

JUNE 2024



REPORTER

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

**MEMBERSHIP
BENEFIT
SURVEY
RESULTS**

p. 16

**SAFETY
FIRST
EQUIPMENT
& TOOLS**

p. 6 & p. 10



**+
ASHI
AFFILIATE
MEMBERS**

p. 12



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CONTENTS

Managing Risk

6 Home Inspection Equipment & Tools Checklist

BY STEPHANIE JAYNES

Inspector Resources

10 Safety First

High-quality tools in home inspections can ensure safety, accuracy, and peace of mind.

BY HENRY SANDER, ACI

Inspector Resources

12 Access to Resources

The tools and services you need may be a simple call or click away.

BY LAURA ROTE

ASHI News

16 2024 Membership Benefit Survey Results

Inspector Spotlight

20 Spreading Knowledge

ACI Bob Guyer is appreciated across the industry.

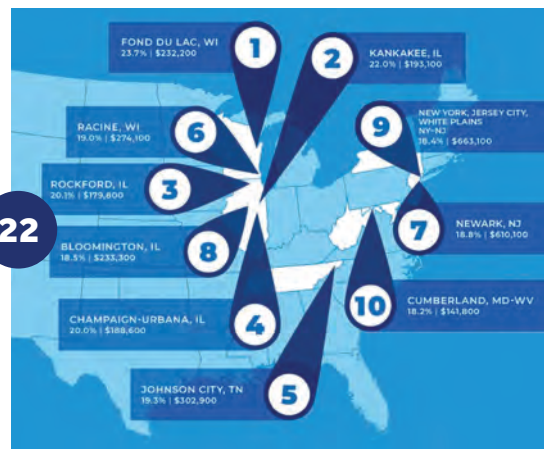
BY LAURA ROTE

Inspector Resources

24 Show Your Thoroughness

Four tricks to improve your inspections and your reputation

BY RAY MAYO, ACI



New look and feel with updated features, cleaner navigation and enhanced search capabilities!

IN EVERY ISSUE

28 New Members and Member Anniversaries

30 Postcards from the Field

COVER: Adobe @hasan



10



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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Home Inspection Equipment & Tools Checklist

BY STEPHANIE JAYNES, MARKETING DIRECTOR, INSPECTORPRO INSURANCE



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.



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.

Running a home inspection business comes with countless decisions. When it's time to shop for home inspection equipment and tools, remembering what you need to buy, what you already have, and what you'll want down the road can feel overwhelming.

After all, it's about more than just your budget. You're making investments for the long-term well-being of you, your family, and your employees.

Whether you're just getting your business off the ground or making plans to expand your inspection services, we want to make shopping that much easier. We've compiled popular personal protective equipment (PPE), splurge-worthy technology, and tools for home inspectors from multiple sources across the industry into one article.

Grab a pen and buckle up for this comprehensive list of inspection tools and equipment.

A Home Inspectors' Essentials

Some home inspection equipment and tools are essential. What makes them necessary is that you couldn't do your job—providing a limited, non-invasive visual inspection with a report of your findings—without them.

What tools does a home inspector need? Here's a checklist of the essentials:

Flashlight. Flashlights are non-negotiable for a home inspector's tool bag or belt. From dark and dank crawl spaces to dim and cramped attics, inspectors need powerful, dependable flashlights to navigate hard-to-see places. Additionally, flashlights can uncover defects hidden by shadows and reflected light, writes Brett Lee of Cozy Home Inspections in Oregon.

Electrical Tester. Electrical testers are another home inspection tool you can't go without. They analyze ground fault circuit interrupters (GFCIs) and arc-fault circuit interrupters (AFCIs) to determine if they're functioning properly. Electrical testers, like voltage indicators and outlet testers, can detect improper wiring or if wires or components have electrical currents running through them.

Ladder. Considering roof damage is the second most common claim against home inspectors, ladders are essential to getting your boots on the roof to find defects.

Extra Batteries. Lots of home inspection tools run on battery power. Having backup batteries ensures optimal battery life of your important equipment during inspections. Inspectors recommend having various sizes and investing in rechargeable batteries for convenience.

Camera. Whether you're using a digital camera, phone, or tablet, cameras are one of those must-have tools to bring to a home inspection. Photos enhance your reports by providing visuals of your findings. Photos also provide tangible evidence of what was (and wasn't) there during your inspection, providing you with necessary defense during claims.

