



**ASHI First Thing** 

**December 2017** 

MODEL 1030<sup>™</sup> - RadonSentinel<sup>™</sup>
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The ASHI School
Online Education
InspectionWorld 2018
InspectPAC
Inspective: ASHI Blog

# Get Registered for InspectionWorld Orlando and Book Your Hotel Rooms Now Before the Rates Go Up



Did You Know that the rates for InspectionWorld will go up after December 15<sup>th</sup>? So whether you consider them "early bird" discounts or "night owl" savings, it won't matter come December

16<sup>th</sup>. So don't delay and get registered for IW2018 Orlando. And room rates go up on December 19<sup>th</sup>. Of course, the hotel will offer rooms in our block after that date until they're all taken, so get registered and book your rooms now before they're all gone!

**REGISTER FOR IW NOW** 

What is a PAC and Why is it Important?





The ASHI School's Upcoming Classes 60-Hour Online

Course

60-Hour Online Class

93-Hour Class

Columbus, OH 1/29-2/3 Brentwood, TN 2/5-2/10

Des Plaines, IL 2/26-3/3

**120-Hour Class** 

Columbus, OH 1/29-2/9

<u>Cumming, GA 2/12-2/23</u>

<u>Leesburg</u>, VA 2/12-2/23 <u>Tampa</u>, FL 2/12-2/23

Baltimore, MD 2/26-3/9

Des Plaines, IL 2/26-3/9

**160-Hour Class** 

Bellevue, WA 2/26-3/9



n the United States, a political action committee (PAC) is a type of organization that pools campaign

contributions from members and donates those funds to campaign for or against candidates, ballot initiatives, or legislation. The legal term PAC has been created in pursuit of campaign finance reform in the United States.

At the U.S. federal level, an organization becomes a PAC when it receives or spends more than \$1,000 for the purpose of influencing a federal election, and registers with the Federal Election Commission, according to the Federal Election Campaign Act as amended by the Bipartisan Campaign Reform Act of 2002 (also known as the McCain-Feingold Act). At the state level, an organization becomes a PAC according to the state's election laws.

#### Why should I contribute to PAC?

Home Inspectors are affected each day by decisions made by politicians. What is the home inspector's role in the real estate transaction? Liability for defects found, third parties using the inspection report, rules and regulations for licensing home inspectors, frequency of completing CEs, frequency of updating a license, etc – these are ALL impacted by elected officials. If we join together at the state and national level, we can elect legislators who will work with and for us when making decisions that impact your work, your your family, your clients, and our national organizations.

## I already pay dues - why should I pay more?

Dues dollars are used to fund the operation of our local, county, state and national associations. Federal and State laws prohibit **ANY** dues dollars from being direct contributions to candidates. Your **voluntary** political contributions go into a separate



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FREE DEMO

account to be used for those purposes.

# Should home inspectors as a group really be involved in politics?

Elected politicians have a great deal of control over school employees. We need public officials who are responsive to our concerns. Thus, we must be involved in electing our political officials. As a group, we can do more than we can as individuals

#### What does InspectPAC do?

InspectPAC raises money to help elect and re-elect candidates to Congress who have an understanding of the home inspection profession, and who are supportive of the profession. Contribute with others who believe in a strong home inspection profession. Help raise donations for the Political Action Committee.

To make a contribution or for more information, contact Toni Fanizza at <a href="mailto:tonif@ashi.org">tonif@ashi.org</a>.

Click here to find the <u>InspectPAC</u> <u>Contribution Form.pdf</u>

# Is there a special event to help raise money for InspectPAC?

Glad you asked! Every year at InspectionWorld, ASHI holds an even sponsored by InspectPAC to help raise funds for our lobbyist in Washington DC. It is always held on the second night of the conference. In Orlando, we will have an event that will help us all relax and unwind after a busy first full conference day from 7:00 - 8:30 pm on January 22, 2018. We'll have an open bar, food, and and listen to some great lounge music. Tickets are available when you register for InspectionWorld or at the door. Raffle tickets are for sale at the event with proceeds benefitting InspectPAC. We look forward to seeing you there. If not, please help out InspectPAC and your profession now!

**CONTRIBUTE NOW** 

### IW2018 Sponsors

Platinum Sponsor



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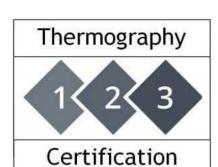
Lanyard Sponsor

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Don't let clients

gamble with radon.

