

MAY 2023



REPORTER

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

**Check
the Deck:**
It's National
Deck Month!



**Processing
Insurance Claims**
P6

**Respecting
Copyrights**
P12

**Dealing with
Stress**
P20



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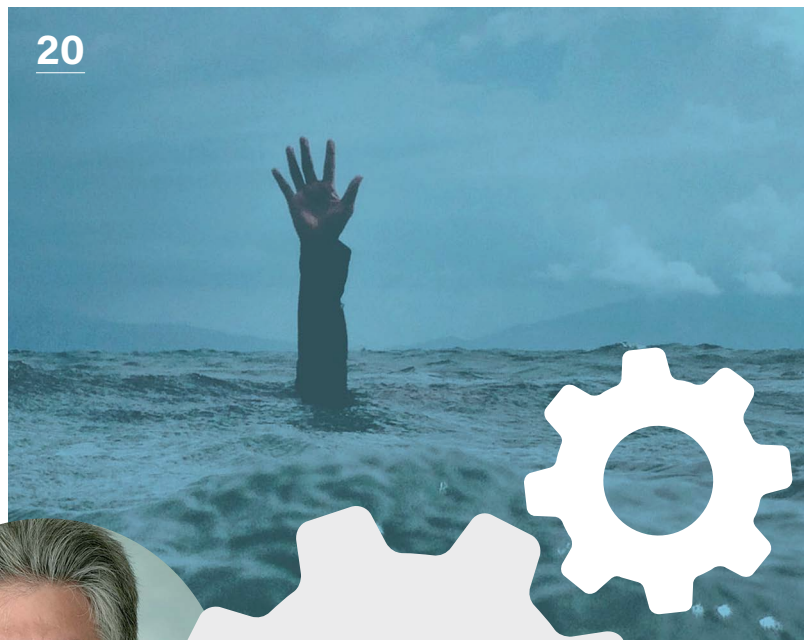
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Our Mission: To set and promote standards for property inspections and to provide the educational programs needed to achieve excellence in the profession and to meet the needs of our members.

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Processing Insurance Claims

7 things you need to know

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.

Ten home inspectors walk into a bar. Each of the 10 inspectors works in a different part of the country, all with different levels of experience and expertise. Hours pass by—the 10 home inspectors enjoying their drinks and chatting about business in their home states. As they're closing their tabs, the lawyer approaches and hands six of them an envelope. Confused, they open their envelopes, and realization settles in: The six home inspectors have been sued.

Over half of home inspectors will face at least one claim during their inspection careers. While some factors increase your likelihood of facing a claim—like how many inspections you perform and your proficiency at the job—the rest comes down to chance. Clients may seem nice when you first schedule an inspection, but they can turn vindictive and unreasonable when circumstances change: The house was dry as a bone when you inspected it,

but leaks abound now that it's the rainy season. You wore the right shoes for the job, but you still slipped and put your foot through the ceiling.

When claims are so pervasive, it's important to understand how your insurer deals with allegations. Knowing pertinent definitions and claims handling processes will help you feel more prepared and composed if a claim does arise. And while you may not be able to control whether



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.

“WHAT IS THE FIRST STEP IN PROCESSING A CLAIM? GATHERING ALL THE PERTINENT INFORMATION.”

- ✓ Inspection report
- ✓ Pre-inspection agreement
- ✓ Inspection photos
- ✓ Written demand
- ✓ Description of the complaint
- ✓ Email or text correspondence with the claimant

you're one of the inspectors walking out of the bar with a lawsuit, you can collaborate with your insurer for a quicker and smoother solution.

Here are seven common insurance claims handling questions and their answers.

1 What is a claim?

Insurers' definitions of a claim vary, but you can always find them in your policy. Here at InspectorPro, we define a claim as a written demand for money from you or your business for an alleged mistake or accident. While legal documents are the go-to example of a claim, a written demand doesn't need to be so formal. The demand could come in the form of an email, a text, or even a sticky note on your desk.

The appeal for money can come in different forms, too. Your

claimant could specify a dollar amount, or they could simply say they want you to pay for however much an issue costs to repair. Asking for a refund, too, counts.

2 When do you report a claim?

Insurance policies dictate how quickly you have to report a claim, but typically your insurer wants to know as soon as you can. So, if you get served in the middle of your son's graduation, the call can wait until after the ceremony. But if you get a written demand while you're sitting at your desk, it makes sense to call your insurer immediately.

Have an upset client but not a written demand? While you may not have a claim yet, it's still smart to tell your insurer. Giving your insurer notice of what could turn into a

claim gives them the chance to stifle it before it escalates with pre-claims assistance. It may even qualify you for an early reporting discount.

3 How do you report a claim?

What is the first step in processing a claim? Gathering all the pertinent information.

To report a claim, contact your insurer by phone, email, or online form. Your broker and their team will forward your complaint to our claims team, who will assign you an adjuster. Adjusters investigate claims, determine how much coverage you have, organize your defense, and aid in resolutions. But to do all that, they first need information from you, including the:

- Inspection report
- Pre-inspection agreement
- Inspection photos
- Written demand
- Description of the complaint
- Email or text correspondence with the claimant

The more you give your adjuster to work with, the better they can help. More importantly, it's part of your insurance agreement to provide the necessary information for your indemnity and defense. Communicating openly and promptly with your insurer about claims will help you mitigate your risk.

4 What happens after you report a claim?

Once your claims adjuster has the necessary information, they'll take

“
**CONTRARY TO
 POPULAR BELIEF,
 INSURANCE
 COMPANIES DON'T
 ALWAYS OFFER A
 SETTLEMENT.**

the helm. They'll be in charge of communicating with your claimant and their legal counsel and hiring additional defense for you, where necessary. (So if your claimant or their attorney contacts you, redirect them to your claims team rather than responding yourself.) As they investigate the allegations, they'll ask you questions when they need additional information. If mediation, arbitration, or a trial take place, they'll assemble evidence on your behalf and help you prepare if you need to present. Ultimately, your claims adjuster will aid you in resolving the claim. And once that claim ends, you'll be responsible for paying your deductible—or the lesser amount if your adjuster was able to conclude the claim for less.