Home Inspection Equipment for Reporting

Nearly every inspector in the business uses a digital report writing software. This requires professional home inspection equipment like a laptop, tablet, or phone to run it. Even if you don't finish your reports onsite (and we don't recommend doing all your reporting during the inspection), many inspectors recommend using a mobile device to access your reporting software and can make notes on the go.

External Storage Device. After the inspection is over, you still need home inspection equipment to store your files.

Our claims team recommends storing your signed pre-inspection agreements, inspection photos, and reports as long as possible—even if your statute of limitations is shorter. To store all those big files, you need space. We recommend investing in an external hard drive or cloud storage.

Personal Protective Equipment (PPE)

When considering what to wear to a home inspection, put your safety first with PPE. PPE includes the parts of your home inspector uniform that decrease your exposure to electrical, airborne, and weather hazards. With PPE's defensive covering, you can decrease the likelihood of getting hurt or sick during inspections.

Here's a checklist of personal protective home inspection equipment we recommend:

Coveralls. Offering full-body protection from biological and chemical dangers, coveralls are great for keeping harmful substances off your skin. When used in attics and crawl spaces, removable coveralls can also keep dirt and debris away from the rest of your clients' homes.

Eyewear. You can prevent 90% of occupational eye injuries with the right eyewear, reports HexArmor. Eyewear—like safety glasses, goggles, and face shields—protect against airborne mold and dust, electrical sparks, liquid splashes, smoke, gas, and falling debris.

Headgear (bump caps, hard hats, etc.). Keep your head—metaphorically and literally. Home inspectors' tool kits should include headgear, like bump caps and hard hats, to protect your brain, scalp, and skull from falling, flying, or low-hanging objects.

Respirator. Breathing potentially contaminated attic and crawlspace air can take a toll on your body. Consider home inspection equipment and tools like respirators. Half and full-face respirators lower your risk of lung cancers, diseases, and even death from airborne toxins. Just know you need training to use them safely and correctly.

Gloves. Attics can have sharp objects. Crawl spaces may have mold, sewage, animal carcasses, and fecal matter. Avoid accidentally touching unclean or sharp surfaces with your bare hands by adding gloves to your home inspector uniform. Insulated rubber gloves can also protect your hands from electrical injuries.

Padding (Elbow, forearm, knee pads, and/or padded forearm gloves). To reduce your chance of injury while crawling through a crawl space or mounting a

roof, consider elbow, forearm, and knee pads or even padded forearm gloves.

Footwear. Good shoes prevent mild injuries and pain, like blisters and bunions you may get from being on your feet all day. But when climbing ladders and traversing slippery roofs, properly fitting shoes with good traction can also prevent bad falls. Non-conductive rubber shoes can safeguard you against electrical dangers, too.

Anti-Skid Shoe Covers. This one's less about protecting you and more about protecting the house. Wearing anti-skid shoe covers around your clients' houses can keep their floors clean. They're one of those home inspector uniform pieces that realtors, buyers, and sellers love to see.

Optional Home Inspection Equipment

We've covered the tools home inspectors need for every inspection. But there are more to consider for your home inspection business. Here is a list of inspection tools and equipment that are useful, but not must-haves for everyone:

Headlamp. To keep their hands free in attics and crawl spaces, some inspectors like having a headlamp in addition to their standard flashlight.

Moisture Meter. While not a diagnostic device, a moisture meter can help you determine if an area has water damage—the number one claim against home inspectors.

Infrared Camera. Also known as thermal imaging, infrared cameras can help you detect roof leaks, electrical issues, structural defects, and insulation anomalies with heat signatures.

Combustible Gas Detector. Gas detectors sense gas emissions and can locate potential leaks from furnaces, water heaters, fireplaces, and pipes. You can use these home inspection tools to quantify your findings with the tool's percentage readings.

Radon Monitor. Radon monitors measure levels of radon gas, which can be harmful in large quantities.

Microwave Tester. While testing a microwave for functionality, you can use a microwave tester to help identify potential issues and leaks.

Tool Storage. Most inspectors like or need a place to store all their home inspection equipment and tools. A home inspector's tool bag, vest, or belt can consolidate your smaller PPE and tools so you don't lose them.

Drone and/or Telescope Pole Camera. Weather, pitch, and material can all render a roof unsafe to traverse. If you can't walk the roof, you could use a drone or a pole cam, instead. Drone owners can also benefit from additional marketability with clients and agents.

