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# First Thing

A Monthly Update from The American Society of Home Inspectors



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>> Standard of Practice Education Module

>> Early Days of ASHI

**Standard of Practice Education Module**

You're on Your Way to Becoming an ASHI Certified Inspector



AMERICAN SOCIETY OF HOME INSPECTORS

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**SPECIAL PRESENTATION**

## Early Days of ASHI

Presented at IW Orlando – January 22, 2018

Original members of ASHI will take you back to the early days.  
Hear stories of how ASHI was created and learn about the  
dedicated people who created ASHI's SOP / Code of Ethics

## 36 New Educational Modules Added to the ASHI Online Learning Center

The addition of the IW Orlando presentations expands the total to over 125 offerings. The ASHI Online Learning Center has become an increasingly popular way to earn ASHI and State CEs. Usage of the site and the number of completed modules continues to increase.

The [ASHI Online Learning Center \(AOLC\)](#) site has recently been re-designed. The colorful homepage contains five educational track icons (Advanced Learning, Business Management, Inspecting Essentials, Specialty/Diversification and Illinois-Approved Courses). Users simply click on any icon to locate a long list of educational modules. Each list identifies State CE-approved modules highlighted in red. Users are able to ask questions and get assistance. ASHI members view modules for free as this is an ASHI member benefit.

You will notice in the screen shot above that the “[Early Days of ASHI](#)” Special Presentation is now housed on the AOLC. The one-hour historical event was videotaped at IW Orlando.



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# ASHI Panel Discussion at AUVSI Xponential

[AUVSI XPONENTIAL 2018](#) is the one event that brings all things unmanned into focus.

For an even sharper view, we've partnered with leading organizations to offer additional opportunities alongside XPONENTIAL. These co-located events provide an in-depth look into specialized topics and solutions you need to harness the power of unmanned technology.

This year, ASHI will host a panel discussion moderated by Mike Rostescu & Dave Kogan ([American Society of Home Inspectors](#) national headquarters in IL)and featuring an esteemed panel of home inspectors from across the United States including: Scot Baker ([Baker Inspection Group](#) in California), John Bolton ([The Inspectagator](#) in Florida), Bruce LaBell ([Royal Home Inspections LLC](#) in Arizona) and Jerry Simmons ([Gerald Simmons & Associates](#) in Georgia). If you're an ASHI member and in the area and want to attend the session and the conference, contact [Dave Kogan](#) so we can get you a pass to the conference.

## [UAS Use in Residential Home Inspections](#)

Room: 403/404  
Wednesday, May 02, 2018: 1:00 PM - 2:00 PM  
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[Golden, CO 6/11-6/22](#)

[Des Plaines, IL 6/18-6/29](#)

[Alpharetta, GA 5/21-6/1](#)

[Leesburg, VA 5/21-6/1](#)

**160-Hour Class**

[Kirkland, WA 6/4-6/15](#)

**Mold Class**

[Des Plaines, IL 5/5-5/7](#)

[Des Plaines, IL 6/30-7/2](#)

**Commercial Class**

[Des Plaines, IL 6/15-6/17](#)

**16-Hr Residential**

**Radon Webinar**

[April 4-5](#)

[May 8-9](#)

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**ASHI@HOME**

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4/27-4/29

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**ABOUT JD GREWELL, ACI**

JD Grewell, ACI was a member of the American Society of Home Inspectors (ASHI) since 1979. He served on the Standards Committee of ASHI for more than 10 years; as the Standards Committee Chairman 2003-2005, and as the Standards Committee Board Liaison in 2014. JD Grewell was a recipient of ASHI's prestigious Monahan, Cox, and Ironman Awards. He served on the ASHI Board of Directors from 1990 to 1998 and then again from 2011 to 2014. JD was a licensed home inspector in Maryland who served on the Real Estate Appraisers and Home Inspectors Commission from 2000 to 2015 through four governors. JD chaired many ASHI committees and served on various task forces, including multiple strategic planning efforts.

