

JANUARY 2023



REPORTER

Inspection News and Views from the American Society of Home Inspectors, Inc.

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2023 President:
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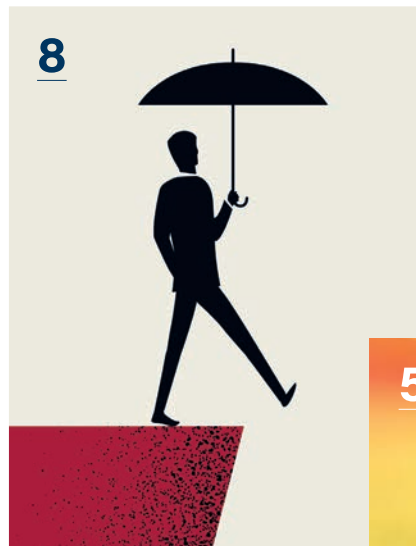
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Our Mission: To set and promote standards for property inspections and to provide the educational programs needed to achieve excellence in the profession and to meet the needs of our members.

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Coming Home

A letter from ASHI's new president

By Lisa Alajajian Giroux

Let me start by saying I'm incredibly grateful for this opportunity, and I'm so proud to be your 2023 President. I am honored to lead and work alongside the 2023 Board of Directors, officers, and staff.

ASHI is my extended family. For the past 24 years, it has felt like home at every InspectionWorld and chapter event I attend. I was recently at a meeting with a fellow inspector who also told me that whenever he goes to a conference, it's like coming home. That feeling is what makes ASHI special. It's this sense of community and camaraderie that is a true membership benefit—and it may never truly get the recognition it deserves. It's that special.

My membership in ASHI has made me the inspector and leader I am today. ASHI provides the opportunity to attend conferences, meet, and be mentored by some of the best in our field—trustworthy professionals who care. I have benefited from learning, listening, and participating in many educational classes, leadership debates, and discussions that taught me more than I could imagine.

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**MY MEMBERSHIP
IN ASHI HAS
MADE ME THE
INSPECTOR AND
LEADER I AM
TODAY."**

Recognition

I want to thank the prior leadership who have supported and guided me to this moment. I also want to recognize our outgoing 2022 President, John Wessling, and the outgoing directors and officers for their hard work last year, too, as they worked many hours to move ASHI forward and give the staff resources to update our infrastructure.

What to Expect

Every year, as leaders and volunteers, we learn; we call it lessons understood. We have had a lot of moments to learn over the last few years, and I'm sure there will be more opportunities in the future.

A great man said you might do 10 things wrong, but you only need to do one thing right to succeed. Staff and leadership do listen, and we hear you.

Our future planning is all about your needs. Our motto for this year is "We are a team, and we are stronger together." As a team, we will do what we need to move ASHI forward, build strong alliances with affiliations with a common interest, and add value to your membership.

In 2023, we will keep improving our education with the ASHI Edge and make our website more user-friendly.

We will develop a proper strategic plan so we will have year-to-year continuity.

We are streamlining our office and staff functions with new technology by updating our infrastructure—taking less time and saving money to continue to provide more member benefits.

Planning Ahead

As a team, we will roll out some new member benefits and partnerships that will impact you in the field and your business. This team approach will allow us to create stronger, more attended conferences with new education programs, ensuring tremendous success for future IWs.

At InspectionWorld 2023, we will feature the Diversity Subcommittee on Women in the Industry, launching in parallel with the International Code Council's "Year of the Woman." This initiative will allow us to encourage, train, and direct women who want to enter this field.

We are also exploring the opportunity to combine education programs with the ICC. These programs can help our veteran inspectors who want to grow their business by providing auxiliary inspection services to local or state municipalities by becoming certified inspectors in different phases of the construction process.

One year is a short time to get things done, but with the team's commitment, we will keep things moving forward with a strategic plan framework that will provide continuity for the 2024 leadership team and set the roadmap for future success.

Thank you for the opportunity to serve. And I'm excited to welcome you all back to InspectionWorld 2023 In Las Vegas! ■

Mock Inspections

Educating real estate agents about new construction inspections

By Laura Rote

The Keller Williams office in Greater Boston recently invited ASHI-certified home inspectors to educate them about new construction inspections—including what they look at and why.

Ashley Harwood set up the education as training for new agents and also attended herself. The event took place in the fall. "The purpose was to educate newer agents on things to be aware of during an inspection, the components of a house, what they should/should not say to buyers, et cetera," she said. "Just to give them an overview of an inspection—especially for agents who've never attended one before."

New ASHI President Lisa Alajajian Giroux led the mock inspection. "Lisa walked us through an inspection from start to finish from her point of view," says REALTOR® Karen Anglim. "She explained why she starts where she does and what she is looking for. She took the time to explain every detail and answer questions. It was an invaluable experience. Lisa is passionate about helping people and not just getting a job done."

Six agents attended the event—most of them newer, but some experienced agents, too. "Everyone learned a lot, even the experienced ones," Harwood said. "They have a better understanding of house systems, what the inspection consists of, and they're now better prepared to speak to their clients about it." ■

This Massachusetts Keller Williams agent Lunch and Learn included a mock inspection with ASHI President Lisa Alajajian Giroux (below, center).



Errors & Omissions Insurance:

**Your defense
against the most
common claims.**

By Stephanie Jaynes, Marketing
Director, InspectorPro Insurance



Opinions of authors are solely their own and do not necessarily represent the opinions or positions of ASHI, its agents, or editors. Always check with your local governmental agency and independently verify for accuracy, completeness, and reliability.