Body Cam. Also known as wearable and action cameras, body cams record audio and visual footage from your perspective as you inspect the house. They can dismiss false general liability claims, disprove accusations of theft, help train employees, and attest to the work you performed.

Crawl Space Robot. When a crawl space is too cramped or unsafe to navigate on your hands and knees, you may use a crawl space robot. Crawlers are remote control vehicles that capture photos and videos from otherwise inaccessible crawl spaces.

Water Pressure Gauge. When detecting water pressure and flow, a water pressure gauge can provide a numeric score in pounder per square inch (PSI) for the force of the water moving through the pipes.

360-Degree Camera. Some inspectors enjoy using 360 cameras to capture omnidirectional still photos that provide a macro view of a room or area. Whole-room photos can disprove frivolous claims.

Telescoping Mirror. Need to look into a tight, recessed area? A telescoping mirror can help you.

Tape Measure. When writing your inspection report, you may want to include specific measurements from a tape measure. The ASHI School also recommends using a tape measure when you think stair treads or risers are not safe. Plus, it's easy to throw into a home inspector's tool bag.

Four-Foot Level. For home inspectors, tools like levels prove useful, too. Levels can determine if areas like floors or basement walls are uneven or bowed, which could indicate structural problems.

Drop Cloths. Use drop cloths to catch dirt, insulation, and debris if it falls from the attic access during your inspection.

Depending on your inspection region, standards of practice, ancillary services, and personal preferences, you may find other useful home inspection equipment and tools not mentioned in this list.

Don't forget your equipment coverage.

Buying new home inspection tools should be exciting, right? We agree. If the thought of damaging your inspection tablet or having your new camera stolen makes you less excited to use them, then it's time to consider equipment coverage.

Equipment coverage compensates you for the cost of replacing your covered home inspection equipment and tools. Some scenarios include:

- Someone takes your drone from your lost inspection vehicle.
- While snapping inspection photos, you trip and drop your digital camera, breaking the lens.
- As you inspect the roof, someone steals your infrared camera from your toolbag at the base of your ladder.
- You leave your leased radon monitor overnight on the inspection site, only to find it missing the next day.
- During takeoff you lose control of your drone and it plummets to the ground, damaging the wings and internal computer.

With the ASHI Advantage, you can purchase \$10,000 of home inspection equipment coverage and get double the limits of liability (\$20,000) at no extra charge. 🌟

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Safety First

High-quality tools in home inspections can ensure safety, accuracy, and peace of mind.

BY HENRY SANDER, ACI



Home inspections are a critical step in the process of buying or selling a property, providing valuable insights into its condition and potential issues. However, the effectiveness of a home inspection heavily relies on three equally important things:

1. The initial training, education, and continued education of the inspector
2. The inspector knowledge of where and when to use modern tools and experience using them
3. Having proper PPE and the correct quality tool on the inspection for the inspector.

From ensuring safety to guaranteeing accuracy and having the best, safest, and correct tools is paramount in conducting thorough and reliable home inspections.

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HILTEX photo

Safety First

Safety is one of the primary reasons to use the best and safest tools in a home inspection. Inspectors often encounter hazardous conditions like electrical faults, structural weaknesses, or mold infestations. Utilizing PPE and proven tools designed for safety minimizes the risk of accidents and injuries during inspections. For instance, insulated screwdrivers and voltage detectors help inspectors safely assess electrical systems without the danger of electric shock.

Accuracy and Precision

Accuracy is fundamental in home inspections, as it directly impacts the assessment of a property's condition and the decisions made by buyers or sellers. Reliable, safe, and precise tools ensure inspectors can thoroughly examine various components of a home, from plumbing and HVAC systems to roofing and structural integrity. For instance, moisture meters help detect hidden water damage, while infrared cameras reveal temperature variations indicating potential insulation issues or leaks. By using the correct tools, inspectors can provide clients with detailed and accurate reports, enabling informed decision-making regarding the property.

Efficiency and Effectiveness

Having the right tools not only enhances safety and accuracy but also improves the efficiency and effectiveness of home inspections. High-quality tools are designed to streamline the inspection process, allowing inspectors to work more efficiently without compromising thoroughness. For example, digital laser distance meters facilitate precise measurements of room dimensions and structural features, saving time compared to manual methods. Similarly, advanced inspection cameras enable access to confined spaces and visually inaccessible areas, uncovering issues that might otherwise go unnoticed.