5 How often do claims get settled?

A settlement of a claim in insurance is an agreement between you and the claimant to end the dispute, usually in exchange for an agreed upon lesser amount of money than

the claimant originally demanded. Often, home inspectors think settlements are not in their best interest. They fear settling implies their fault and that it results in unnecessary expense on their part.

Contrary to popular belief, insurance companies don't always offer a settlement. If there's

good evidence you weren't at fault, your insurer will likely try to dismiss the claim without payment first. But sometimes it makes sense to settle

even if the claim is meritless. Some reasons it may be good to settle include:

- **Your Future Insurability.** A common misconception is that it only costs the insurance company money to fight your claim. Not so. While you may only pay your deductible to resolve the claim itself, the claim can cost you money later. Underwriters, who calculate your insurance premium, may consider open or unresolved claims bigger risks because their final cost is undetermined.

You may fight a claim and “win” by reducing or eliminating your payment to the claimant only to “lose” by incurring high defense costs. While you don't pay those defense costs upfront, underwriters will consider them later when they see the large dollar amount on your loss run and may consider your business riskier to insure. To protect the insurer from potentially large losses from an open claim or a large resolved claim, like the ones just described, underwriters may increase your premium to compensate for a worse case scenario. If a perceived risk is big enough, an underwriter may refuse to write an inspector altogether, leaving the inspector to find another carrier. Settling can avoid being priced out of insurance or being non-renewed by a carrier.

- **Risk of Higher Payout.** Claims are never as black-and-white as they appear. What may seem like an open-and-shut case to you may not be to a jury of your peers. It's impossible to predict how mediation, arbitration, and especially trials will shake out.

Learn more.

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



Even if you're not at fault, dispute resolution may result in you being mandated to pay damages to your claimant. Especially when the demands are higher, settling before having to appear may mitigate the risk of a higher payout.

Keep in mind a better pre-inspection agreement almost always leads to a better outcome. When handling insurance claims, your insurer will look to your contract first to determine how they can dismiss the claim or limit your liability. Having a properly executed agreement—particularly one signed before you start inspecting—with the proper provisions can be a game-changer. Your contract can be the difference between a low or high settlement. More importantly, your agreement can negate the need to settle at all. To learn more, read our 2020 ASHI *Reporter* series on pre-inspection agreements.

6 How much will you pay to resolve a claim?

Regardless of how much it costs to resolve your claim, the most you'll pay is your deductible. If your claim costs less than your deductible, you will pay the lesser amount so long as you have a simple deductible and not a self-insured retention (SIR). To learn more, check out our article on deductibles in the last issue.

7 How can you tell if your insurance claims handling is good?

Now that you understand the processing of insurance claims, how can you tell if your insurer is

doing a good job? What are the best practices in insurance claims handling? More importantly, how can you know if your insurer is good at resolving claims *before* you have one?

Here are a few things to look for in your claims team:

■ **Expertise in the inspection industry.** Imagine if you were a home inspector three days a week, a dental hygienist twice a week, and a waiter on the weekends. You'd have a lot of experience. But because your experience was across multiple disciplines, and because you were constantly changing your attention from one job to the next, you'd be less proficient at all of them. The same is true in insurance. If your insurer is working with a home inspector one minute and an accountant the next, they are less likely to have an in-depth knowledge of the industry and your needs. Look for insurance providers that specialize in and, better yet, work exclusively with home inspectors.

■ **A high success rate.** While there's too much variability in claims for insurers to categorize them neatly into wins and losses, pre-claims are a different story. Pre-claims are complaints that lack a written demand for money. To measure how successful an insurer's pre-claims program is, simply ask them how often they're able to stop a pre-claim from turning into a claim. With InspectorPro, we have an 85%

"KEEP IN MIND A BETTER PRE-INSPECTION AGREEMENT ALMOST ALWAYS LEADS TO A BETTER OUTCOME."

”

success rate, and the 15% we don't stifle can get an early reporting discount.

■ **Inspector advocacy.** Your insurer should support you. You want your claims team to be professional and committed. Look for dedicated and attentive staff ready to help you, regardless of the question or the covered cause of the claim.

Processing of Insurance Claims for Home Inspectors

No one wants to get a claim at the bar—or anywhere for that matter.

But when you do get one, you want a good team to back you up. Here at InspectorPro, we strive for excellence in our claims handling and coverage. Learn more about InspectorPro with the [ASHI Advantage on the ASHI website.](#) ■

Inspector Pro Insurance is a proud ASHI Affiliate member.

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4 Tips for Respecting Copyrights

Creating quality marketing materials without copyrighted material

By Heather Candella



With so many businesses vying for consumers' attention, creating unique, engaging content that captures their interest is essential. The internet provides us with a wealth of images and ideas at our fingertips. However, copyrighted materials must be avoided when marketing your business. Using copyrighted materials without obtaining proper permission or licenses can have serious consequences—including legal and financial penalties.

Using such materials can damage your reach to potential customers. Many social media platforms have strict policies regarding copyright infringement and will take down infringing content or suspend accounts that repeatedly violate those policies. In addition, copyright owners can file a DMCA takedown notice, which requires the social media platform to remove the infringing content.

This can be particularly damaging for your business if it relies on social media to reach its audience and harms

its reputation and credibility. To avoid such consequences, obtaining proper permission or licenses is vital before using copyrighted material for digital or print. By respecting copyright law and the rights of copyright owners, individuals and businesses can protect their interests and maintain a positive presence on social media platforms and beyond.

Creating quality marketing materials without copyrighted materials is possible; here are some tips to help you get started.

1 Focus on your brand's unique qualities. One of the best ways to have quality marketing without relying on copyrighted materials is to focus on your brand's unique qualities. Consider what makes your business

stand out and emphasize those features in your marketing materials. This can be your company's values, your approach to customer service, or the characteristics of your services.