The Managing Risk column with InspectorPro Insurance provides home inspectors with tips to protect their businesses against insurance claims, craft effective pre-inspection agreements, offer additional inspection services, and use new tools and equipment.

In the words of InspectorPro broker Aaron Menlove: **“It happens all the time.”** We get a phone call from someone who doesn’t carry insurance. While they were confident they didn’t need insurance before, they since had to face a claim on their own, and it didn’t go so well. Perhaps they weren’t sure how to respond to the complaint initially and inadvertently made it worse. Maybe they struggled to find legal counsel familiar with the home inspection industry. Or perhaps it cost a pretty penny to finally resolve the complaint. Whatever the reason it went wrong, this inspector doesn’t want to have the same experience again. So, they’ve called us to purchase home inspector insurance.

But even if you know you want insurance, you may wonder what type of coverage to purchase. What do the different types of insurance really do? And what types and amounts of insurance protection make the most sense for your business?

This year in the Managing Risk column we’ll explore common home inspector insurance products and questions so you can make educated purchasing decisions for your business. We start with the most common and important coverage of all: errors and omissions insurance.

What is errors and omissions insurance?

Errors and omissions (E&O) insurance, also known as professional liability, protects you when your clients accuse you of missing something during their inspection—or, at the very least, leaving it out of your report. In other words, you’re protected when clients accuse you of not doing your job right.

Home inspector insurance requirements vary by state. As of January 2023, 31 states (62%) require home inspector professional liability insurance. But your work doesn’t stop at knowing your state’s home inspector insurance requirements. Even if your



Stephanie Jaynes is the Marketing Director for InspectorPro Insurance, which offers ASHI members exclusive benefits through its program: InspectorPro with the ASHI Advantage. Through risk management articles in the ASHI Reporter and on the InspectorPro website, InspectorPro helps inspectors protect their livelihood and avoid unnecessary risk. Get peace of mind and better protection with InspectorPro’s pre-claims assistance and straightforward coverage. Learn more at inspectorproinsurance.com/ashi-advantage.

state doesn't require it, we and other experts in the field strongly encourage you to carry errors and omissions insurance to avoid large payouts for claims and to receive claims handling and defense.

The vast majority of home inspector insurance claims are for alleged mistakes or oversights. Without insurance, you're responsible to find and fund representation in a lawsuit. If you reach a settlement or judgment, you're

responsible to pay that cost on your own. When home inspectors pay to resolve claims out of their own pockets, the emotional and financial burden can be so significant they go out of business.

Alternatively, by carrying home inspector professional liability insurance, you can safeguard your business. Whether you make a mistake, leave something out of your report, or receive a frivolous allegation, home inspector E&O insurance

can give you peace of mind and protection.

Typically, E&O claims arise from accusations of wrongful acts, including:

- **Neglect:** Failing to find or report a defect
- **Failure to Perform:** Not meeting specified terms in your pre-inspection agreement
- **Bad Advice:** Not providing appropriate (or any) recommendations for reported defects

Let's explore an example of each of these E&O accusation types.

1 The Damaged Roof: A Neglect Claim

Two months after the inspection, the clients contacted their home inspector with two estimates for roofing and gutter repair. According to the claimants, their inspector had failed to inform them of hail damage to their roof and gutters and he should, therefore, pay for repair and replacement.

The claimants' allegations were meritless. In multiple places in the inspection report the inspector noted roof deficiencies and damage and provided photos of the defective areas. Additionally, the inspector recommended the claimants contact a qualified contractor to repair or replace the roof. In this case, professional liability insurance helped respond to and resolve the customers' complaint of neglect. But even if the inspector had been at fault, his E&O policy would have given him the same help.



"WHEN HOME INSPECTORS PAY TO RESOLVE CLAIMS OUT OF THEIR OWN POCKETS, THE EMOTIONAL AND FINANCIAL BURDEN CAN BE SO SIGNIFICANT THEY GO OUT OF BUSINESS."

2 The Detached Garage: A Failure to Perform Claim

Six months after the inspection, a home inspector received a letter from an attorney announcing their clients' intentions to file suit. The claimants' detached garage had severe foundation issues that threatened the building's structural integrity. According to the attorney, the outer foundational wall was just boards holding loose gravel. The claimants' bid to repair the wall was more than \$30,000.

In his inspection report, the home inspector argued that, because the garage was detached, it was outside of his inspection's scope. He didn't examine the inside or outside of the garage. However, according to the ASHI Standard of Practice, which the inspector cited in his pre-inspection agreement as his inspection guidelines, inspections include detached garages and carports (ASHI SOP 13.1.C.).

In this example, the home inspector was, in fact, liable. His agreement's scope included the garage, yet he omitted the garage from his report. Errors and omissions insurance can cover such claims for failure to perform inspection services.

3 The Prediction: A Bad Advice Claim

During a four-point inspection, a home inspector examined a 13-year-old roof. In his inspection report he stated that the roof showed normal wear and tear for its age but should last another seven years before needing repairs or replacement.

But the roof didn't last that long. Two-and-a-half years after the inspection his clients had such a substantial roof leak that a contractor recommended they get an entirely new roof.

In this case, the inspector's recommendation to wait seven years before looking into repairing or replacing their roof was inappropriate. Unable to predict damage that could happen in the future, the inspector should not have promised that the client's roof would last any amount of time. But mistakes happen, and errors and omissions insurance may cover such claims for bad advice.

Apply today!

Scan the code or visit bit.ly/3Wz28zR to apply for the ASHI Advantage program.



