April 2017

Home Inspection Month good time for experts to examine residences' safety, structural integrity

As spring arrives, homes emerge from cold weather hibernation -- revealing how they fared in terms of wear and tear.

That's one reason why National Home Inspection Month takes place as leaves
April & May
Classes Offered

60-Hr Online Course
Register Now

93 Hour Class
Brentwood, TN - May 15-20

120 Hour Class
Cumming, GA - Apr 17-28
Tampa, FL - Apr 17-28
Cypress, CA - May 15-26

Cincinnati State College Home Inspection Course
Cincinnati, OH - May 1-12

Commercial Class
Baltimore, MD - May 12-14

16 Hour Residential Radon Measurement Webinar
Live Webinar - April 11-12
Live Webinar - May 10-11

4-Point Inspection & Wind Mitigation Class
Tampa, FL - April 22

change, flowers bloom and residences are easier to pore over.

“April is the perfect time for a home inspection,” says Bill Jacques, past president of the American Society of Home Inspectors. “The busy buying and selling season is in full swing, and it is just after the winter months when weather can be especially tough on a home,” he says.

According to the inspector group, better known as ASHI, millions of people will buy a new or existing home this year, and the majority are on the right track with obtaining a home inspection for buying, selling and maintenance purposes.

But the Society also says "the difference in quality, and therefore, the protection of a homeowners’ financial interests, can best be realized when the inspection is performed by an experienced, professional home inspector."

Homeowners begin spring cleaning and start preparing for summer activities, including a home purchase or sale. Consumers in the market for a home inspection need to remember that the person chosen to do the inspection is just as important as the inspection itself, the society says.

"Working with an ASHI Inspector is a homeowner’s best assurance of a home inspector’s proven qualifications and professionalism," says Jacques of American Inspection Service, Inc. in Ravenel.

Jacques urges customers to hire a Society inspector so the job meets major areas outlined in the ASHI Standard of Practice, which the state Labor, Licensing and Regulation agency adopted for all South Carolina home inspectors in July 2014. They call for examining a host of home features, such as:

- Structure, including basements and crawl spaces
- Exterior surfaces -- including siding, decks and grading of soil
- Roof covering
- Plumbing systems
- Electrical systems
- Heating and air conditioning systems
- Interior surfaces and components
- Insulation and ventilation
- Fireplaces and chimneys
Customers can take an audio-guided Virtual Home Inspection at www.ASHI.org. This online report provides an interactive tour of a home highlighting the society’s Standards of Practice, and providing photos depicting common problems and defects. “Although not meant to replace an inspection of their home, the tour provides great information for first time homebuyers, sellers or people interested in learning more about a house and what to expect from a professional home inspection,” the society says.

In its 41st year, the American Society of Home Inspectors counts 8,100+ members. According to the society, it's the oldest and "one of the most widely recognized non-profit, professional organizations of home inspectors in North America."

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A Quick Poll to Help ASHI Improve Its Services*

We're asking two simple questions:
1: Name of your company
2: How many home inspectors are in your company.

Please follow this link: https://goo.gl/qighly to fill out this quick survey.

*If there is only one home inspector in your company, you need not respond.

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The Value of

Is expressing thanks a powerful motivator or just a social nicety?
According to positive psychologists, saying 'thank you' is no longer just good manners, it is also beneficial to the self.

To take the best known examples, studies have suggested that being grateful can improve well-being, physical health, can strengthen social relationships, produce positive emotional states and help us cope with stressful times in our lives.

But we also say thank you because we want the other person to know we value what they've done for us and, maybe, encourage them to help us again in the future. It’s this aspect of gratitude that Adam M. Grant and Francesca Gino examine in a series of new studies published in the Journal of Personality and Social Psychology (Grant & Gino, 2010).

They wanted to see what effect gratitude has on the person who is being thanked. Does it motivate and, if so, is it just by making people feel good, or is it more than that?

**Double the help**

In the first study 69 participants were asked to provide feedback to a fictitious student called ‘Eric’ on his cover letter for a job application. After sending their feedback through by email, they got a reply from Eric asking for more help with another cover letter.