2 Create original images and graphics. Many user-friendly tools like [Canva](#) and [Piktochart](#) allow you to create custom designs quickly and easily at an affordable cost.

3 Leverage user-generated content. Another great way to approach quality marketing without copyrighted materials is to leverage user-generated content. This is content you or your customers create and share on social media or other platforms—like photos, videos, and testimonials



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.

featuring your services. By featuring user-generated content in your marketing materials you can showcase the authenticity of your business and build trust with your audience and potential customers.

4 Utilize stock photos and graphics. Many websites like [Unsplash](#) and [Pexels](#) offer high-quality images that are free to use. Another great resource is a platform like [Shutterstock](#) or [iStock](#) that provides a vast selection of images and graphics you can purchase at an affordable price.

Creating a quality marketing strategy without copyrighted materials may be challenging, but it is achievable with the right approach. By focusing on what makes your brand special, using original images and graphics, leveraging user-generated content, and utilizing stock photos and graphics, you can create marketing materials that stand out and engage your target audience. ■



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.

copyright checklist



Focus on your brand's unique qualities.

values, customer service



Create original images and graphics.



Canva, Piktochart



Leverage user-generated content.

customer videos, testimonials, social media



Utilize stock photos and graphics.

Unsplash, Pexels, iStock, Shutterstock

Check the Deck

The importance of regular and continued deck inspections

By Laura Rote

With more than 60 million decks in the US (50 million residential and 10 million commercial), it is estimated that 30 million decks are past their useful life and need to be replaced or repaired.

"It is crucial that homeowners have their decks inspected to ensure their decks are safe for people as well as to help extend the deck's lifespan, improve appearance, and increase livability," says Michael Beaudry, executive vice president of NADRA, the North American Deck & Railing Association. "May is National Deck Safety Month, and the North American Deck & Railing Association is



among the many organizations that use this month to spread the word for decks, docks, and railings to be evaluated and inspected to make sure the structures are safe for your family and friends.”

NADRA offers an array of tools to help consumers and professionals alike, including their Check Your Deck program. Home inspectors can also register to become NADRA Deck Safety Ambassadors to continue to educate consumers, industry professionals, and other inspectors about proper deck installation and annual inspections. You can register at nadra.org/deck-safety. ■



**Learn more
and register.**

Scan the code or visit
bit.ly/3KRHBmT
to learn more about
NADRA's Check the
Deck program.



**IT IS CRUCIAL THAT
HOMEOWNERS HAVE THEIR
DECKS INSPECTED TO ENSURE
THEIR DECKS ARE SAFE FOR
PEOPLE AS WELL AS TO HELP
EXTEND THE DECK'S LIFESPAN,
IMPROVE APPEARANCE, AND
INCREASE LIVABILITY...”**

Leading the Industry

An ASHI Certified Inspector looks back over nearly 50 years in the field.

By Laura Rote



David Goldstein is among the oldest second-generation home inspectors in the profession. “My father, Norman, was one of the first in the country to do this and helped start ASHI. I grew up in it,” he said.

Goldstein started in the early 1970s going with his father on inspections. The profession was just getting started. “It was not anywhere near as involved as it is now. The tools were certainly different. I remember enjoying watching what he was doing. I was a teenager then.”

Nearly five decades later, Goldstein has seemingly done it all in the profession. The New Jersey-based inspector’s services cover the Garden State and Pennsylvania, and he spends much of his time teaching throughout the country. He has served in local ASHI chapters and on the national level of ASHI on various committees, on the Board of Directors and as a national officer. Goldstein is a court-qualified expert witness in New Jersey, Pennsylvania, and Delaware regarding home inspection issues, construction defects, and personal injury cases.

Goldstein was recently awarded the 2022 Ironman Award at InspectionWorld in Las Vegas in early 2023. The award is given to an ASHI Member who has given time, energy, talent, and determination to ASHI over a long period of time and with little recognition. The annual award is presented by the outgoing ASHI President.

“I still do some home inspections, but right now I specialize in doing large commercial buildings and stucco and EIFS inspections. These inspections, combined with all the teaching and expert witness work I do, don’t leave me with as much time for home inspections as I used to have.”

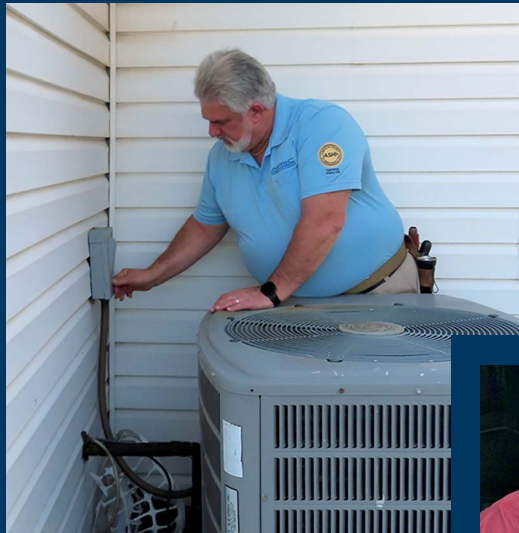
Evolving Business

Goldstein has experienced the home inspection business in almost every way, shape, and form—starting out as part of his parents’ family-owned multi-inspector firm, where he worked for several years. At that time, they were one of the largest independently owned and operated companies in the country with dozens of employees. Shortly after Goldstein and his wife were married, she also joined the business. Goldstein began training all of the new inspectors in the ‘80s while his wife took on much of the administrative work. As the profession grew, he saw the need for computerized reports and pre-inspection agreements and says he worked to create the first of their kind in the country. By 1988 he and his wife had started their own home inspection company—AMBIC Building Inspection Consultants—and Goldstein’s parents retired.

“We started franchising immediately. We had franchisees all over the country and even started in Canada,” he said. He continued to take on the more technical and training side of things, while his wife handled the administrative work and marketing. They had about 40 franchises at one point.