62%

**PERCENTAGE OF STATES (31)
THAT REQUIRE HOME INSPECTOR
PROFESSIONAL LIABILITY
INSURANCE, AS OF JANUARY 2023.**

Errors and Omissions Insurance for Home Inspectors

It happens all the time, but it doesn't have to happen to you. Don't wait to confront a client complaint on your own before choosing to carry insurance. By carrying errors and omissions coverage now, you can have peace of mind and protection against the most common claims. We hope you'll start the new year off right by safeguarding your inspection business. ■

Inspector Pro
Insurance is
a proud ASHI
Affiliate
member.



Air Leaks Create Attic Moisture Problems

By Tom Feiza, Mr. Fix-It, Inc.
HowToOperateYourHome.com (htoyh.com)



Tom Feiza has been a professional home inspector since 1992 and has a degree in engineering. Through HowToOperateYourHome.com (htoyh.com) he provides high-quality books and marketing materials that help professional home inspectors educate their customers. Copyright ©2022 by Tom Feiza, Mr. Fix-It, Inc. Reproduced with permission.

In colder climates, inspectors often find moisture issues in attics. Warm air leaking into the attic causes most of these problems, as well as ice dam issues. By understanding how this happens, you can help your customer and the seller correct these problems, and you'll be a star with REALTORS®, too.

Moisture Stains in the Attic

As excessive moisture enters the attic from the heated space, the attic ventilation system is overwhelmed; it can't remove all the moisture. This moisture condenses on the cold roof deck.

Photo 1 shows significant signs of condensation on the underside of a pitched roof deck. Moisture has caused mold growth and some delamination of the plywood. Cracks indicate the start of delamination.



Photo 1: Roof Deck Moisture Damage.

Air Leaks Bypass the Chimney

Illustration I019C depicts a typical air leak within the home's thermal envelope. As a fire prevention measure, clearance is allowed between a masonry chimney and the wood framing. If this gap isn't blocked with non-combustible material, air will flow freely between the basement and the attic.

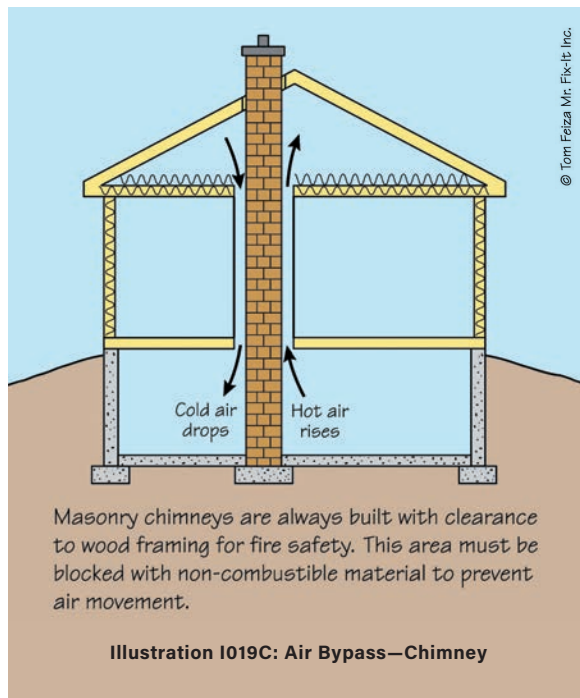
Air Leaks in Framing

Air also leaks at other gaps in the heated space to the attic.

Illustration I032 depicts typical gaps at the top of a partition wall. Framing shrinks; there is no vapor barrier wrapping the framing; and air leaks into the attic. The illustration also shows a fix with foam sealant.

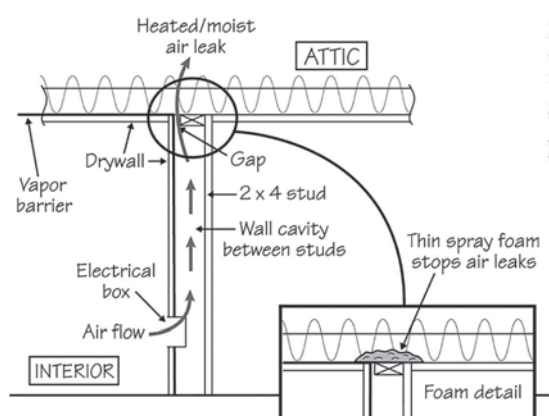
Framing gaps caused the serious moisture problem shown in **Photo 2**. Would you believe this home was just five years old? I lifted the insulation, exposing the top of the partition wall framing.

On the left is the clear plastic vapor barrier over the drywall. Darkened insulation indicates air leaks: Insulation filters the air and leaves black stains. Note the clean insulation, where framing protected it from air movement.



Masonry chimneys are always built with clearance to wood framing for fire safety. This area must be blocked with non-combustible material to prevent air movement.

Illustration I019C: Air Bypass—Chimney



© Tom Feiza Mr. Fix-It Inc.

The framing, drywall and vapor barrier look solid, but air can leak through openings into the wall cavities and into the attic at gaps behind the drywall and behind the vapor barrier. Spray foam insulation in the attic stops the air leaks.

Illustration I032: Air Leaks—Top of Wall, Foam Air Stop



**Photo 2:
Lifting Attic
Insulation.**

Serious Moisture in a Small Apartment Building

I investigated moisture dripping from an attic in a small five-year-old, two-story apartment building. **Photo 3** shows water stains on the truss framing and the pink blown-in insulation.

I moved the insulation and found a 1- to 2-inch gap in the framing extending to the basement. The framing had been built in sections and butted together with no air sealing between sections.



