CALL FOR PRESENTATIONS 2017

We're now accepting submissions for InspectionWorld 2017 Las Vegas.

Please click here to download a Call for Presentations 2017 form. InspectionWorld will be held at Bally's Las Vegas, January 22 - 25, 2017.

InspectionWorld provides a forum for attendees to learn the profession's best practices and to expand their knowledge to improve their professional skills and explore emerging issues relevant to the profession.

We welcome your application. The IW Education Committee will review all applications and will select the program in early May 2016.

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February & March Classes Offered

120 Hour Courses
Cumming, GA - Feb 15-26
Tampa, FL - Feb 15-26
Baltimore, MD - Mar 7-18
Columbus, OH - Mar 7-18
Des Plaines, IL - Mar 7-18
Quick Tip #39: Ghost Stains on Walls

What’s with those ghostly gray stains on the outside corners of the ceiling and walls? The stains outline the stud framing, and they even seem darker where there are nails in the drywall.

Most ghostly outlines like this are caused by soot in the air. Soot collects at framing, under doors, around pictures and on plastic appliances. Often the soot comes from burning candles, but it can also result from other combustion sources, like a gas fireplace.

Soot is very light; it floats easily and invisibly. Wherever the air slows or changes direction, soot can be deposited. This explains the stains at pictures and under doors, but why does soot outline the stud framing?

Often there is no insulation at the edges of studs on outside walls or ceilings. Instead, insulation is placed between the studs. As air slows around the cooler drywall at the uninsulated stud edge, soot gets deposited in a ghostly outline. The nails are also cooler than their surroundings, so you may see soot spots at the drywall nails or screw heads.

The quick fix: eliminate the source of soot, then clean and paint the walls. Before painting, use a good primer such as BIN to cover the remaining soot.

By Tom Feiza, Mr. Fix-It
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Helping you operate and maintain your home
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...

February 19-20, 2016
ASHI Arkansas
Educational Seminar
St. Vincent Infirmary Auditorium

The 2016 Board of Directors are:

**Executive Board**
Randy Sipe - President
Howard Pegelow - President Elect
Bob Walstead - Vice President
Tim Buell - Treasurer
Scott Patterson - Secretary
Alden Gibson - Immediate Past President

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Mike Wagner
John Wessling
Kevin Westendorff
Shannon Cory (*alternate*)

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Introducing HomeHubZone - A Revolutionary Take on Inspection Reporting Software
ASHI Inspection World was the site of the much-anticipated launch of HomeHubZone™. After throwing out all preconceptions about reporting tools, we analyzed how home inspectors work both during and after the onsite inspection. The result is a revolutionary solution to what appeared to be a forms-based problem.

With HomeHubZone, you can fill out your report room-by-room, while still producing a report that is organized by system. Eliminating the need to swap back and forth between screens when performing an inspection can save tremendous time. Other HomeHubZone features that make
Little Rock, AR
14 ASHI CEs

February 20, 2016
East Tennessee ASHI Chapter Education Event Master-Dry Meeting Room Knoxville, TN 8 ASHI CEs

March 4-6, 2016
OAH/CAHPI-ON 2016 Educational Conference Holiday Inn Burlington Hotel and Conference Center Burlington, Ontario

March 5, 2016
ASHI Central PA Chapter Education Event Park Inn by Radisson (Harrisburg West) Mechanicsburg, PA 8 ASHI CEs

March 10, 2016
ASHI Garden State Chapter Educational Seminar The Westwood Garwood, NJ

March 12, 2016
Arizona ASHI Chapter Education Event Black Canyon Conference Center Phoenix, AZ 6 ASHI CEs

March 19, 2016
ASHI Western Washington Spring Seminar Holiday Inn Downtown Everett, WA 7 ASHI CEs

April 2, 2016
NOVA ASHI Chapter Spring Seminar Best Western Fairfax Fairfax, VA 7 ASHI CEs

May 14, 2016
MAC ASHI Chapter Education Event Johns Hopkins University Rockville, MD

it easy to create better reports in less time include:

- Dynamic Smart Templates™ that automatically create the bones of an inspection report based on publicly available property knowledge.
- Patent-pending Smart Defaults™ that learn from your own use and common characteristics of local properties.
- Effortless cloud syncing between tablet and web apps that happens automatically whenever the tablet is connected.
- An intuitive interface that minimizes clicks and keystrokes.
- Numerous customization options to tailor the report the way you like it.
- Features buyers your will love, like Smart Summary Pages, recall checking, and links to appliance manuals.