Henry Sander is president of the NIC ASHI Chapter. He has been a professional home inspector since 2012 and ASHI instructor/field trainer since 2020. He owns Heartland Home Inspections and has completed more than 4,000 inspections.

Building Trust and Credibility

Utilizing the best and correct tools not only ensures the quality of inspections but also enhances the credibility and reputation of home inspectors. Clients place their trust in inspectors to provide accurate assessments of properties, and the use of professional-grade tools demonstrates a commitment to excellence and proficiency in the field. When clients see inspectors equipped with state-of-the-art tools, they feel reassured that their investment is in capable hands, fostering trust and confidence in the inspection process.

In conclusion, the importance of having the best, safest, and correct tools for home inspections cannot be overstated. From prioritizing safety and ensuring accuracy to improving efficiency and building trust, high-quality tools are indispensable assets for inspectors. Investing in professional-grade equipment not only enhances the quality of inspections but also elevates the overall experience for clients, providing them with invaluable insights and peace of mind regarding their property transactions. By equipping inspectors with the right tools, we uphold the integrity and standards of the home inspection profession, ultimately benefiting homeowners, buyers, and sellers alike. 🌟

Information about Affiliate Members comes from the Members' own ASHI profiles and their individual websites. For additional information, reach out to each Affiliate Member directly.

BY LAURA ROTE

Access to Resources

The tools and services you need may be a simple call or click away.



ASHI and its growing network of professional, certified home inspectors continues to be committed to maintaining high standards across the profession. The organization is also committed to supporting its members in their home inspection careers. As part of that commitment, the ASHI Affiliate Member program is a way that home inspectors can access the products and services they need to enhance their businesses.

“Affiliates continue to be essential because they are a great way for our Home Inspector Members to learn about services and products that can help them serve their clients and meet everyone’s needs,” said James Thomas, ASHI’s Executive Director. “For Affiliates, ASHI members offer an opportunity to teach those who may be unaware of what they offer the different options that can help them grow their business and become even better at their craft.”

The list of ASHI Affiliate Members is always growing, and you can peruse at any time at

homeinspector.org/Affiliates/Listing. Affiliate Members update their info on the ASHI website.

Here is a more detailed look at some of the current ASHI Affiliate Members.

EDUCATION

Carson Dunlop & Associates

With offices in Toronto and Omaha, Carson Dunlop & Associates has been providing home inspectors important services for more than 40 years, including their HORIZON Home Inspection Software, which simplifies the report writing process with comprehensive home inspection software and integrated scheduling and business tools. Experts say software setup is minimal, so you’ll have access to more than 6,000 report items that are ready to use, plus fully customizable options, in no time.

carsondunlop.com/horizon

DivorceThisHouse.com

Founded in 2008, DivorceThisHouse.com trains financial professionals, mortgage professionals, and real estate brokers and agents the right way to work with family lawyers, mediators, and accountants or financial professionals before it's critical. The team shares their expertise before you get to the divorce mediation or trial or collaborative practice to prevent financial and legal mistakes with the house that can so often ruin families, finances, and futures. divorcethishouse.com

Examination Board of Professional Home Inspectors

Home inspectors who pass the National Home Inspector Examination (NHIE)—the original exam for the home inspection profession—prove they are career-ready with competence. Passing the NHIE can help test-takers stand out from competitors and win business from buyers, sellers, developers, and real estate professionals. nationalhomeinspectorexam.org

McKissock 100% Education

McKissock started in 1990 as a pioneer in appraisal education. Today they serve hundreds of thousands of professionals each year, including home inspectors, real estate professionals, property appraisers, land surveyors, and engineers. McKissock offers the home inspection industry continuing education, with a vast library of courses. mckissock.com/home-inspection

NADRA

The North American Deck and Railing Association (NADRA) works to provide a unified source for the professional development, promotion, growth, and sustenance of the deck and railing building industry in North America so members can exceed the expectations of their customers. nadra.org

Preferred Systems

Preferred Systems is a leading national provider of continuing education, dedicated to supporting a range of real estate professionals—including home inspectors, mortgage brokers, title companies, appraisers, home stagers, and insurance agents.