**Photo 3: Water
Stains and Dark
Insulation**

Air Leaks Create Ice Dams, Too

A house in a cold climate faces another problem due to attic air leaks. In winter, attic heat warms the roof deck, causing rooftop snow to melt. The slushy melted snow flows down the roof and into the gutters. Since gutters and overhangs aren't warmed by the escaping heat, they remain cold, and the slush refreezes there. As the process continues, the ice gets thicker, forming a dam.

Eventually, water ponds behind the ice (the same way water pools behind a river dam), and this water can leak through an asphalt shingle roof. Roof shingles are designed to shed water but will not resist ponding water. Leaks will occur just above the ice dams, penetrating the overhangs.

The Takeaway

Many older homes don't have attic moisture issues because back then there was little insulation to the attic. When the attic is warm, condensation and stains don't occur (although ice dams may still form).

As we do a better job of insulating areas between the attic and heated spaces, attics have become cold. Add a warm-air leak to a cold attic and you'll have significant moisture and condensation problems.

When you identify these issues, suggest a professional evaluation and repair that includes insulation and air sealing of the heated space. ■

To learn more, attend Tom's technical presentations at educational sessions for ASHI chapters and local groups. Tom can also provide his knowledge for your educational event; contact him at Tom@htoyh.com. Tom will give presentations on Water, Vapor and Dew Point for Home Inspectors and Basement Inspections at ASHI Inspection World 2023.



*How to Operate
Your Home is
a proud ASHI
Affiliate member.*

A Good First Impression

Make your ASHI Member Profile work for you.

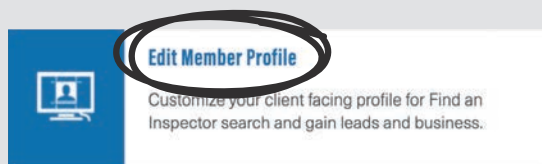
By Heather Candella



You only have one chance to make a first impression, and your ASHI Member Profile is how potential customers are introduced to you using the Find an Inspector tool. Perfecting your member profile is easy, and we have some valuable tips to get you there.

There are several areas where you can customize your profile. The more you have filled out, the more those viewing your profile will be informed of your expertise and experience.

To get started, visit the ASHI website at ashi.org, select "member dashboard" from the menu bar, and click "edit member profile."



1 Confirm Your Address

At the top of your profile, you will see the address provided by the ASHI database. This regional information matches you with potential customers in the Find My Inspector tool. Although the address is automatically populated through our database, you can customize it using the "edit this address" option.

Be sure to carefully review the address information, fix any typos, and confirm that your address is correct. Your address will not be shown publicly, but instead pulled from the backend using an algorithm when potential customers search in their area. Once you've updated your address, click "set as Find an Inspector

Address." Your aim is to make this process as seamless as possible for your next customer to find and hire you.

2 Upload a Profile Picture and Cover Photo

A picture can say 1,000 words, so be sure your profile picture tells the right story. Use this part of your profile to upload a high-resolution photo of yourself or a logo for your business. Using high-resolution images on your profile, social media, and website illustrates that your services are of high quality and that you pay attention to detail—essential for any home inspector.

Professional headshots can be expensive, but luckily most smartphones and tablets can provide a high-resolution photo for your profile. Your headshot should be noticeable and easily visible when viewed on a smaller device. A great headshot should capture you, giving a friendly and approachable look directly at the camera to convey eye contact.

The ideal headshot location is taken indoors—with good, natural lighting but away from direct sunlight. Choose a backdrop like a solid-colored wall to make it look like you're in a professional photographer's studio. Choose a wall that will make your face stand out. If a solid-colored wall is unavailable, backdrops are affordable and available for purchase online (see example at right).

For your cover photo, choose a high-resolution image that fits the dimensions provided. The cover photo



Do you have a marketing topic you would like to see covered in the *Reporter*? Please let us know. Email your ideas to editor@ashi.org.

on your profile is an excellent opportunity to showcase your company logo and branding. Need help creating a unique company logo? Visit ASHI's website to get connected to our in-house graphic designer who can help you create a professional logo to stand out from the competition. It is a service we offer ASHI members for free! To learn more visit bit.ly/3i2MJbF.

3 Contact Information

Now that your photos are uploaded make sure your contact information is correct. Include the best phone number and email address for potential customers to reach you. Include your business website and social media information as well; adding this additional information extends the reach of your business and serves as another opportunity to give the best impression of what you and your services can provide.

4 Highlight Your Expertise, Company, and Licensing information

Next, you will select the property types and additional services you offer. This makes for a well-rounded profile. Listing your services in one spot for easy review makes it easy for someone looking to hire you.

Your company bio should be brief and engaging. Remember, someone looking at your profile may be viewing multiple options at one time. Make sure your bio is engaging and grammatically correct. This is another big opportunity to make a good impression on a potential client. See bio example at right.

Be sure to list your state licensing information (for states that require it). This gives customers a sense of security in hiring you, knowing that your skills and expertise are up to date and within regulation.

After completing all your profile updates, click save, and you are set! Your profile is now live on ASHI's Find an Inspector portal and ready for your new customers to find you. ■



Heather Candella is ASHI's Marketing Manager. Her career ranges from her work within the New York media market, nonprofits, and multiple national associations. She enjoys strategizing creative communications and creating individualized marketing plans.

Profile Picture

Upload a professional portrait or company logo.



Image Size: 172 X 172px



Bio & Company Description

Enter a brief description about the business.

Tip: Highlight your skills, without getting too personal!

Max 1,500 characters.

