Over the years, consumers have enjoyed the benefits of quality home inspections from both ASHI and National Association of Home Inspectors (NAHI) members. The two associations strived to provide their members, as well as the public, with the confidence that the home they’re buying has been diligently and thoroughly inspected.

The competition from NAHI has helped to keep ASHI on the path to excellence. For that, we’ve considered NAHI members more as colleagues rather than competitors.

So it is a bittersweet moment when we heard the news that NAHI had decided to give up its charter as a home inspection association. Bitter because without NAHI, ASHI will no longer have another...
organization in business that provided its members with comparable standards. But sweet because ASHI has welcomed former NAHI members into ASHI and we’re looking forward to their professionalism to help make ours a better association.

Please join us in welcoming the former NAHI members to ASHI with the same spirit we provide to all of our new members.

Sincerely,

Frank Lesh
Executive Director
American Society of Home Inspectors
Central Iowa Radon is excited to announce a move to their new location in Des Moines, Iowa. Due to company growth and expansion, this locally owned business, found itself in need of more space.

ProTec Inspection Services was Awarded The Title of "Best Home Inspection Company" in Potomac from a peer opinion poll of home inspection services.

HouseMaster of Edmonton as 2017 Consumer Choice Award Winner in Home Inspection Category

What's going on with your chapter? Got an event coming up? Something interesting happen at your last meeting? What did you learn about? We want to know and we'll post it here. Email your news to Dave at davek@ashi.org

Here's what's going on in a chapter near you...

September 7-11, 2016 SE Home Inspection Conference

We ask that each chapter begin recruiting members for your chapter to take advantage of this limited time offer.

Please remember, the chapters are the lifeline of your association and without you, your association will not continue to grow.

If you have any questions, please don’t hesitate to contact Russell K Daniels at russellrd@ashi.org.

ASHI School Introduces New 60-Hour Online Course

The course will focus on an introduction to starting and operating your own successful home inspection career and business, as well as how-to perform home inspections especially geared towards compliance with the American Society of Home Inspectors (ASHI) Standard of Practice and Code of Ethics. Register Now!
The main benefit of The ASHI School’s 60-hour online home inspection course is that it is totally at your own pace. Whether you’re in school, have a current job, or just have time to complete one-to-two hours a day; then this is perfect for you. Register Now!

Need to go over what you learned already? You can backtrack over the topics you already saw and watch them as many times as you need to in order to take the test on that section. Register Now!

This is a wonderful opportunity for home inspection companies to have for their new employees. Whether it is a refresher of a previously attended class; or a new introduction into the home inspection field; or a current home inspector wants to provide an overview of the business to office personnel; this class fulfills whatever you need it to be. Register Now!

The 60-hour online course provides an all encompassing home inspection education from the foundation to the roof and everything in between, particularly focusing on:

- Roofing
- Exterior
- Structure
- Electrical
- Heating
- Cooling/heating pumps
- Insulation
- Plumbing, and
- Interiors

For more information, contact The ASHI School staff at 888.884.0440 or email us at info@theashischool.com. Register Now!

Radon Measurement 2-Day Live Webinar
August 30-31

- Convenient. Each course consists of two 8-hour sessions, 2 consecutive days from 8:30am - 5:30pm ET.
- Save time. No travel required.
- Save money. The Measurement fee is $100-150 less than our
Historical Home Inspections
Ruth Smucker Home
Salem, OH
8 ASHI CEs

October 14-15, 2016
Keystone ASHI Seminar
DoubleTree by Hilton
Reading, PA
up to 16 ASHI CEs

October 20-21, 2016
Leadership Training Conference
Fountain Blue Conference Center
Des Plaines, IL

October 20-22, 2016
CAHPI National Conference
Sheraton Cavalier Calgary Hotel
Calgary, AB
www.cahpinational.org
18 CEs

November 4, 2016
Mid-Missouri ASHI Educational Seminar
Columbia Board of Realtors Office
Columbia, MO
8 ASHI CEs

**Register Now**

SAVE THE DATE

**InspectionWorld 2017 Las Vegas**
January 22-25, 2017

Is it too early to discuss InspectionWorld? We sure don’t think so. We had such a great time in San Diego that we simply can’t get InspectionWorld off our minds. You’ll soon be seeing a lot more information about InspectionWorld, our speakers and courses, exhibitors, the app,

**Real-time participation.** Limited number of students per class for maximum one-on-one interactive class participation.