Signup by February 10, 2016 to get a FREE 2 year subscription to HomeHubZone. Find Out More.

Roof Certification – Do I Need One?
It is a written “opinion” regarding the condition of a roof that is usually preformed by a licensed roofing contractor or a roof inspector.

Loan Requirements for FHA and HUD
Requirements for some type of loans require having a home that is habitable, which includes the requirement that the roof meets certain standards. Common requirements are:

- Life expectancy of the roof to be a minimum of 3 years
• Written estimate as to the expect life of the roof
• Provides a description of the roof and it’s condition
• That the “Certification” be good for two to five years (varies)

What does the roofer look at?
1. Gutters and downspouts; are parts missing, their condition and if they need repairs
2. How many layers of roofing materials; codes and cities have rules about how many layers are acceptable. Too many layers may weigh more than what the framing (i.e. rafters) was engineered for. Also, manufactures warranties may be void to extra layers or installation.
3. Previous repair work; was it done correctly, is it holding up.
4. Flashing; is the roof properly flashed at roof penetrations, edges and the valley areas.
5. Are there damaged or missing tile or shingles.
6. Is there standing water in places.

Buyers concerned about a roof's condition may ask for a “Roof Certification” for peace of mind
In some transactions a buyer may want the seller to furnish a “roof certification” as part of the deal. Generally the certification will be for a period of 1 to 3 years. These type of certifications will generally state that the roof is in a described condition and if it appears that roof may leak, then there will be repairs required before the roofing contractor will issue the roof certification.

It is not a guarantee that the roof won’t leak
Should the roof leak in that period of time, the contractor will come out and repair the roof. Note, it does not mean that the roof will be replaced. Most transactions do not have a roof certification as part of the deal.

For more articles like this, please visit www.buyersask.com.
**Member Get A Member Program**

This is one of the easiest programs you could ever become involved with and you get a $50 Visa gift card for your efforts.

All you need to do is get a home inspector to join ASHI. Here’s how the program works:

Step 1: Tell friend / colleague that they should join ASHI (talk about why we’re awesome!)

Step 2: Friend / colleague fills out an ASHI application and states that you told them to sign up with ASHI.

Step 3: Friend / colleague becomes an ASHI member and we send you a $50 gift card.

*Spread the word. Sign them up. Collect your reward. Repeat.*

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**Crafting an Elevator Pitch**

Introducing Your Company Quickly and Compellingly (*also known as a Driveway Speech*)

You've just bumped into a real estate agent or potential reference for your business at a meeting. After exchanging pleasantries, he asks you what your company does. You open your mouth, and then pause. Where on earth do you start?

Then, as you try to organize your thoughts, the meeting begins, and now you've lost your chance to speak. If you'd been better prepared, you're sure that he'd have stayed...
long enough to schedule a meeting.

This is one situation where it helps to have an "elevator pitch." This is a short, pre-prepared speech that explains what your company does, clearly and succinctly.

**About the Technique**

An elevator pitch is a brief, persuasive speech that you use to spark interest in what your organization does. You can also use them to create interest in a project, idea, or product – or in yourself. A good elevator pitch should last no longer than a short elevator ride of 20 to 30 seconds, hence the name.

They should be interesting, memorable, and succinct. They also need to explain what makes you – or your company, product, or idea – unique. **READ MORE**

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**Event Recap**

**InspectionWorld 2016 San Diego**

"40 Years of Trust": The Recap

This year's conference and expo was a resounding success. We topped our numbers of attendees in 2015's Philadelphia conference and had nearly 30 more exhibitors than Philadelphia as well. The classes were packed, some to standing room only, the expo hall was buzzing with excitement from industry mainstays and new exhibitors alike. The events were fun and a great way to get back in touch with or meet new friends. Surveys will come out next week so we can get more info from you, but here are a few images to remind you about this exciting event - the best and largest in the home inspection industry!