(1475 used)

My name is John Doe and I have been a home inspector for over 10 years. ~~As a teenager, I wasn't really sure of what career path I'd pursue, but I always thought buildings were interesting.~~ After graduating from Ohio University with a bachelor's degree in architecture and a minor in construction management, I started my career as a project manager at the Construction Group—a commercial construction company focused primarily on office buildings. After spending four years with the Construction Group, I decided to attend the Professional Home Inspectors Institute to pivot my career toward working on residential buildings. ~~There, I met my now wife Jane, married her a year later, and settled down in Kent, Ohio with our dog Buster.~~ In 2012, following my stint at the Professional Home Inspectors Institute, I began inspecting both single-family homes and multi-family homes. That same year, my wife and I welcomed our son, Jake, who already shows interest in my career path. Today, as an established home inspector specializing in new home inspections, moisture intrusion, and drones. And as the president of the Ohio Chapter of ASHI, I've authored numerous articles for the Journal of Home Inspection, speak and present at several ASHI and ASHI chapter events, and serve as a guest lecturer at my alma mater, Ohio University. ~~When I'm not doing that, I enjoy watching Saturday Night Live and Sunday night football during the weekends and playing golf during the weekdays.~~

Seeing is Believing

Arizona inspector Jim Johnson shares his wisdom from more than 20 years as ASHI's lead verifier.

By Stefanie Willis



Dr. Jim Johnson began his home inspection journey with ASHI nearly 40 years ago. He was the first technical member in Arizona, and he is the only original ASHI verifier still active. In fact, he has been the lead verifier with ASHI for more than two decades. He knows a report can make or break an inspection.

"Write a report that gives me a strong visual of the home you're inspecting," he says. "Years from now, a homeowner will forget your face and name, but they won't forget your report."

As an engineer, Johnson values visualization and what he can see. That's one reason he loves attending InspectionWorld every year. "I get a lot of inspectors I've talked with over the phone or emailed back and forth with," he says. "At IW, I get to see them up close and personal and make sure they're taken care of. We make eye contact, shake hands, chat, and laugh a

bit. For me, that's the biggest thing."

Johnson also enjoys sitting in on presentations and being introduced to the latest technology used in home inspections. He believes education and training shouldn't just occur at the beginning of one's career—they should be an active and central part of every inspector's continuous growth.

What advice does Johnson have for inspectors looking to become ASHI-certified? "Don't get discouraged," he says. "I have candidates who go through the certification process three, four, or even five times before passing. If you don't pass right away, take a step back, regroup, and then continue on with the adventure. And remember—I'm always available to help." ■



Want to meet Jim Johnson? Join us in Las Vegas for InspectionWorld 2023. Visit [InspectionWorld.com](https://www.inspectionworld.com) to register!

There is still time to register...

... but if you can't make it to Vegas, you can still attend our two live streaming courses featuring Dr. Joseph Lstiburek on Tuesday, January 31, 2023.

*Both sessions are part of the Advanced Track and offer **2 ASHI CE for each. Please note that these are LIVE sessions only. You must be available to attend at times indicated, as there is no option to view recordings.*

1 Healthy Home Streaming Live:
12:30 – 2:30 PT, 1:30 – 3:30 MT, 2:30 –
4:30 CT, 3:30-5:30 ET

2 Indoor Air Quality Streaming Live:
2:45 – 4:45 PT, 3:45 – 5:45 MT, 4:45 –
6:45 CT, 5:45 – 7:45 ET



AMERICAN SOCIETY OF HOME INSPECTORS

INSPECTION WORLD
LAS VEGAS • 2023



Scan the code or visit bit.ly/3X8RikU to register for IW23, and attend the live streaming event.

Survey Says

A closer look at the results of ASHI's education survey

By Laura Rote

ASHI recently completed a survey to learn more about our membership—from how you learn to what you want to learn. More than 50% of respondents let us know that they've been inspecting homes for more than a decade.

We learned that nearly 70% of respondents get home inspection training

from ASHI—including on ASHI Edge, at events, and from the ASHI School. Most prefer self-paced online courses (45%), followed closely by in-person workshops (34%).

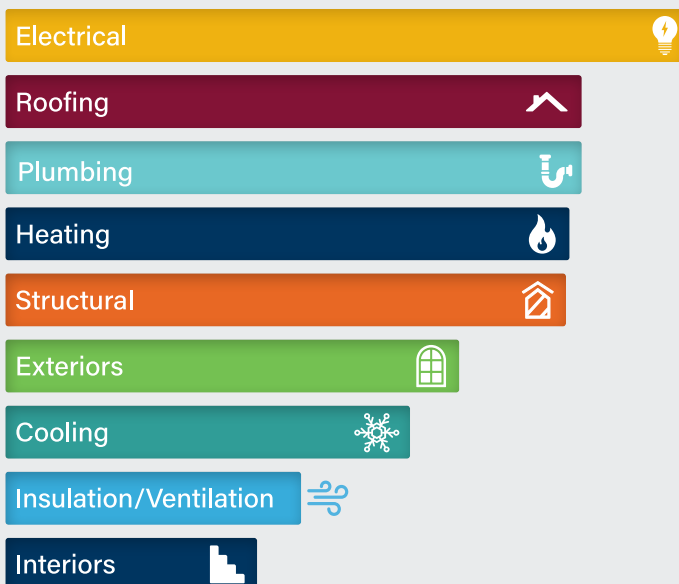
We also asked: What do you most want to learn about? The results were fascinating and closely tied—with electrical being the number one answer, followed by roofing, structural, plumbing, and heating.