Founded in 1995, they have helped more than 3,000 clients. Preferred Systems' expertise lies in facilitating their approval by state accrediting boards and agencies to conduct continuing education courses for real estate agents, empowering clients to not only expand their business horizons through teaching but also to forge stronger connections in the real estate community. preferrededucation.com

U.S. Career Institute

U.S. Career Institute invites people to train at home to start a new career or earn their high school diplomas. For more than 40 years their proven educational model has allowed students to study at their own pace from home, so they can keep a full or part-time job while earning their certificate, degree, or high school diploma. uscareerinstitute.edu

HOME WARRANTY

Complete Protection Home Warranty

Home inspectors know how crucial it is to differentiate in a tough market. With a Complete Protection 120-Day Warranty, they can provide clients with a protection plan for the major mechanical systems in the home. A Complete Protection 120-day warranty is valid for 120 days from the day of inspection. Complete Protection has been offering award-winning service to home inspectors in the US and Canada since 2006. completehomewarranty.com

INSURANCE

InspectorPro Insurance

InspectorPro Insurance is a top provider of home inspector insurance in the US. They offer reasonably priced coverage tailored to the home inspector's unique needs. Benefits include free pre-claims assistance, early reporting discounts, diminishing deductibles, and risk management education. And, through their exclusive program, InspectorPro with the ASHI Advantage, ASHI members get discounted premiums, twice the amount of equipment coverage, and free five-year tail coverage. inspectorproinsurance.com

OREP

For more than two decades OREP has specialized in placing errors and omissions (E&O) and general liability insurance and providing valuable benefits to real estate appraisers, home inspectors, real estate agents and brokers, mortgage field service professionals, energy raters/auditors, and others. orep.org

Professional Home Inspection Institute

The Professional Home Inspection Institute (PHII) PHII has successfully trained and certified more than 35,000 home inspectors in the US and Canada over two-plus decades. PHII provides a national online home inspection course home inspectors can complete at their own pace, and they can attend face-to-face home inspector field training at PHII's classroom location. All students receive free online home inspection report software for unlimited devices as well as other free perks to help their business get started. homeinspectioninstitute.com

MARKETING

Easy Home Inspector Marketing

Easy Home Inspector Marketing is dedicated to helping home inspectors succeed. Every month they create memorable emails and social media content tailored for home inspectors. Easy Home Inspector Marketing also implements that content on their clients' behalf. ASHI Members are qualified to receive a significant discount off the regular subscription pricing, with programs as low as \$79 per month. EasyASHI.com

GEM Marketing

GEM Marketing is a marketing and design firm that specializes in assisting home inspectors, business startups, and not-for-profits to create and refine their marketing. GEM Marketing aims to help industry professionals get more comfortable with their marketing strategies and create a professional image that they'll be proud to use to promote their companies. gemmarketing.net

PEST CONTROL

Kritter Caps

Started in 2000, Kritter Caps is an international company that manufactures and sells pest exclusion products—or corner inserts inside the outside corner posts of vinyl sided homes. These inserts help to keep out mice, rats, snakes, chipmunks, hornets, and other pests. krittercaps.com

RADON / MOLD / ASBESTOS / WATER TESTING

ASAP Environmental

ASAP Environmental Inc is recognized by leading civic and municipal organizations for protecting the health of homeowners and their loved ones. With \$2 million worth of insurance to protect against liability, errors, and omissions, ASAP Environment continues to be a trusted and valued asset to their clients and the community. asapenvironmental.com

EMSL Analytical

EMSL Analytical is one of the leading testing laboratories, with more than 46 locations across North America. EMSL is a nationally recognized and locally focused provider specializing in fast laboratory results for mold, bacteria, asbestos, lead, soot, char, ash, VOCs, odors, radon, formaldehyde, indoor air quality, microbiology, environmental, and industrial hygiene services since 1981. EMSL also carries a wide range of sampling equipment and investigative products for environmental professionals. emsl.com

Kansas State University Radon Courses

Kansas State University's Regional Radon Training Center is one of the original four US EPA-established Regional Radon Training Centers (RRTCs) founded in 1989. Originally part of the Midwestern Universities Radon Consortium with the University of Minnesota, K-State's RRTC is located at Kansas State University. Courses are offered across the central, western, and southern US, in-person in 33 states, online, and/or Covid-safe. radoncourses.com

Sporecyte

Sporecyte provides home inspectors and industry professionals access to fast, accurate, and affordable mold and air quality testing—and they're said to have developed the world's first AI-powered mold and air particulate report. Sporecyte aims to provide world-leading service to their customers. Founded in 2013, Sporecyte is part of Techcyte, which creates AI-powered solutions for environmental, human, and animal health. sporecyte.com