*Webcam and microphone are a requirement for the class.*

* The Measurement webinar is accepted by states that recognize NRPP certification with approval in Illinois pending. It is not currently approved for certification preparation in Florida and New Jersey.

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Welcome to the ASHI Online Learning Center
Members: Log in and click “Educational Content” to access FREE courses from past & current halls. Non-Members: $99/semester See State Approved course list. The State approved courses are treated under Paul’s sessions.

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**Shipping Container Home may be the first of many in Houston**

*Originally posted at Realtor.com*

**By Claudine Zap**

Shipping container homes—modern, utilitarian, industrial chic—may be all over the design blogs and shelter magazines, but in Houston? Not so much.

But if one fledgling developer has his way, there will be a whole community of little shipping container homes in the city’s Fifth Ward neighborhood. His first home made of shipping containers just hit the market.

“It is like a prototype. It’s like a model,” listing agent Trent Draper says. He adds that the developer, Build a Box
Homes founder Jerry Hartless, “purchased that piece of property there just as a way to see if it’s a great idea. The whole idea is to make the home affordable but yet efficient and, in turn, better for the environment.” This first home is available for $189,995. The hope is that the model home will spur interest for more. “If he gets more orders to build them, he’ll build them,” Draper says. “He’s bought entire blocks in the Fifth Ward of Houston.”

Hartless got the idea while working in the Middle East, where he saw shipping container homes being built, the agent notes. When he returned to Texas, the idea hadn’t quite caught on. Draper is hoping that will change with this portable pioneer.

“I’m finding out that it is very rare,” Draper says of the prefab homes. “This is the first one I’ve ever seen in Houston.”

And unlike more modern-looking shipping container homes, this little listing blends in with its more traditional neighbors. If you imagine living inside, say, a FedEx box, think again. At first glance, the home looks like a cozy cottage, with a front porch, peaked roof, and cheery blue hue.

On closer inspection, its industrial roots are evident. Still, “it catches you by surprise,” Draper says.

The contemporary home is just as surprising inside. The two-bedroom, two-bathroom space makes the most of its 1,228-square-foot layout. The open kitchen comes with stainless-steel appliances and granite countertops; it looks out to a light-filled living area. There is laminate flooring throughout. Decorative stacked stones cover the connections between the two containers. And for your barbecues, there’s a covered deck out back. (Hey, it’s Texas.)

Draper delicately notes that the older neighborhood, just minutes to downtown Houston, is “in transition.” That’s one of the reasons that buyers may be hesitant to move there. So it’s also being marketed as an office.

“In order for the other houses to be around, it’s going to take a while. It could serve as a workspace,” Draper says. Because as we’ve seen, shipping containers are nothing if not versatile.
Norwegian "Free at Sea" Promotion from Ira's Cruises

Five (5) Fantastic & FREE Offers to Choose From!

Awesome Benefits for ASHI Members

1. Shore

Our association is stronger than ever! By joining you get members-only perks, exclusive advertising and networking opportunities and a whole lot of exposure for yourself and your business. Get on board and see why membership doesn’t cost, it pays!

Quick Tip #52: Restore Your Plastic Laminate Countertop

After twenty years of soft drinks, coffee and wear and tear,
excursions
2. Unlimited beverages
3. Specialty dining
4. Wi-fi
5. Friends and family sail free

Book an oceanview stateroom or balcony and choose 2 free offers.

Book a suite or Norwegian's sumptuous Haven suites and get all 5 offers for free!

There has never been a better time to book a Norwegian Cruise, but hurry, this offer ends August 31st!