Of surveys sent, this one had the most engagement. Find a detailed look at the results at right. ■

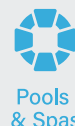
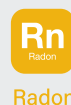
↘ **Electrical Wiring Methods and Receptacles** is a new course offered on ASHI Edge. Scan the code or visit bit.ly/3Gs9zn2 to learn more, and register!



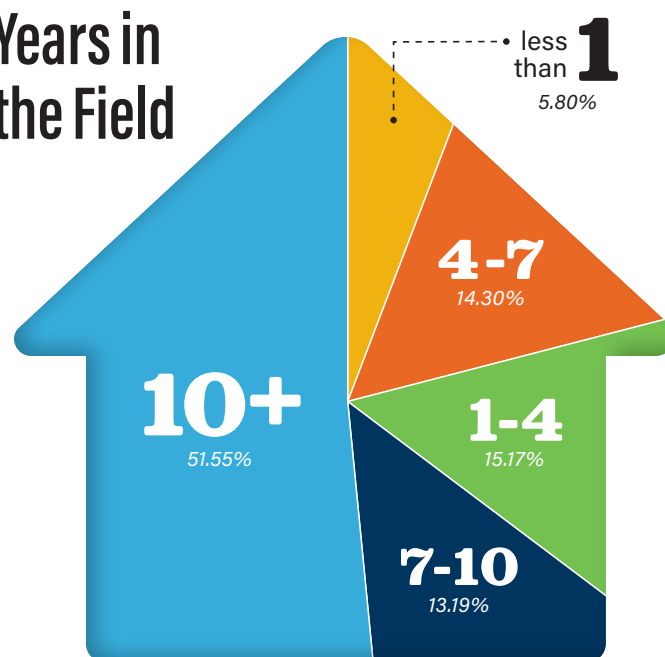
Preferred Topics



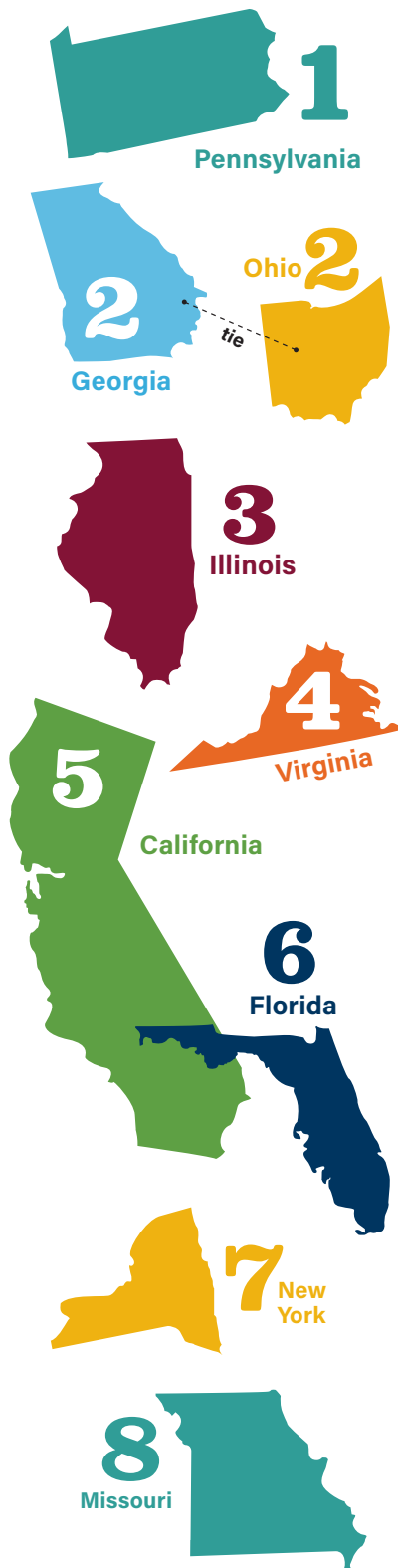
Other popular topics



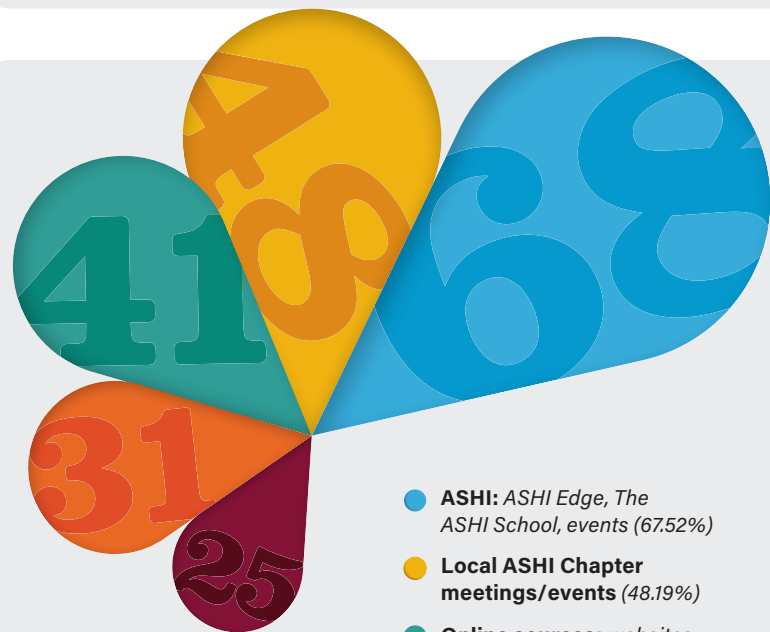
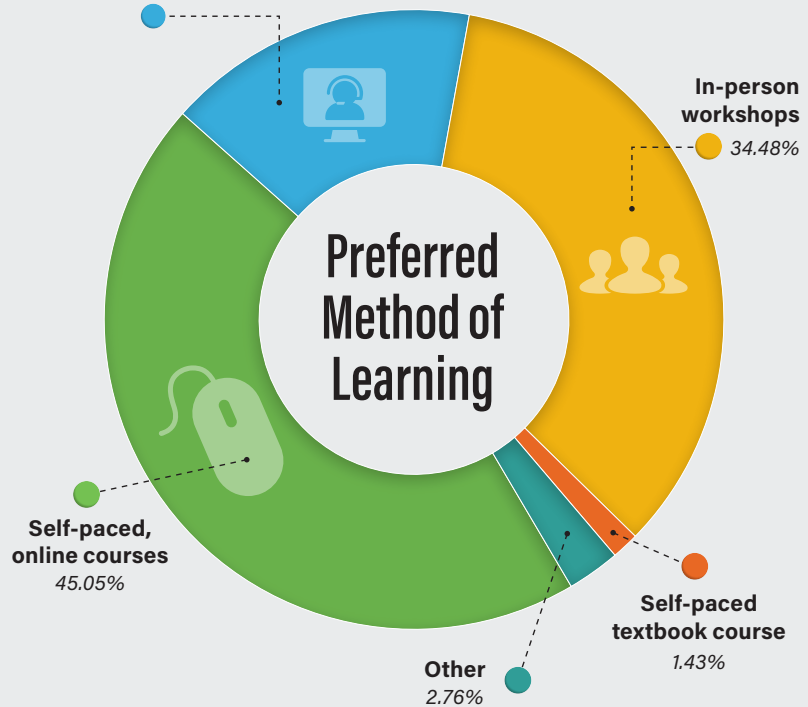
Years in the Field