The twist is that half of them got a thankful reply from Eric and the other half a neutral reply. The experimenters wanted to see what effect this would have on participant’s motivation to give Eric any more help.

As you might expect, those who were thanked by Eric were more willing to provide further assistance. Indeed the effect of ‘thank you’ was quite substantial: while only 32% of participants receiving the neutral email helped with the second letter, when Eric expressed his gratitude, this went up to 66%.

**How gratitude works**

The idea that saying thank you makes people more likely to help in the future is unsurprising, although the 100% increase is interesting, but what the researchers were interested in was why this happens.

Perhaps Eric’s gratitude made people feel better, or at least less bad? Or perhaps saying thanks boosted the helper’s self-
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...

April 13, 2017
North Central Ohio ASHI Chapter Seminar
Independence Library
Independence, OH
Contact: Paul Wancata
3 ASHI CEs

April 18, 2017
PRO-ASHI Pittsburgh Wastewater Treatment Tour
ALCOSAN
300 Preble Ave,
Pittsburgh, PA
Contact: Michael Ashburn

Esteem, which in turn motivated them to help again.

In fact the experimenters found that people weren’t providing more help because they felt better or it boosted their self-esteem, but because they appreciated being needed and felt more socially valued when they’d been thanked.

This feeling of social worth helps people get over factors that stop us helping. We are often unsure our help is really wanted and we know that accepting help from others can feel like a failure. The act of saying thank you reassures the helper that their help is valued and motivates them to provide more.

Pass it on
The researchers then wondered whether this effect would extend to other people. Would Eric’s thanks make participants more likely to help a different person?
In a second study Eric’s thanks (or lack of thanks in the control condition) was followed, a day later, by an email from ‘Steven’ asking for similar help. The percentage who offered to help Steven was 25% when they had received no gratitude from Eric, but this shot up to 55% when they had been thanked.

So the boost to participant’s social worth carried over from one day to the next and from one person to the next. Although the overall percentages were slightly lower, Eric’s gratitude still doubled the number of people willing to provide help.

In a third and fourth study the researchers tested their findings face-to-face rather than over email. They reached similar conclusions, with increases in pro-social behavior of 50% in the third study and 15% in the fourth study. These lower percentages show that the effect of gratitude on motivation depends on the situation. Now, these studies mostly looked at the situation where strangers help each other. It’s likely that the effect of a thank you on pro-social behavior is more powerful on people we don’t know, because strangers are more cautious about helping each other in the first place.

Thank you!
Since, for most of us, expressing our thanks is an everyday occurrence, we tend to think nothing of it. But psychologically it has a very important role to play for both the
person giving and the person receiving.

All four studies reveal that gratitude is more than just a social nicety, or a way of making the helper feel good; it reassures others their help was actually appreciated and it encourages further pro-social behavior.

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**Wing Enterprises Recalls Little Giant Ladders Due to Fall Hazard**

**Name of product:**
Little Giant multipurpose ladders

**Hazard:**
The ladder’s locking pins/rung fasteners can fail, posing a fall hazard to consumers on the ladder.

**Consumer Contact:**
Wing Enterprises toll-free at 855-595-3378 from 8 a.m. to 5 p.m. MT Monday through Friday or online at www.littlegiantladders.com and click on RECALL at the top of the home page for more information.

**Units:**
About 37,000

**Description:**
This recall involves Little Giant Velocity™, LT™ and Liberty™ multipurpose ladders. The ladders have joints that allow it to bend and lock in various positions. “Little Giant,” the model name, model number and part number are printed on the side of the ladder.

**For More Information:**
Quick Tip #15: Garage Door Safety

What is the largest, heaviest moving object in your home? You got it - the garage door. So it makes sense to do frequent safety checks on the door.

First, look for a safety label near the control button or the overhead door. It will tell you how to safely operate the door and test the reverse mechanism.

Second, make sure the control button is mounted at least five feet above the floor or any step. This prevents small children from playing with the door operator.

Third, never allow children to play with the door or the operator.

You should test your operator for reverse and door balance once per month. Follow the specific instructions on your door's safety label. If you don't understand these instructions or you don't have specific instructions for your door, contact a professional door service company.