Call Ira to learn more about fantastic Norwegian sailings, and ask him about his cruise last month on the brand new Norwegian Escape.

Ira's Cruises also offers great savings on land programs to the Caribbean and Mexico, as well as throughout Europe. Ask us how you can start saving today on your dream cruise OR land resort vacation!

Call Ira at 708-917-4078 or email irataubin@cruiseon e.com. www.irascruises.com

Ask us how you can start saving today on your dream cruise OR land resort vacation!

a plastic laminate kitchen countertop can become discolored and worn. Small scratches dull the finish. It's impossible to fully restore the color and eliminate scratches from plastic laminate (better known by common brand names like Formica).

The same properties that make plastic laminate such a tough and durable material for countertops also make it impossible to fully patch or repair.

However, you can clean and polish laminate with a product like Gel-Gloss, a milky white cleaner/polish much like automotive wax. With a little rubbing, Gel-Gloss will remove most stains and discoloration with its mild abrasive and solvent cleaner.

Spread a thin coat on the countertop. After it dries to a light powdery residue, buff with a clean cloth. This leaves a nice gloss that tends to mask scratches, so the plastic laminate looks refinished. It also creates a smooth, sealed surface that resists water spotting and stains. In the future, when the counter gets dull again, just apply more.

Never use bleach or strong abrasive cleaners on plastic laminates. They can damage the surface and remove the color. Also, don't flood the surface with water – water may get into the edge joints and swell the underlying particle board.

By Tom Feiza, Mr. Fix-it
(c) Copyright 2009 by Tom Feiza, Mr. Fix-it, Inc. | misterfix-it.com | htoyh.com Helping you operate and maintain your home

Dear business owner:
It's true. The IRS loves you! Why do I say that? Well, you are self-employed (or operate as a one-owner corporation).

How Can You Pay Less Tax This Year?
And the current IRS tax code has literally dozens of juicy deductions built into it that only self-employed and one-owner taxpayers can take.

These deductions can add up to savings of many thousands of dollars in tax payments -- savings so large it's almost unfair to people who are NOT self employed or don't have their own businesses!

However, there's a problem....
The IRS doesn't automatically take those deductions for you -- or apply them to your tax return if you forget to claim them.

You have to know what deductions are available to self-employed taxpayers and one-owner businesses ... the latest updates and changes to the tax codes ... and how to apply them to your particular situation.

It's a real catch-22.
Failing to take all the deductions you are entitled to could cost you thousands of dollars in tax payments to the IRS that you aren't really required to make.

Taking deductions you're not entitled to -- or can't back up with the required documentation -- can cost you thousands of dollars in interest and penalties.

That's why I created my manual Business Tax Deductions for one-owner and spouse-owned businesses (proprietorships, S corporation, C corporations, limited liability companies, 1099, and statutory employees).

My name is Murray Bradford, CPA. In 1979, I began developing tax strategies for the self-employed and one-owner businesses. Today I have more than half a million business owners and self-employed business professionals who have benefited from the tax-saving advice in my programs.

In Business Tax Deductions, you learn about deductions that can save you lots of money on your tax bill. Including:
How to deduct up to $734 per day for your business travel transportation - page 15.

5 things you must prove to the IRS to deduct entertainment without raising an eyebrow - page 49.

Is having a home office a red flag for IRS audits? Page 61.

How to deduct 100% of the cost of a home repair even when your home office takes only 10% of the house - page 66.

How to sell your home for a profit of up to half a million dollars without owing a nickel to the IRS - page 85.

How to hire your spouse without paying payroll taxes - page 89.

How to deduct up to $125,000 (or more, with inflation adjustments) for the cost of your vehicle - page 125.

36 items in your building that can be depreciated like equipment - page 142.

How to get a business travel deduction by watching a DVD - page 19.

Are Shriners, Masons, Kiwanis, Elks, or Rotary Club dues deductible? Page 41.

Want to learn more? Purchase the book here.