JD served on the Examination Board of Professional Home Inspectors from 2001 to 2006 and was selected as a subject matter expert by the EBPHI, writing valid questions for the National Home Inspector Examination for more than 12 years to help keep the exam current.

JD was a high school teacher before he became a home inspector and his passion in the home inspection profession has always been in education.

To honor his memory and dedication to the home inspection profession and as an educator, the EBPHI created an education scholarship in his name.





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About JD Grewell, ACI

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4/30-5/3

[AUVSI Xponential](#)

5/9-5/10

[AUSPL Conference 2018](#)

6/9-6/10

[FBI Summer Conference](#)

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APPLICA / Home Wizard

MARKETING AUTOMATION for home inspectors

# Top 5 Tasks for April

by Applica / Home Wizard

If you only do five routine maintenance tasks for your home during the month of April, here are the ones that we suggest that you do, that will help you prepare your home for spring, save energy, and protect your home.

## Prepare Central Air-Conditioning

April is a good month to begin to prepare your air-conditioning systems for the warmer weather that will be coming later in the season. Why? Because if you wait for warm weather to hit and you find a problem with your AC system, you may find it difficult to schedule a service technician, and if the repair requires new parts, you may have to wait during hot weather for the repairs to be completed.

The following is a list of things that you should do during April to prepare your air-conditioning system:

## Chapters

4/11

[MAC ASHI JD Grewell](#)

[Education Hour & Meeting](#)

4/11-4/12

[NOVA ASHI Spring Seminar](#)

4/16

[Long Island Chapter Meeting](#)

4/18

[Southern New Jersey](#)

4/19

[Northern New England](#)

[Spring Seminar](#)

5/4

[St. Louis Annual Peer Review](#)

5/9

[Pro-ASHI Meeting](#)

5/12

[Heartland Chapter Event](#)

5/12

[MAC ASHI Spring Seminar](#)

- if you have covered your outside condenser unit for the winter, then you should uncover it;
- clear debris from around your outside condenser;
- if you've closed the inside air distribution registers for the winter, you should now reopen them;
- change your air filters (see types, costs, and reviews of [air filters](#)); and lastly,
- check the water drain for your inside air handler unit to ensure that it is not blocked, and if your unit has a water pump, then be sure that it operates properly when you pour water into it.

For more information about your air conditioning system, you can see our article and video: "[Spring Checklist: How Your AC System Works.](#)"

## Garage Care

April is also a good month to do several important routine maintenance tasks for your garage. The first is to sweep dirt and salt out of your garage that has accumulated over the winter. During the winter months, the melting ice and snow from your parked car will deposit dirt and salt onto the floor of your garage. If you don't sweep this out, it will get tracked into your home, where it can do severe damage to your hardwood floors and carpeting. So during April you will want to use a broom (see types, costs, and reviews of [garage brooms](#)) or hose to remove all of this dirt and salt from your garage floor (including your door mat)

While you're at it, you should also take the opportunity to lubricate and inspect your garage door and hardware. In particular you want to pay attention to the springs that help lift the doors. If you notice that any bolts or brackets are coming loose, then you should have someone repair these immediately. These springs are under a lot of tension, and if they snap loose, they can

5/19

[East Tennessee ASHI](#)

5/23-5/26

[Los Angeles/Ventura County Event](#)

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# 6 Ways to Succeed as a Home Inspector

## #1

### Solve Actual Problems

There is no check engine light for a house. You're that light. Do your best for your client. There are too many things out there claiming to be helpful, especially in the home inspection process. Do the best you can and follow your ASHI and state SoP.

## #2

### Put Customers & Peers First

Often times home inspectors get caught up with everything going on around them. Instead, focus on connecting with customers, providing the best service and getting more business. And don't forget to help your peers along the way. Pay it forward.

## #3

### Embrace Social Media

Provide the whole world access to you and your services. Create and share content consistently. Market yourself and have a presence in the space that so many people are constantly interacting in.

