of Ethics. It is a member run organization with strict membership requirements.

If you reside in Florida and would like more information on this association, please visit their website at <http://www.fabi.org/>

### **California Real Estate Inspector Association**

This association has been in existence for at least 40 years and is run by its members. It is dedicated to educating its members to do professional inspections and requires them to undergo serious competency tests and adhere to a strict code of ethics.

You can access information on this association via their website at <https://www.creia.org>

### **North Carolina Licensed Home Inspector Association**

This association serves the public as well as home inspectors, working as a resource to improve the home inspection profession and business. They offer educational opportunities to their home inspectors at their annual conference.

The association can be accessed at the following URL: <https://www.nclhia.com>

### **Illinois Home Inspectors Association**

This association was founded by John Dunn as a non-profit organization. It monitors the Illinois Home Inspector License and serves the best interest of members by serving as a voice for them.

You can learn more about this association on their website at <https://www.illinoishia.org>

These are just a few of the home inspection associations in the country.

## Useful products for a home inspector



There are many useful products for a home inspector to have. These may include tools and equipment that is used onsite to inspect the home and also afterwards to report the findings. These tools will aid in inspection, provide safety for you and enable you to make accurate findings.

See [Home Inspection Tools](#)

**Full disclosure:** the links on Pro-Sight's home inspector's tool web page go directly to Home Depot, we are paid a very small commission if you purchase any tools via one of our links. But you do not pay one cent more. Hopefully you found this free report very useful. It would be greatly appreciated if you are going to purchase tools anyway, that you would show your thanks by making a purchase via our links. Thanks!

## **Mentorship and Self-Employment**



### **Mentorship – Technical Mentor and a Marketing Mentor**

A mentor is an experienced person who provides valuable advice and input to a less experienced and willing learner. Mentorship happens in literally every field. It is a way of passing on skills which many times are not taught in the classroom.

A mentor will walk with you into a home and when you encounter a challenge that you had not experienced before, they provide valuable insights on how you can get around the challenge. Sometimes as a home inspector you will accompany your mentor on an inspection of a home and watch as they go about inspecting it. Through watching, asking questions and inspecting under their watch, you will be able to gain confidence when you go out on your own.

There are many advantages that can be gained from mentorship and some are explained below:

#### **❖ Gaining confidence as an inspector**

Home Inspection is a field that requires a lot of confidence as one performs their duties. This confidence is critical because it serves as a selling point to clients. Many times you will be accompanied by your clients on inspections and they will watch you and ask questions as you make your way round the house. If you hesitate or are unsure of yourself, the client will lose faith in you and this can jeopardize the transaction and any future referrals for you.

When you work with a mentor and go on field visits with him/her, you will observe the way they work, how they interact with clients, and even how they answer out of the book questions. This will allow you to gain confidence as you interact with clients of your own.

#### **❖ Developing a routine**

When you accompany a mentor on several visits you will realize that many times they will follow the same routine. They begin at a certain place and work their way round the exterior of the building, the roof and the exterior. Developing a routine is very important for the inspector because it ensures that no place is forgotten. Through working with a mentor you can pick up their routine and apply it to yourself or develop one of your own.

### ❖ **Practicing your skills**

When you are done with classroom or online learning, you must practice your skills in the field. Mentorship provides that opportunity. Your mentor will let you examine the systems of a home and give your opinion on their conditions. You will look at electrical panels, roofing materials, test the air conditioning systems and apply your knowledge to them. Your mentor will guide you in this and within a few field visits you will be able to perform these inspections without much help.

### ❖ **Valuable feedback**

A mentor will not only hone your skills but also give you feedback that you will use in improving your technique. They have been there already and know what works and what does not work. Thus you will be able to fine tune your skills and have an edge over the new inspectors who did not have this kind of help.

### ❖ **Earn valuable contacts**

Your mentor has various contacts in the industry and will thus be a valuable contact for you to have. Your relationship does not have to end after a few field visits. This is a person who you should consult regularly and give updates on your progress. They can be the source of referrals for you in the future.

The benefits of working with an experienced mentor are numerous and you will discover them as you work with one and in future when you are the one doing the mentoring.