“We franchised for about 15 years. Then licensing changed

David Goldstein is the director of training for Inspector Education Institute and president of AMBIC Building Inspection Consultants. Goldstein served as a national officer in ASHI and on the Board of Directors, as well as the president of two state chapters. He has been an ASHI Certified Inspector since 1985. He is a New Jersey, Delaware, and New York-licensed home inspector, New Jersey and Pennsylvania-licensed building inspector, plumbing inspector, construction official, sub-code official, and formerly licensed as a fire protection inspector. He is also a New Jersey certified pest control applicator and radon measurement technician. Goldstein served as a subject matter expert and on the Board of Directors of the Examination Board of Professional Home Inspectors (EBPHI) for 17 years, including a term as president of the EBPHI.





“REMEMBERING THAT YOU DON'T KNOW EVERYTHING IS KEY... I'VE BEEN DOING THIS FOR MANY YEARS, AND I STILL LEARN NEW THINGS ALL THE TIME. CONTINUING EDUCATION IS VERY IMPORTANT TO FURTHER YOURSELF PROFESSIONALLY.”

the way people could enter the business. Now of course you have to meet licensing laws or regulations. We also licensed our method to a few people, which is different from being a franchisee. But then it got to the point in the early 2000s when my wife and I made a decision that we didn't want to continue franchising or have licensees. We chose to concentrate on educating the next generation of home inspectors and performing specialized inspections.”

Looking Back

A lot has changed in the world of home inspection. No longer are reports done by hand or typed on a typewriter. Most inspectors only carried a simple flashlight and screwdriver, plus maybe a few other things, in their pockets. “None of the tools home inspectors use today were around back then. I don't even know if they were invented yet,” Goldstein laughed.

Today there's a lot more to look at in a home inspection, too. Technology has changed both structurally and mechanically. Even Goldstein is always learning something new. “There are so many changes. There's a continuous need for learning.”

Fortunately, Goldstein both loves to learn and share his own expertise. On any given week he can spend a day attending continuing education himself while teaching a seminar to a full class on another. “The other day I taught report writing. Then I taught a class on inspecting stucco, EIFS and stone veneers. Then I taught venting and chimneys. I teach a lot,” he said.

A Challenging Career

Licensing and regulations are among the biggest challenges in home inspecting today, Goldstein said, as they both make things better but can also prove tricky. Keeping up with the ever-evolving technology and construction methodology is also

a challenge. For example, smart homes and smart home features are on the rise when less than 10 years ago they didn't really exist, Goldstein said.

“At the same time, the housing stock in the country is getting older. My area has a lot of Revolutionary-era homes. It's common here to inspect homes that are more than 200 or 300 years old, whereas in other parts of the country, a home is considered old at maybe 50 years.”

Goldstein said the additional services inspectors offer today simply didn't exist years ago, including things like the stucco and EIFS inspections he does today. “That's something that really only came about in the last 10 to 15 years,” he said. “The use of drones also didn't exist until recently.”

The addition of so many tools and services only improve the profession, he said. “It also enables the home inspector to diversify their services so that they can offer additional services if one area of the business is slower than normal. This allows an inspector to earn additional revenue to make a good living.”

Advice

Remembering that you don't know everything is key. “As someone who teaches the initial licensing course for new inspectors and a lot of continuing education, don't ever think you're going to know it all,” Goldstein said. “I've been doing this for many years, and I still learn new things all the time. Continuing education is very important to further yourself professionally.”

Goldstein says getting involved is the best education beyond ASHI certification and online classes. He recommends getting involved locally and nationally. “It's very rewarding—the things you can learn talking to your peers, the camaraderie.” He doesn't consider other inspectors competition. On the contrary, they often refer work to each other. “Why not help each other out?” he said.

“This business can be very rewarding,” Goldstein said. “You're helping people. You're teaching homebuyers in many cases about their first homes and how to take care of them and the nuances that go along with it. ■



Dealing with Stress

By Paul Cummins

Nitko Macaspac | Unsplash

There are a million ways we can screw up. For starters, a house has thousands of parts. You need a calm demeanor to manage clients, real estate agents, extended family, and so forth. Of course there are also other challenges to managing your own business—getting leads, selling yourself on the phone, giving quotes, and booking inspections, all 24/7.

There are days that are too full and ones that are too spare. Plus, these days, you have the stress of higher interest rates, waived inspections, inflation, war, the pandemic, and more.

Taking the Proper Steps

Dramatic events during an inspection certainly impact my brain power: like

a spa flooding the basement or an oil furnace burning so hot the ducts burn my fingers (both of these happened recently). These disasters led me to forget other basic items, and I had to return to the property to complete the report. Thank goodness for radon pickups that provide an easy second chance to clear things up.

Fortunately I am always able

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UNAVOIDABLY, THERE ARE THE HOUSES THAT JUST WON'T LET YOU WIN BECAUSE THEY HAVE SO MANY UNEXPECTED DEFECTS. AND SOME CLIENTS ARE JUST, WELL, DIFFICULT.

to begin calmly because I go early enough to have some alone time with the house. This sometimes also allows me to meet the owner, from whom I can also get useful information. I inspect the outside once by myself and again with the client. This allows me to usually find smaller defects the second time around. Often the light will have changed to help me see new things also.

Surprises and Self-Care

For condos, I walk around the whole thing to start. When I think I'm done with the inspection, I walk around it all again, as important things can be in strange places. For example, one small unit had a second air handler in an outdoor closet on ground level two stories down. I never would have expected that. This demonstrates the need for humility and being open with each new inspection. I view each inspection as a new experiment and try to have fun with it.

Then there are the times you feel like fleeing the scene and leave items behind: jackets, shoes, umbrellas, ladders. I have a ritual now where I walk around my Jeep twice before I leave a site to clear my head and make sure I have everything.

Unavoidably, there are the houses that just won't let you win because they have so many unexpected defects. And some clients are just, well, difficult. For me, that's when a

hot bath and a beer helps. There is no perfection in life. All we can ever do is our best. And we need to be our own cheerleaders.