## #4

### Get Help From Freelancers

You don't need the same kind of real-estate, infrastructure and human resources you might have needed 10+ years ago, to start a business. Take advantage of SaaS tools and inexpensive services such as Fiverr to help you cut startup costs.

## #5 Deliver Real Value

You can't just sell your product (you) and call it a day. You need to provide great service and support to your customers. You also need to share content, offer insightful information, tutorials and other types of interactive media. Going the extra step will separate you from the pack.

## #6 Always Learning

Expand your knowledge base. As you constantly learn new and unfamiliar things, your bank of knowledge expands. This helps you solve more problems, identify new opportunities and fuels your creativity. Take advantage of continuing education on ASHI's Online Learning Center and attending InspectionWorld to build up your expertise.

WHOA!

## DID YOU KNOW?

ASHI has a new Member Perk for discounts at NTB, Merchants Tire & Auto, and Tire Kingdom. Just another great perk of ASHI membership.

## Never Pay Full Price on TIRES & SERVICE

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<http://www.ashi.org/Members-only/Member-Benefits>

There are many [perks](#) to ASHI membership including:

- access to healthcare, supplemental insurance, dental and vision plans
- discounted tickets to shows, sporting events and concerts
- travel discounts on theme parks, rental cars and hotel rooms
- and so much more. Click the image above, log in as a member and check out all the perks ASHI offers its members!

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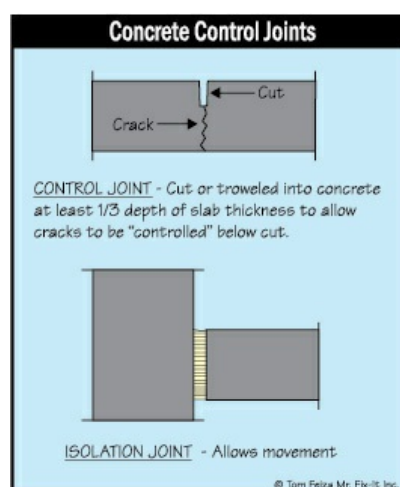


## HOW TO OPERATE YOUR HOME

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## Quick Tip #63 Help! My Concrete Has Cracked

You know the old saying:

two things in life are

certain – death and taxes. Well, I can add a third certainty to the mix: all poured concrete will crack.

Concrete shrinks about 5/8 inch in 100 feet of

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length. And that’s assuming the concrete is properly formulated, placed, and cured under the right temperature and moisture conditions. Add more water, raise the temperature or change any other variables, and the concrete will shrink even more. To contend with shrinkage, workers place control joints and expansion joints in concrete. A control joint is easy to see – it’s a cut in the surface or a groove trowled into the surface. This cut or groove weakens the matrix and promotes cracking, so the shrinkage crack should occur in the control joint. Expansion joints are soft spacers used between concrete and other construction materials. They allow shrinkage to occur and let the soft material fill the void. Expansion joints also allow for ongoing relative motion between surfaces. So if you see cracks in a concrete surface, you should realize that often, it’s just normal shrinkage. If the concrete is heaving or lifting, though, there may be a problem.



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# How to Create a Facebook Local Event for Your Business

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Do you market a local business on Facebook?  
Have you heard about the Facebook Local app?  
In this article, you'll **discover how to use Facebook Local to create events that drive in-store foot traffic.**

***What Is the Facebook Local App?***

[Facebook Local](#) ([iOS](#) and [Android](#)) was previously the stand-alone Events app before Facebook rebranded it to compete with business discovery and engagement tools like Yelp and Foursquare.

But while the other platforms tend to function as passive research tools, Facebook Local melds local business communication, in-person events, and scheduling into one happy mobile package.

While it's not yet the most intuitive user interface ever created, the user customization in each area makes it easy to become entranced by whichever event, page, or place is displayed in front of you.

Facebook Local is an extension of Facebook. Although you access the two environments via different apps, your user identity remains constant. You access both using the same login and profile, and maintain the same connections with friends, businesses, and events...[READ MORE](#)