SunRADON

SunRADON's mission is to provide the most advanced, reliable, and affordable radon and indoor air quality monitors and services. For more than 35 years they've helped home inspectors achieve successful radon testing, as well as access to continuous radon monitors, cloud services for radon professionals, and long-term plug-in indoor air quality and radon monitors, among other products and services. sunradon.com

Zonolite Attic Insulation Trust

The Zonolite Attic Insulation (ZAI) Trust was created to help educate the public about the possible health effects of asbestos-containing vermiculite and to provide partial reimbursement for ZAI removal to qualified claimants. The Trust is expected to operate for a minimum of 20 years. zonoliteatticinsulation.com

REFERRAL PROGRAMS

Building Inspection Service (BISCO)

Since 1938 Building Inspection Service (BISCO) has conducted more than 80,000 HUD REAC and HQS inspections across the US. BISCO is a Vanguard Emergency Management Team member tasked to provide FEMA Housing Inspection Services disaster inspector managers and assist in inspector staffing. Since 1970 BISCO has successfully demonstrated its capability to meet the housing inspection needs of private industry, the US Department of HUD, and other government agencies. BISCO has an impressive

track record for the quality and integrity of its work and has pioneered technology to enhance the quality, efficiency, and speed of the inspection process. inspectpro.com

REPORTING SOFTWARE

Palmtech Home Inspection Software

Palmtech is an all-in-one software solution for home inspectors. Get the core functionality you need to run your inspection business from your phone, tablet, or laptop, so you can handle your entire workday on the go. Palmtech helps you write inspection reports, book jobs, get agreements e-signed, collect payments, and automate communications with customers and agents. They can even build a professional website. Five free inspections are included through their free trial. palmtech.com

TOOLS & TECHNOLOGY


HomeGauge Software

HomeGauge provides industry-leading inspection software and web-based business tools that inspectors need to best serve their clients, including home buyers, home sellers, and real estate professionals. More than 20 years ago HomeGauge was founded by a home inspector who understood inspectors' needs—and the needs of the future. homegauge.com

Leviton

From electrical and lighting to data networks and energy management, Leviton develops thoughtful solutions that include whole home electrical solutions, advanced safety technology, whole home USB charging, and smart and standard lighting controls. leviton.com

United Infrared

United Infrared is an international infrared thermography training and support organization, international infrared service network, and supplier of infrared cameras and related equipment. unitedinfrared.com 

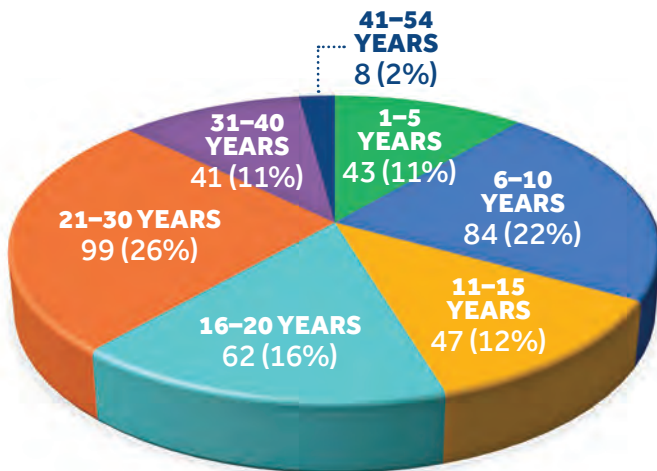
2024 MEMBERSHIP BENEFIT SURVEY RESULTS

The 2024 Membership Benefit Analysis Task Force conducted a survey with this primary goal: **To understand better the value that home inspectors place on our benefits.** Secondary goals are as follows:

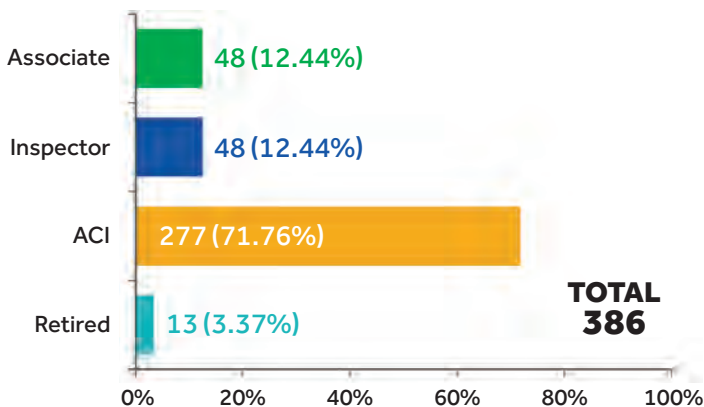
- Determine the value and weight of each benefit.
- Guide the staff in effectively communicating the return on investment (ROI) or the value of membership to the members.
- Help identify inadequacies and aid in the 2024 strategic planning process.