As business owners we have to make decisions. The problem with making decisions is that sometimes you will be wrong.

Peace in life requires embracing uncertainty. Home inspection is a very critical and intimate experience. We are looking inside people's closets, for goodness sake, and helping them make the

most important purchase of their lives. Most people can tell if you're competent and will give you a break if needed. Take pride in providing a very important public service, and hang in there. ■

Paul Cummins is a retired science teacher who happily says he now teaches house science. He has been a home inspector in the DC area for more than nine years. He's also written a few books. Learn more at nosurpriseshomeinspection.com.



Paul Cummins is seen here in a hot crawl space on the job.

EBPHI Study

The Examination Board of Professional Home Inspectors (EBPHI) has been responsible for the National Home Inspection Exam (NHIE) in the United States and Canada since 1999. Passing the NHIE is sometimes the first step to becoming a home inspector if your state or province requires it for licensure.

To ensure that the exam stays relevant, the EBPHI performs a Role Delineation Study (RDS) every five years. This study analyzes the profession and helps the EBPHI update the exam template from which questions are derived. The RDS defines the roles and responsibilities of professionals working in the field of home inspection. It outlines the core competencies required for effective home inspection practice, including knowledge of building systems, codes and standards, and communication skills. The Role Delineation Task Force (RDTF) is made up of subject-matter experts (SMEs) in home inspection and uses the information gleaned from the survey to update the exam.

In late 2022, the ASHI membership, as well as other home inspector organizations, were solicited to participate in the Role Delineation study in late 2022. A total of 1,216 complete survey responses were received from the United States (1,194 responses) and Canada (22 responses). Find a detailed look at some of the results at right. ■



Business Types

25%
of respondents worked in **multi-inspector firms**

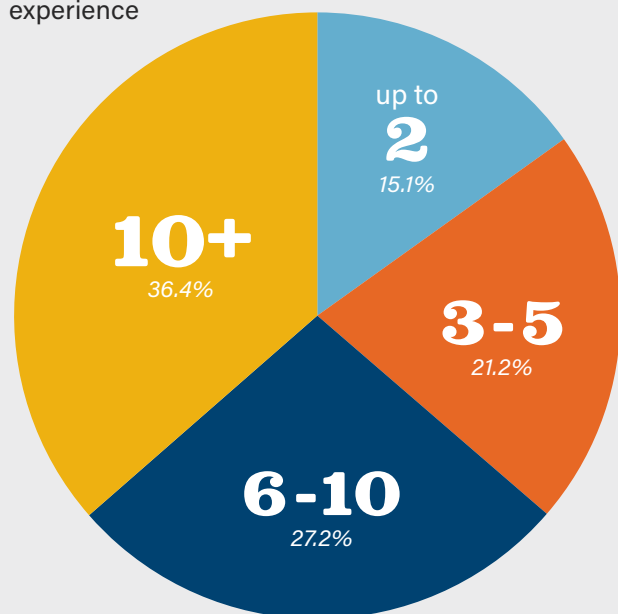


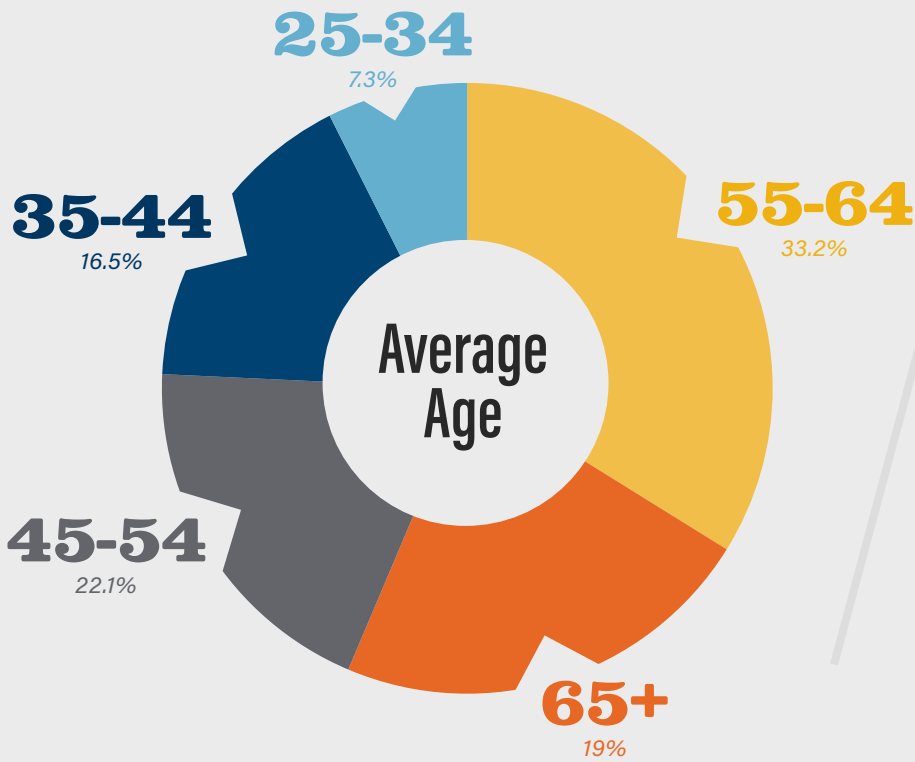
75%
of respondents were **sole proprietors**