States with the Most Responses



Live online course
with an instructor
16.29%



Sources of Education

- **ASHI:** ASHI Edge, The ASHI School, events (67.52%)
- **Local ASHI Chapter meetings/events** (48.19%)
- **Online sources:** websites, YouTube, webinars (40.67%)
- **Industry groups or organizations** (31.33%)
- **Other:** Trade publications, field training, community college, and various home inspection training sites (24.86%)

Welcome to ASHI

NEW MEMBERS

*New Associate Members
from October 17, 2022 to
November 15, 2022*

Arizona

Melton Hawkins, Surprise
Todd Buck, Prescott
David Karel, Tucson

California

Anthony Devito, Forestville
Cody Clarke, San Jose
Giant Hyun, Anaheim

Colorado

Andrew Jenkins, Denver

Connecticut

Kevin Totilo, Danbury
Jonathan Long, Wethersfield

Florida

David Ricker, Lake Mary

Georgia

Michael Warner, Duluth

Illinois

John Yapp, Park Forest
Jose Gonzalez, Belvidere
Paul LeBeau, Chicago

Indiana

Brett Jackson, Ellettsville

Maryland

Thomas Smith, Sykesville

Michigan

Josh Broyles, Fenton
Chad Butler, Union Pier

Missouri

Ben Mahley, Ballwin
Nicholas Stecko, Dardenne Prairie

New York

Michael Enriquez, Mount Vernon

Ohio

Steven Palmison, North Ridgeville
Paul Rochette, Chagrin Falls

Pennsylvania

Matthew Ruggieri, Crafton

South Carolina

Jason Bryan, Goose Creek

Tennessee

Jonathan Cook, Nashville
Thomas Struble, Nolensville



Here's a look at some of the topics
we'd love to cover in upcoming
issues of the *Reporter*.

March

Deadline: January 13

- Sewer scan/camera, infrared thermography
- Volunteering

April

Deadline: February 15

- Plumbing
- Starting your career

May

Deadline: March 15

- National Deck Month
- Landscaping & Irrigation

June

Deadline: April 14

- Pool & Spa Inspections
- Tips from home inspectors to first-time homebuyers

*To be considered, submit your
articles to editor@ashi.org within
these areas before the deadlines.*



In the next Marketing Minute:

Putting Your Best Face
Forward. A do-and-don't
guide that will help you
design a successful,
and visually-engaging
online presence.

JANUARY MEMBER ANNIVERSARIES

45

Gerald Loesch
BPG Inspection

40

Bruce Schaefer
Schaefer Inspection Service

35

Richard Malin
Richard D. Malin & Assoc.

Greg Spencer, ACI
Cingo

Jerome Valenti
Buyers Inspection Service

Brad Albin
Rainier Inspections

Dean Uhler
BPG Inspection

Anthony Shupenko
Shupenko Engineering

30

Clarence Sisco
Cape Atlantic

Timothy Clark
BPG Inspection

25

Keith Cook
BPG Inspection

Michael Hoberecht
inspectormike.com

Pete Wilson
Residential Inspectors
of America

20

Keith Cook
BPG Inspection

Michael Hoberecht
inspectormike.com

Pete Wilson
Residential Inspectors
of America

15

S. Craig Lemmon
Real Estate Inspections
of Texas

Mike Tomash
Tomash Professional
Home Inspection

Raymond Perryman
Cingo

Randy Moya
Moya Home Inspection

Ron Futrell
Futrells Inspections

Brad Phillips
Homespec

Arthur Hankins
Homespec

Roger Herdt
Herdt Home Inspections

10

Ian McNaught
HomeKey Inspections

Keith Rice
Nuts & Bolts Home
Inspections

Kevin Dougherty
Pillar to Post—
Northern Virginia

Thomas Lemieux
WIN Home Inspection
Madison Alabama

Howard Altman
New Jersey Property
Inspections

Steve Cross
Cross Inspection Services

Edward Griffith
Griffith Home Analysis

John Casasanto
GCIS

Beau Petrone
ASMHI (A Sound Mind
Home Inspection)