This has been taught at InspectionWorld, if you missed it, then purchase the materials so you can save money on taxes, too!
Whether you are running a small, local operation, or heading a national-level effort, the statistics (shown in July’s Another Thing) make it clear: Your customers are online. They are interacting in social channels with their friends, colleagues, and other brands in search of information, recommendations, and entertainment. If your company is not around to answer, a competitor will be. In doing so, your competitor will quite likely take away the customer at hand, along with anyone else listening.

There are tones of opportunities to add value - even to delight - and making that connection can help build a person’s relationship with a company, brand, or representative. Those relationships create the foundation for what can eventually become of your greatest marketing assets: customer advocacy (testimonials).

Testimonials are the low-hanging fruit of social media, and it is through advocacy that your efforts start to truly scale and grow. It shows that your brand is doing such an amazing job that your customers shout about your brand from rooftops, sharing their opinions and experiences with their networks. That sharing is the best marketing a brand can ask for.

Identifying potential advocates is a good first step. You can use social tools (many of which will get to later), site data, customer data, and even your own observations to help you pick out which customers are likely to go to bat for your brand. You'll want to figure out what is most important to those potential advocates. What are they looking for? Are they excited by receiving exclusive access to your news/content? Figure out what type of advocates your brand attracts and find ways to recognize them for their advocacy. It is important to note that most of your greatest community relationships will be built organically. While your research and brand knowledge encourages people and helps you put the fight foot forward, relationships take time.

The transition from a passive web to an interactive web has
bring some excellent ASHI Members Exclusive Benefits. Check out the list below and visit the ASHI website's member's only section and click on Member Benefits. Here's a sampling of the awesome member exclusive benefits ASHI members enjoy:

**Travel:**
- Orlando Vacation Packages
- Cruise Discounts
- Rental Car Discounts at 5 different rental car companies
- Hotel Discounts (10%-55% savings)

**Auto:**
- Savings on new and used cars (save thousands off MSRP)
- Jiffy Lube Discounts

**Retail:**
- Apple products
- Dell products
- Groupon
- A website chock full of discounts at your favorite retailers

**Health:**
- Supplemental Health
- Dental Insurance
- TeleMedicine Programs
- Prescription Drug Cards

...more coming soon!

brought with it many changes affecting how individuals connect with one another and also how businesses operate. At this stage, it's fair to say that a web presence is critical to the success of a business. You can't get ahead if you're ignoring your customer's online conversations or opting to look the other way. Use this opportunity to get closer to your audience that ever before - reach more people in a genuine and authentic manner, drive more qualified traffic to your site, increase the authority of your brand, engage the people who influence your customers' behavior, and gain the data necessary for insights-based business decisions.

A better question is: why wouldn't your company use social media?

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**What is Health Excellence Select and Health Sharing?**
(Besides another great benefit from ASHI)

The best way to take control of your healthcare expenses is to become a Self-Pay Patient. At first blush, that seems scary with your potential financial exposure due to the rising cost of healthcare today. But, what if you could form a group of like-minded, health focused, Patriotic, God fearing Americans, people just like you, that would agree to share any costs you incurred above an amount that you could comfortably handle. Maybe, then it’s not so scary.
Calling All Chapters!!!
Do you host a chapter event, seminar, or conference and trade show? Do you attend them as an exhibitor? If you answered ‘yes’ to either question, then you need ASHI’s new “Step Up With ASHI” banner. This banner has all the talking points you need to promote ASHI membership and help non-members and non-ACIs alike with the steps to move up to the ACI level.
Order yours today!
Contact Dee Goldstein at deegem@optonline.net to get pricing and more!

InspectionWorld Las Vegas is steamrolling ahead.
Registration open in about a month and a half (September 1st) and the expo hall is filling up. Don’t miss out on the best and largest home inspection conference in North America.

Reserve your booth space today! Areas outlined in red have already been reserved. Click on the image on the left for the floor plan and the image below for the Exhibitor Registration & Sponsorship Form.