Years of Experience

Respondents had an average of 11 years experience

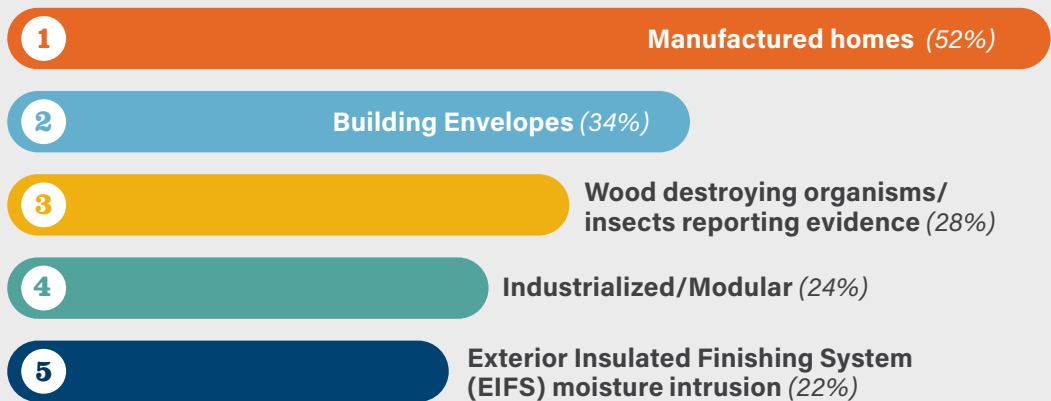




40%
of respondents
performed
200+
home inspections
annually

Ancillary Services

The top 5 services/types of inspections performed as a part of regular inspection.



Respondants represented

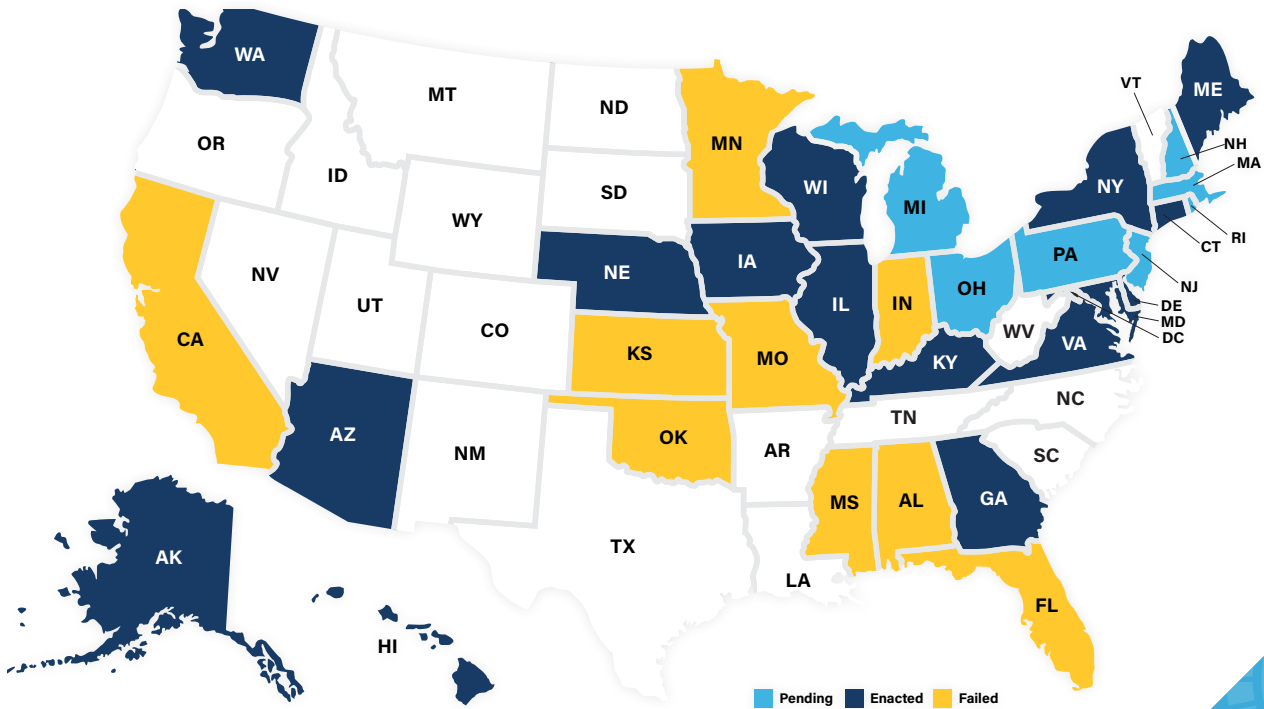
40

US States and

5

Canadian provinces.





Be in the Know

Using the iTRAC database to explore what the future may hold

By Laura Rote

Exciting work is happening at ASHI that aims to help home inspectors feel even more knowledgeable out in the field.

ASHI's Legislative Committee—part of the Member Relations Committee (MRC)—recently announced the release of state legislative and regulatory information on the members' section of the ASHI website. This information contains current year activity by the states that could be quite valuable to home inspectors. It's all part of iTRAC—a subsystem of the State Net computer system.

"iTRAC can give home inspectors an idea about what is happening in their states—now and in the future," said Todd Edly of Home Inspections Plus in Michigan. Edly is currently the ASHI national legislative chairperson. He says the new program lets inspectors know who is proposing what legislation, providing insight before anything may happen. "Much of the legislation or regulations never make it out of the House, Senate, or Assembly," he said.

ASHI began working with State Net in 2020 and added the iTRAC software in 2022. State Net collects the data for legislation and regulations. This information is then reviewed and prioritized by the ASHI Legislative Committee, after which iTRAC enters the most pertinent info directly into the easy-to-

use, interactive ASHI state map.

"iTRAC is updated to ASHI daily," Edly says. "Then the Legislation Committee reviews all legislations and regulations and decides what is important to us as home inspectors and our industry."

Edly cautions, though, that iTRAC is not a code book. "It will not show you past legislation or regulations. It will only give you what is proposed now or in the future sessions." Once the current session is over, the system will delete older legislation and regulations to make room for current information.

iTRAC and the ASHI Legislation map are updated weekly for all states, though not all states may always have anything of interest to the home inspection industry at the time. "When legislation is of interest it will be added automatically," Edly said.

For more information, contact the MRC Legislative Committee at MRCLegislative@gmail.com. ■



Scan the code or visit bit.ly/3myNZWM select "All Legislation" or "All Regulations" and click on the state of interest. Or select "Click here to view all results" to see activity for all states.