# 4-DAY LEVEL 1 THERMOGRAPHY CERTIFICATION

(32 hours)

Instructor: Brian Burns, Northeast Inspections

Manager Monroe Infrared Technology, Inc. Wednesday through Saturday Jan 17-20, 8am 0 5pm (32 ASHI CE hours)

- Tuition: \$1495 with IW Orlando registration, \$1595 for non-IW registrant
- For CRT graduates and those home inspectors wanting to expand their thermography knowledge. Class will include
- Class will include an introduction to thermal imaging and measurement systems for predictive maintenance, building inspection, HVAC and other applications.
- Some IR experience a plus but no experience in thermography is necessary for Level 1!
- Learn to collect quality data, accurate temperature readings, and account for measurement effects such as distance and emissivity using infrared cameras.
- Interpret thermograms (infrared images)
  and make informed decisions using heat
  transfer concepts to analyze thermal images
  and see the latest in infrared inspection
  report generation and database support
  software
- The learning objectives, contact hours,

# New Faces at IW2018























and written exam of this Level 1 course are based on the requirements outlined by ANSI/ASNT CP-105 and CP-189 of the American Society for Non-Destructive Testing.

**REGISTER NOW** 





## TIPS FOR YOUR REALTORS

from Applica Solutions

# Mold Ruin Your Realtor Commission! Just because a home

Just because a home inspector finds mold, it

doesn't have to kill your real estate transaction. Knowing the facts about mold can help salvage many mold discovery scenarios. According to Moldman LLC, below are a few examples:

Scenario: A few inches of mold is found in a small area of the home and your client is worried that mold is everywhere.

In this scenario it can be helpful to let your buyers or sellers know that mold only grows where there is water or high relative humidity. If mold is identified around a single window where condensation is present, there is no need to start ripping out walls in other areas of the home that are dry.

Scenario: Mold is disclosed in the listing agreement or later identified during an inspection and you and your client are unsure whether you need it tested.

If you already see mold, testing is almost













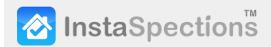














always an unnecessary waste of money. This is because it does not matter what type of mold you have, as once any mold has been identified, all mold should be treated the same way...READ MORE

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Is Lead (Pb) Part of Your Business Plan?
The LeadSmart Lead Protection Plan is a comprehensive solution for properties facing lead leaching into drinking water BECOME A LEADSMART CERTIFIED TESTER TODAY www.aceduraflo.com/leadsmart





DETECT
Lead identification and testing REMEDY AND RECOMMENDATIONS CERTIFICATION Once compliant, a LeadSmart Certificate is issued to confirm lead levels do not exceed WHO guidelines INSURED PROTECTION FOR YOU



#### LeadSmart Lead **Protection Plan Now Available In Time for**

#### **Lead Prevention Week**

Pipe Restoration Technologies, LLC (PRT), makers of the ePIPE®, Lead-Free Leak-Free™ and LeadSmart® product lines, is celebrating National Lead Poisoning Prevention Week with the launch of its LeadSmart Lead Protection Plan for all nationwide plumbing companies and home inspectors to help ease the country of its epidemic of high lead levels in drinking water.

It's estimated that more than 18 million Americans currently live in areas where the drinking water system violates the U.S.

Environmental Protection Agency's lead and copper rule. The one-of-a-kind program, LeadSmart, oers residential, commercial, municipal and government customers peace of mind by testing, identifying and bringing their properties' drinking water systems into compliance with the current EPA guideline for lead contamination...READ MORE







#### **Platinum Provider:**

**Mastermind Inspector** 

**Community** 

#### **Gold Affiliates:**

Applica/Home Wizard

**Business Risk Partners** 

**Home Inspector Pro** 

**HomeGauge** 

**How To Operate Your Home** 

**Inspection Certification** 

<u>Associates</u>

InspectorPro Insurance

**Inspector Services Group** 

Kaplan Home

**Inspection Education** 

<u>LiftMaster</u>

**McKissock** 

<u>OREP</u>

Palm-Tech

Pro-Lab

Radalink, Inc.

TownSquare Interactive

**Silver Affiliates** 

**United Infrared** 

Carson Dunlop

**EMSL** Analytical

**General Tools** 

**Holmes Approved Homes** 

**InspectIT Reporting** 

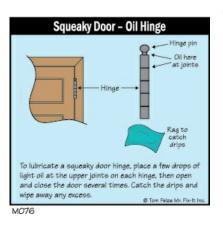
<u>Software</u>

ZAI Trust

**Bronze Affiliates** 

3D Inspection Systems





# Tip #56: Quiet That Squeaky Door Hinge

While a squeeeeky door may have a few advantages – you can tell when the kids come and go – in

general, a squeaky door is an annoyance. And if you ignore a squeaky door too long, friction can wear the hinge pin excessively and make the door hard to operate.

The fix is simple.

Purchase light lubricating oil in a small can with a drip spout. This allows you to apply just a few drops at a time. The oil may be called 3-in-1 oil or sewing machine oil.

With a small rag or paper towel handy, place few drops of oil atop the tight horizontal pin joint at the hinge. The oil will be drawn into the joints, and you can catch any excessive oil with the rag by wiping the hinge. Repeat on all hinges. Open and close the door completely a few times to distribute the oil, and take one last wipe at the hinge to ensure that no oil drips on the floor. You should lubricate the hinges about every two years. I like to use the oil in a small can because it's not messy like a spray lubricant.