Duane Johnson
Summit Construction
& Home Inspections

Mitchell Allen
Inspect-It 1st Property
Inspections

David Kidston
Kidston Home Inspections

Dickie Garnett
DBC Home Inspections

Roberto Zorzan
Suburban Home Inspections

Christopher Lopez
West City Inspection

5

Norman Cruce
ProTech Home &
Property Inspections

Stephen Murphy
SJ Murphy's Home Inspection

Ray Vetrano
National Property Inspections

Jerry Salontay
Ohio Home Inspectors

Dan DelMonte
WIN Home Inspection
(WIN Royalton-Ohio)

Arthur Horinek
Deep Dive Home Inspection

Dan Weber
Pinewood Inspections

Josh Heath

Melvin Riley
Before You Buy NC
Home Inspections

Edgar Racz
Meri Home Inspections

Frederick Caulfield
Manor Inspection Services

Curtis Esplan
CJ Home Inspection

Ronald Rocha

Peter Field
Field Home Inspect

Stan Hurst
All Points Home Inspections

Michael Miller
Miller Home Inspection

Jeffrey Trousil
Scott Home Inspection

Chris Berg
Inspections Kauai

Jeff Tetrick

Glendon Llewellyn
Henry's Home Inspection PC

Andrew Bain
AmeriSpec Home
Inspection Service

Michael Clements
HomeOwner Services

Joel Gibney
Net Home Inspections

Harrison Crowder

Marshall Choka

Kellen Peak
ProTech Home &
Property Inspections

Thomas Gould
WIN Aurora South

Edmond Gibson
Discover Home Inspections

Dean Pedon
Stonehollow

Jacqueline Gathers
Pillar To Post

Gregory Sieverding
Quality Home Inspection

Brian Seals
The Greg Newman
Team of Pillar to Post

Adam Duncan
Duncan Home
Inspection Services

Tyler Mizeres
Detailed Home Inspections

David Klima
Aardvark Home Inspectors

Stephen Grill
Landon Home Inspections

Stephen Smith

Mark Minor

Jesse Prussia
Kingdom Inspections

Scott Lind
Assurity Home Inspections

Richard Graff
Batten to Beam Inspections

Eric Brown
AZ Property Inspections

Nick Williams
KnK Home Inspections



Should have charged by the electrical box (single-family house).

Stephen P Tyler
STAT Home
Inspections
Garnerville, NY



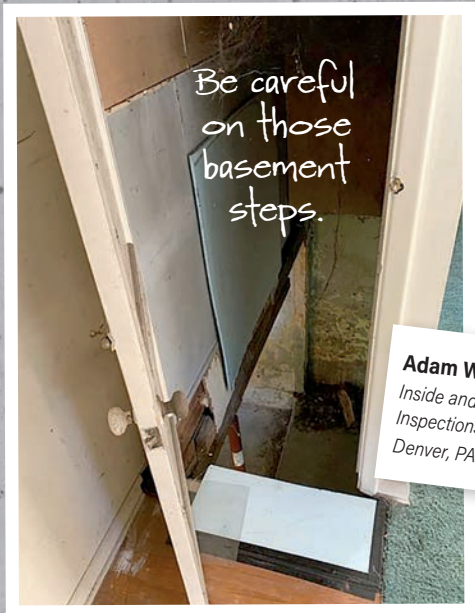
Rich Aiello
I-Spy Home Inspection
Winthrop, MA



Fungus
among us.

Be careful
on those
basement
steps.

Adam Weber
Inside and Out Home
Inspections
Denver, PA



Note to self:
Fix downspout
before next
rain.

Patrick Hannigan
Core Inspection Group
Philadelphia, PA

Sam Lloyd
A To Z Inspection services
Clarksburg, MD



No more cold
toilet seat!



Rick Spurgeon
Spurgeon Home Inspections
Mobile, AL

Do you think they used enough screws for this deck post?

Jonathan Cameron
Cameron Home Inspections
Stevensville, MT



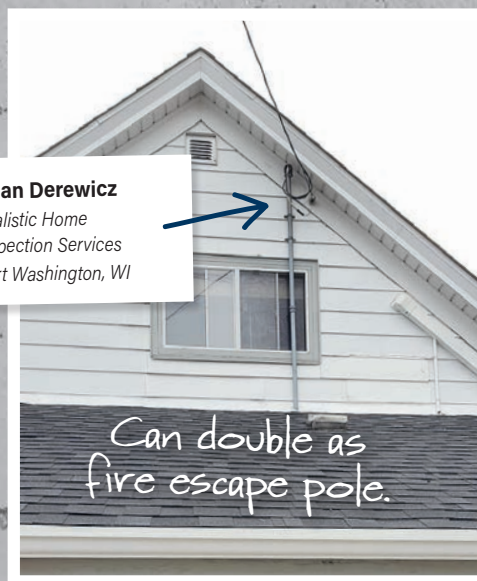
Alvin C. Miller
Hawkeye Home Inspections
Iowa City, IA

Nice setup.



James Brock
Boston Home Inspectors
Boston, MA

Spa night, anyone?



Brian Derewicz
Realistic Home Inspection Services
Port Washington, WI

Can double as fire escape pole.

To submit your postcard, please send your name, city, state, high-resolution photos, headings and captions to:

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By sending in your postcard(s), you are expressly granting ASHI the right to use the postcard and your name with it in the ASHI REPORTER and in other publications ASHI may select.



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