Become a Leader

Join the ASHI Leadership Team and Make a Difference!

Why become a leader with ASHI? The Board and Committees comprise home inspectors from all over the US and Canada. By working alongside your peers, you'll gain valuable insights and fresh perspectives to help you become a better home inspector.

Networking Opportunities

Joining ASHI leadership is a great way to meet and connect with other home inspectors. You'll be able to collaborate and share ideas, enhancing your skills and advancing your career.

Flexible Time Commitment

We know you're busy, so we've made participating easy. Board members meet four times yearly (*reimbursed travel is sometimes required*), typically on Saturday mornings, while committees meet 2-4 times yearly for 2 hours per month.

Open positions 2024 term

- President-Elect (1)
- Treasurer (1)
- Secretary (1)
- Board of Directors (3)
- Certification Comm (2)
- Nominating Comm (2)

Nominate Yourself or a Colleague

As a voting member of ASHI, you can nominate yourself or a colleague for a leadership position on the Board of Directors. We're looking for dedicated individuals passionate about improving the home inspection industry.

Take advantage of this chance to make a difference in your profession. Submit your nomination or recommendation today, and help shape the future of the home inspection industry with ASHI.

Elections will take place in early Fall 2023. *Submission deadline: July 31, 2023, 5 pm (Central).* ■



Scan the code or visit bit.ly/3zU7Dzy to learn more, and submit your nomination.

Do you have an article idea for the *Reporter*?

We are always looking for new articles, and we encourage ASHI members to call upon their experience and knowledge to submit articles to be considered for publication. At right are some upcoming topics being featured in future issues.

Submit your articles to editor@ashi.org within these areas before the deadlines.

Upcoming issue topics and article due dates

July

Electrical

DEADLINE

May 12

August

Tools of the Trade

DEADLINE

June 16

September

HVAC

DEADLINE

July 14

October

Exteriors

DEADLINE

Aug. 14

REPORTER



Welcome to ASHI

NEW MEMBERS

*New Associate Members
from February 18, 2022 to
March 17, 2023.*

Alabama

Jesse Gonzalez, Hazel Green

Arizona

Joshua Pettit, Mountain Home

Arkansas

Clifton Craddick, Fayetteville

California

Nicholas McCracken, Roseville
Jed Davis, Upland
Scott Canfield, San Jose

Delaware

Thomas Sacher, Middletown

Georgia

Ray Lawrence, Morrow
Ibrahim Daniels, Decatur
Matthew Bryant, Warner Robins

Illinois

David Slack, Machesney Park

Maryland

John Naradzay, North Bethesda

Michigan

Josh Metz, Davison

Missouri

Billy Boerner, Clayton

Montana

Jeremy McMillen, Wentzville

New Jersey

Emile Sdrak, Paramus
Manuel Soto, Newark

New York

William DeMuccio, East Northport

Ohio

Joseph Farelli, Berlin Center

Pennsylvania

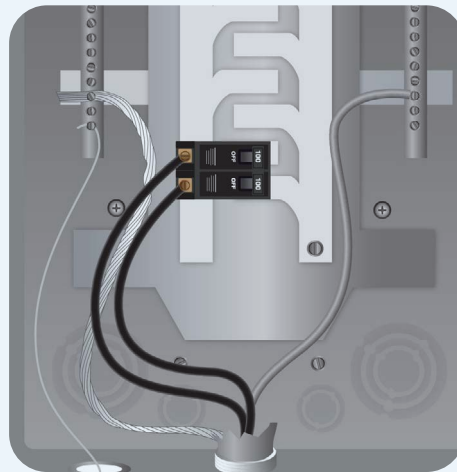
Robert Stotts, Media

Tennessee

Luke Sugar, Nashville

CORRECTION

An illustration in an article titled "Electrical Notes" in the March issue of the *Reporter* showed a breaker box in the incorrect location. This is the corrected illustration.



**In the next
Marketing
Minute:**

Building positive
client relationships.