386 members provided complete survey responses. Following are the survey results.

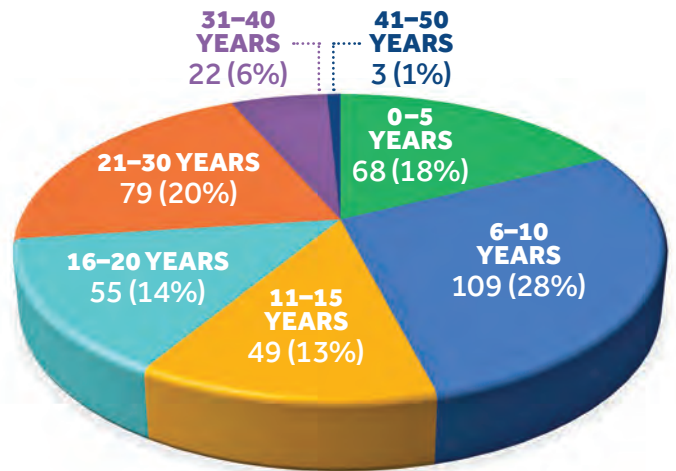
Q1: How many years have you been working as a home inspector? (Answered 386; Skipped 0)



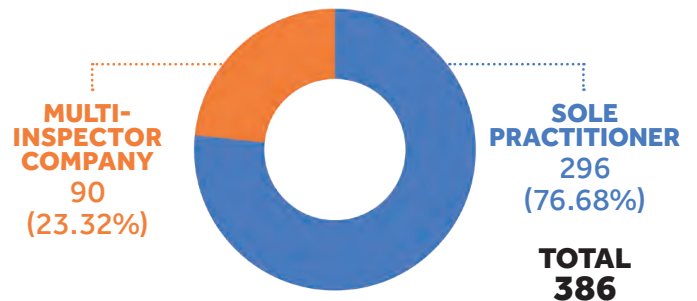
Q2: What is your current membership level? (Answered 386; Skipped 0)



Q3: How many years have you been an ASHI member? (Answered 386; Skipped 0)

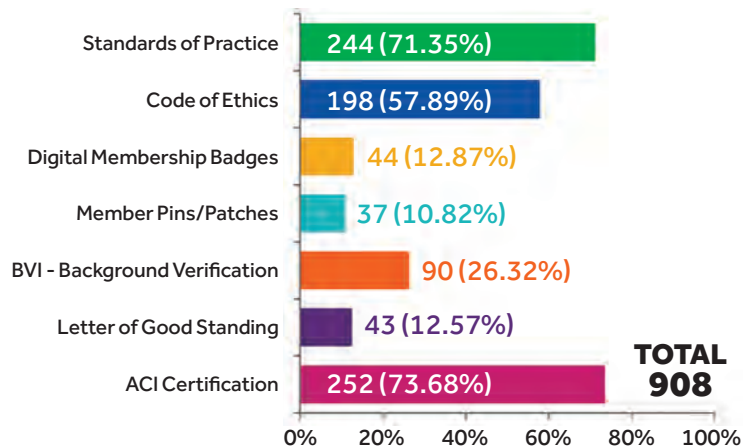


Q4: Are you a sole practitioner or part of a multi-inspector company? (Answered 386; Skipped 0)