## **Self-Employment**

Self-employment is a goal that many people aspire to. It is essentially taking responsibility for your life in terms of earning a living, managing your own time, setting your own goals and not sharing your rewards with anyone. It has many benefits awaiting those who are brave enough to try it.

### **Advantages of starting home inspection on your own**

Going it alone has many advantages. Some of these advantages include:

**Keeping all the profit** – when you work alone you do not get to share your profits with anyone. Of course you will have to pay your taxes. However everything after that is yours.

**Keeping your own hours** – Your time is your own and you get to set your own hours and get off in time to pick your kids from school or be at home with your family.

**You are your own boss** – You will not report to anyone but yourself and this will eliminate the pressures of normal employment life where there is always a boss telling you what to do and what not to do. In your own business, you set your goals for the day and work on them in your own time.

**You can set up shop where it is convenient for you** – You will not have to spend time in traffic when you work on your own unless you have a client visit. You can set up your office in a convenient location which is easy to get to.

**Maintaining your own client list** – sometimes when working for someone you do not get to choose the clients you take. When you run your own business, you decide which clients to take and which ones to turn down. As your client list grows you will establish the areas in which you are strong. These are the areas you will want to major in. or you may want to focus on a specialized service and favor clients in this area over others. This is something you will be able to do in your own business unlike in employment where clients are chosen for you most of the time.

**Building your own reputation** – In your own business, you get to establish your own reputation. You can decide to be the inspector who goes the extra mile, arrives on time, is friendly, follows up on issues and is professional at all times. This is what you will be known for. In a business when one of the inspectors performs poorly, is unprofessional,

tardy, or develops a bad reputation, the reputation is generally applied to all other inspectors in the company. This will not happen when you are on your own and establishing your own reputation.

**You get to be a mentor** – As your business grows and you gain a lot of experience you will have the opportunity to mentor upcoming inspectors and pass on the skills that you have gained. This is a rewarding and fulfilling experience because you will be in a position to give back to society.

**You get to be an employer** – Sometimes when business is booming you will want to take on other inspectors to help you serve the clients that you have. This is an opportunity for you to employ or refer others.

Working for yourself can be an immensely rewarding experience that enables you to grow your skills, confidence, network and client base while still maintaining a desired work life balance.

## **What can Pro-Sight Property Inspections Inspector Network do for you?**

Ebook - How to Create Your Own Successful Home Inspection Company -

It Includes:

1. The key home inspection marketing strategies. Marketing is key!
2. Source for purchasing the best real estate agent contact list.
3. Source for the best mass email blast provider for the money. In our opinion anyway.
4. Source for the best way to keep track, and schedule inspections. And most importantly have your inspection agreement signed electronically online.
5. Sources for home inspection insurance.
6. Source for offering protection plans. These are an added benefit for people to use you, and it offers better protection for you as well.
7. Sources for earning additional inspection revenue, not from home inspections.

Free use of our proprietary online home inspection software, as long as you are a Pro-Sight member. 1.5 years of development, \$53,000 invested.

**Build Your Website.** It can be a basic 6-page website (included with a membership), or 25 pages. A website comes with your Pro-Sight membership, items 1 through 10 are all included with your website / membership. There is a monthly hosting / maintenance charge. If you already have website, there is nothing wrong with having another, as a matter of fact it can be beneficial, it will have different content, and SEO for different key search terms.. It usually takes about a month or so for the major search engine to properly index your site. And 3 to 6 months fore your site to show up with the desired search terms.

**Includes** - Content writing for your website, SEO for your website.

- Use of Pro-Sights logo, get the professional look of a high-priced franchise.

### **Options – additional costs**

- Option of using Pro-Sights template designs for business cards, brochures, and postcards. Or have a design made from scratch.
- Additional content writing for your website.
- Guidance with social media. Facebook and Instagram, in our opinion these two are enough.
- E-mail communication with Pro-Sight for marketing help.
- One on one mentoring phone conversations, for advice, guidance, and marketing help.

### **What is the cost of Membership?**

Of course, we are going to share that information with you, but please take some time to add up the value of what we are providing you.

We will be sending you some more emails over the next two-week period, please take the time to read these short emails. These will help you farther in your decision making.

Or if you are in a hurry - feel free to contact us directly at [info@prosightinspections.com](mailto:info@prosightinspections.com)