MAY MEMBER ANNIVERSARIES

35

Richard Matzen
Home Buyers
Inspections

30

James Gibb
Pro-Spec Residential
Services

Richard Lalancette
Criterium-Lalancette
Engineers

Jim Vaughn
HOMEAuthority

Joseph Pasaturo
AVT Engineering

John Moss
Inspex Building
Inspections

25

Lisa Alajajian Giroux
HomeQuest Consultants

Tim Maxwell
AmeriSpec Inspection
Services

Adam Vujovic
BPG Inspection

Philip Parke Sr.
Parke Home Inspection

Ben Grable
A.C.T. Inspections

Stefano Costa
Royal Home Inspections

20

Tom Kennedy
Certified Home
Inspection

Matthew Leahy
The Edge Home
Inspections PC

Michael O'Donnell
Real Estate Reports

Mark H. Evans
Evans Home Inspections

Daniel Keogh
SunLight Inspection
Services

Robert Jones
South Sound
Inspections

Stephen Tyler
STAT Home Inspection

15

William Cornell

Charles Myles
Anaerb Home
Inspections

Ronald Lee
New Jersey Home
Inspections

Jeff Hunt
Logton Home Inspection

10

Erik Funkhouser
Round Tuit Home
Inspection

Michael Gaurnier
Michael Gaurnier, ACI

Nicolaus Mello
Ace Home Inspection

Christopher Fleming
Taylor Made Inspections

Jacob Babin
Total Inspections

Nicholas Stanisic
Coastal Home
Inspections

David Vlcek
House Inspection
Associates

William Chapman Jr.
H & J Freile Home
Inspection

Don Fischer
Extra Eyez Inspections

Zac Lesh
Home Sweet Home
Inspection Company

Brian McCullough
HouseMaster

Nick Pickert
Structure Tech
Home Inspections

Joshua McDanel
Greater Gateway
Inspections,
Pillar to Post

Jim Young
Home Pro Professional
Home Inspections

Paul Feyereisen
Southern Home
Inspections Plus

Clayton Hitt
Hitt Home Inspections

Rick Spurgeon
Spurgeon Home
Inspections

5

Larry Gibson
AmeriSpec Inspection
Services

Corby Whiddon
Blackhawk Home
Inspections

Howard Meeks
Ocoee Home
Inspections

Tyson Durm
BPG Inspection

Donald Kronig
Cactus Home Inspection

Bo Grebitus
Granite Bay Home-
Building Inspections

Nick Plante
Pillar to Post

Chadwick Winchell
HomeKey Inspections

Angelo Baerga
Baerga Home
Inspections,
Pillar to Post

David Wolf
Wolf Inspections

Brandon Lee
KhaiView Properties

Scott Campbell

Ron LaPorta Jr.
LaPorta Inspections

Mike Larson
Housecall Property
Inspection

Bryce Klym
Structure Tech
Home Inspections

Mark Drohan
Expert Home
Inspections

Johnny Wahl
Lunspro Home
Inspections

Ross Heaton
Marks Inspections

Kyle Fisher
Landmark Home
Inspections

John Manning
Manning Home
Inspections

Derek Holland

Corey Stevens

Scott Heffner

Joe Richmond
SK8 Home Inspection
Services

David McLean
Premium Home Services

Carl Haynes II
Tri-County Homeworx,
Amerispec

Stephen DeCosta
Yankee Home Inspection

Eric Laberge
Sharpeye

Adam Kispert
Kitsap Home Inspection
Professionals

Justin Eaton
Preferred Property
Inspections &
Engineering

Chuck Marion
Specialty Building
Consultants

Saul Vargas
SightMark Home
Inspections

Jeremy Wiseman
Wiseman Home
Inspection



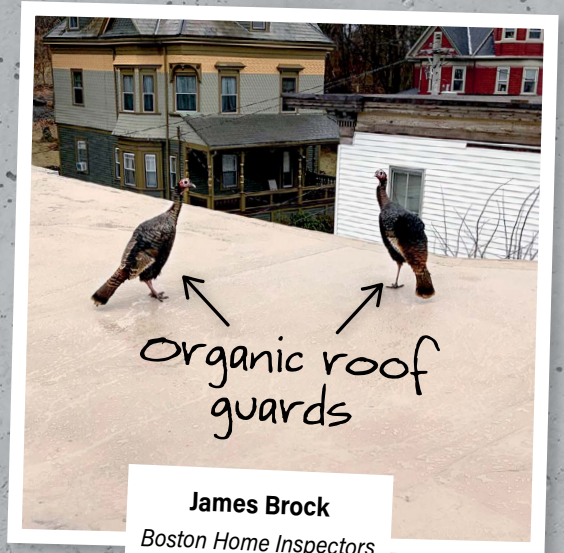
Stephen Tyler

STAT Home
Inspections
Garnerville, NY

Step up to
your throne.

Dale Kopp

Home Inspections
By Kopp
Plainfield, IL



James Brock

Boston Home Inspectors
Boston, MA

got ice?

Doron Bracha

Accent Home
Inspection
Bedford, MA



How about a nice
relaxing bath with a
shower demon?

Rob Cahill

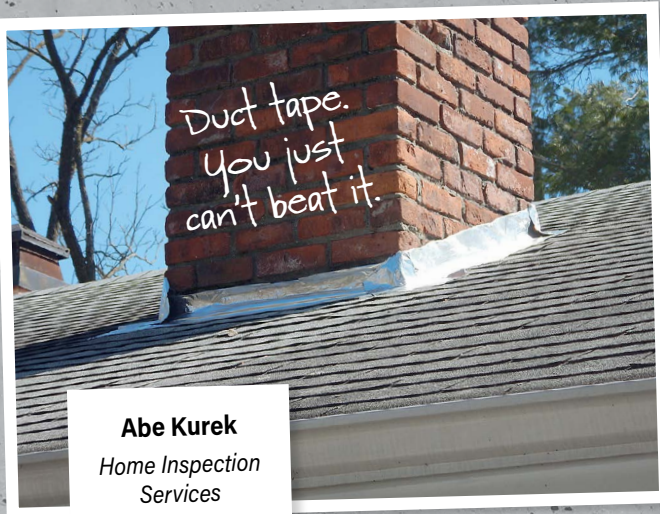
National Inspection
Service of Indiana
Newburgh, IN



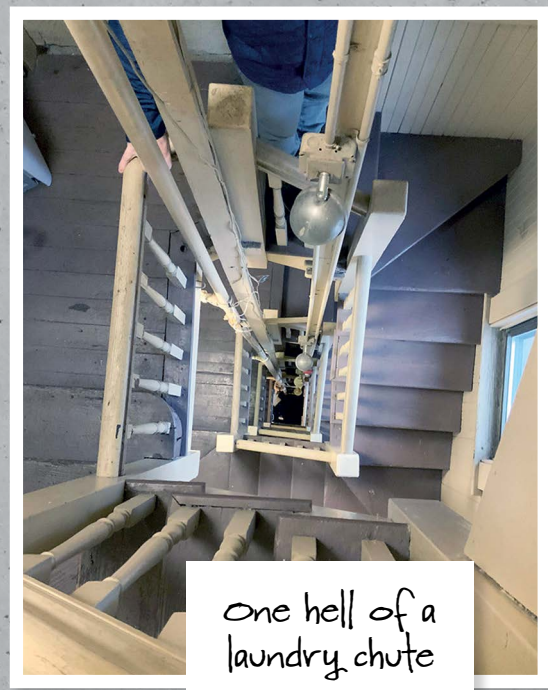


Ross Kennedy
Paoli, PA

Jenga for giants
Brian Derewicz
Realistic Home Inspection Services
Port Washington, WI



Abe Kurek
Home Inspection Services
New City, NY



one hell of a laundry chute
James Brock
Boston Home Inspectors
Boston, MA

To submit your postcard, please send your name, city, state, high-resolution photos, headings and captions to: **POSTCARDS@ASHI.ORG**
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.