<u>HotelStorm</u> negotiates hotel discounts only available to ASHI members, with discounts

**Allen Insurance** 

America's Call Center

**BNK Insurance** 

**Boston Environmental** 

**Buyers Protection Group** 

**Complete Appliance** 

**Protection** 

**DARTdrones** - **NEW** 

<u>EBPHI</u>

Elite MGA

**Home Inspection Report** 

HomeBinder.com

**HomeTeam** 

**Inspection Support Network** 

Live Pure Inc. - New

**Monroe Infrared** 

PoolStar Network Corp -

NEW

RAdata, Inc.

**ReportHost** 

**RTCA** 

Simpson Strong-Tie

Sun Nuclear

S.W.A.T. Environmental

**US Inspect** 

Vanguard Emergency

<u>Management</u>

## **Endorsed Members:**

ASHI Store (GEM Marketing)

ASHI@Home

**BuildFax** 

**Guardian Financial** 

InspectionContracts.com

Joe Ferry, LLC

LegalShield & ID Shield

Liberty Mutual

Mover Thank You

OneSource Solutions

Porch.com

Quill.com

Target Professional Programs

#### **Upcoming**





up to 55% off. Simply search the website for your favorite destinations - whether personal or professional - and you'll find savings of 10%-55% over online travel agencies. Visit ASHI.org, scroll over the "Members Only" area at the top of the screen and then click on "Member Benefits". You'll find HotelStorm in the list of Member Perks and many other awesome perks that are part of your ASHI membership. Check often as new benefits are always being added.



Tis the season to be giving. And ASHI members can take advantage of this

awesome employee discount program that features an incredible portfolio of top national retailers offering employee discounts, member benefits, corporate perks, student discounts and coupons. Our shopping portal is updated daily in real-time to capture and feature the absolute best employee deals available in the marketplace.

Certain retailers offer a static employee discount that employees can enjoy for their everyday shopping. A few examples include: 15% Off 1800Flowers.com, 15% Off Brooks Brothers Corporate Membership Program, 5% Off Orbitz.com Hotels, 15% Off ProFlowers.com, 15% Off Shoes.com, 15% Off Tumi, 10% Off FragranceNet.com, and More.

Some retailers rotate their discount offers and make available for limited time periods. For example: 25% Off Land's End Friends & Family, 25% Off Macys, 30% Off Timberland, 25% Off Ralph Lauren Private Sale, 25% Off Nike Clearance Items, 25% Off Tory Burch,

#### **Chapter Events:**

12/9 - 12/10

**FABI Winter Conference** 

12/12

NIC-ASHI Roundtable &

**Education** 

2/19-2/22

3 Days of Secrets Revealed

15% Off Hotels.com, 10% Off Home Depot and More.

This incredible employee benefit allows employees, students and members to save significant money on a broad range of key lifestyle purchases. Our employee discount program is simple, easy to use and has a single focus - to provide the best employee discounts, member discounts and student discounts at the world's best retailers.





It's almost that time of the year — and I'm not referring to the holidays. It's almost <a href="InspectionWorld">InspectionWorld</a>! With this huge conference and many other tradeshow dates quickly approaching, it's important to be sure you are prepared for any upcoming tradeshow you plan on exhibiting at.

Here are some helpful tips to ensure you stand out at <u>InspectionWorld</u> and your next tradeshow:

#### Make your booth pop

There are only a few seconds to engage show attendees before they pass you by and talk to your competition. Standing out in the crowd is key and interesting graphics, text, lighting and textures can make a huge difference in getting those potential customers to stop and take a closer look.

#### **Invite them to Stop**

Now that you have their attention, it's time

to convince attendees to actually stop and interact with your staff. Games, contests, mascots, photo-ops and interactive product spaces are good ways to give attendees just enough of a push to have a look around. Want to give your booth and brand that extra push? Take advantage of sponsorship opportunities with your audience interaction.

#### **Engage With your Audience**

Once attendees stop in your booth, it is time for your event staff to take action. A well organized, easy to spot and educated staff can turn casual booth visitors into long time customers. Be sure your space is adequately staffed; getting attendees' attention and having them stop doesn't help if they don't learn about your products or services.

For more ideas and help for planning your exhibitor space at InspectionWorld, contact Dave Kogan at <a href="mailto:davek@ashi.org">davek@ashi.org</a> or call 847.954.3187

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# A Comment to Consider When Using Social Media

Did you know that when you are on social media and not in a

password-protected discussion forum, closed or private group; you're found through common searches on Google or Facebook. The content you post, especially when bashing someone else in your field, doesn't look good to potential clients conducting a search on you and your company. In order to call yourself a

"professional" you need to act
"professionally". And when you represent
yourself and your company online, you need
to conduct yourself professionally.
Remember that you are a home inspection
professional that is part of the home
inspection industry.

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