Several times per year, check the door hardware for tightness. Consult your owner's manual for the proper lubricant, and apply it to rollers, tracks and other mechanical parts. Have the door serviced by a professional if there is any sign of problems.

By Tom Feiza, Mr. Fix-It
(c) Copyright 2009 by Tom Feiza, Mr. Fix-It, Inc. | misterfix-it.com | htouyh.com Helping you operate and maintain your home
How To Get Out Of Your Comfort Zone

To Grow Personally & Professionally, You Must Get Out Of Your Comfort Zone...
(a.k.a. your self created prison) where we are “comfortable” in what we’re doing; in our jobs, our lives, and our experiences. It’s when we have no feelings of risk or anxiety...

The downside is there’s no personal or professional growth in “the prison”. It is what it is...

Everyone has their own personal comfort zone. We all have built-in mechanisms that regulate our level of anxiety, fear, and discomfort. When we step outside our normal, existing boundaries, we begin to feel anxious. Our natural tendency is to pull back and go back to the norm.

If you want to succeed in Network Marketing, you’ll have to stretch yourself and grow; there are no short-cuts!

To put this in action, try this tomorrow when getting dressed...change the order in which you put your clothes on. How did that make you feel? Felt a bit weird, huh?
That’s why we typically stay within our comfort zone. When we try something new, we often feel uneasy and go back to the norm.

The downside of this is that **always staying in our comfort zone can be very limiting.** The world passes us by as we stagnate. Complacency, in our fast-paced competitive world, can be fatal to business and severely
limit personal and professional growth. **If we are not learning, trying new things and growing, our jobs and/or businesses may be deteriorating.**

### How To Get Out of Your Comfort Zone?

Before you make any drastic changes, try something simple, e.g. shop at a different grocery store, sleep on the other side of the bed, drive home a different way, order something from your favorite restaurant that you’ve never had before, etc.

Allow your anxiety level to increase. Feel your heart rate and breathing going faster. The adrenaline is your body’s natural drug that, in moderation, makes you sharper, quicker, and more creative. It creates a feeling of excitement and exhilaration that comes from doing something new. This process can be a bit stressful at first.

### Why the Heck Would We Want to Give Ourselves More Stress by Stepping Out of Our Comfort Zone?

Because that’s where real personal growth takes place. Once we stretch ourselves beyond our current capabilities, we really don’t want to go backwards.

As we try new things, we gain confidence. **Confidence makes us feel powerful and good.** And when we are confident that we can survive new things, we allow ourselves to try even more new things.

### What’s the limit?

The most successful people think through the possible outcomes before taking a risk. Then they prepare for how they would deal with each outcome. **Successful people take risks,** but they’re not foolish or stupid.

What are some activities that could add to your personal and professional growth? Here’s my challenge to you. Make a list of 20 things that, if you really were successful in doing them, you would be a better person or more successful. Things like giving a speech, writing an article, starting an exercise program, meditate daily, teach a class, volunteer, sign up for a dance class, etc.

Then, from your list, choose a few that you’re willing to do within the next 30 days to get out of your comfort zone. Schedule those new activities, and then go for it!
benefits and member perks for our ASHI members, but aren't vain enough to list them all one by one. Here are a few links that showcase many of our benefits:

- Find An Inspector
- Membership Perks
- Free Education
- Benefit Programs
- Affiliate Specials
- Marketing Materials
- Free Logo Design
- ASHI Reporter

Log in at www.ashi.org to see all the benefits of your membership today!

Make personal and professional growth a life-long habit...

If you want to see some marketing that is monumentally different than you're used to, take a recent HomeGauge email as an example. This email is totally "out of the box" and a 180° difference than their usual advertising. And it caught my eye so much, that I had to share it with you.

Don't worry what your competition is doing and try something new. To see HomeGauge's recent email, click here.

ASHI HQ Conference Schedule
Where will you be?

East Coast Builders Conference
May 4-5, 2017
Atlanta, GA

2017 CREIA Annual Conference
May 4-7, 2017
Burlingame, CA

NEHA 2017 Annual Education Conference & Expo
July 10-13, 2017
Grand Rapids, MI
NAR Realtors Conference & Expo
November 3-6, 2017
Chicago, IL