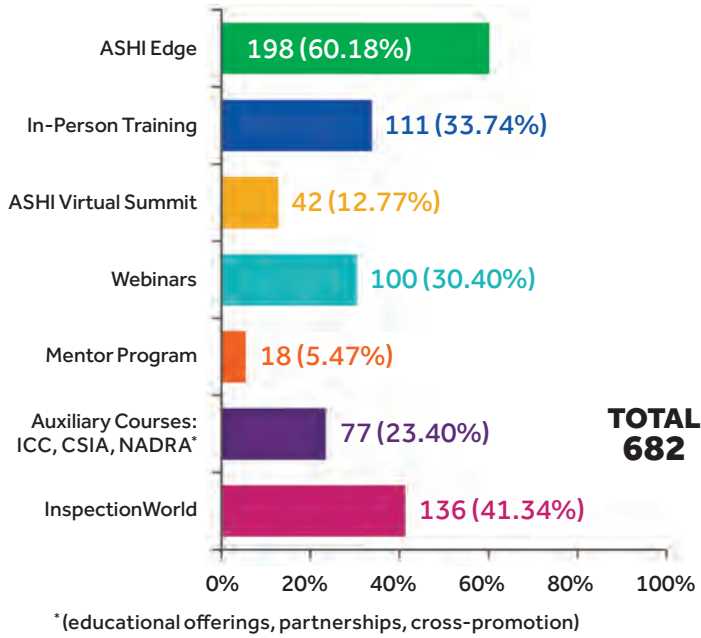


Members were asked to select the benefits that were the most important to them. The following five entries reflect their responses.

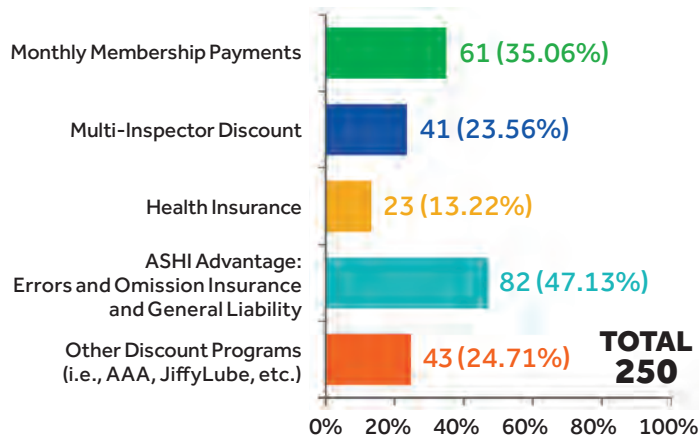
Q5: What Pride of Membership benefits are the most important to you? (Answered 342; Skipped 44)



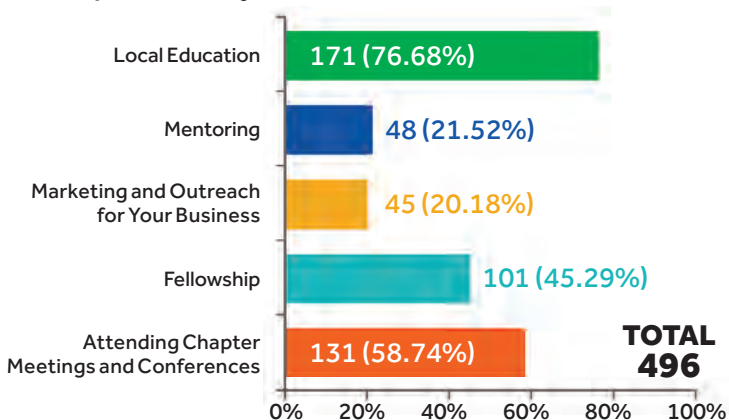
Q6: What Educational benefits are the most important to you? (Answered 329; Skipped 57)



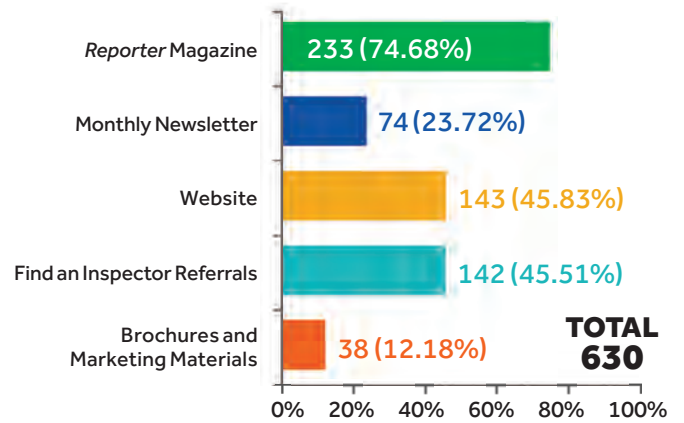
Q7: What Financial benefits are the most important to you? (Answered 134; Skipped 252)



Q8: What Chapter benefits are the most important to you? (Answered 223; Skipped 163)

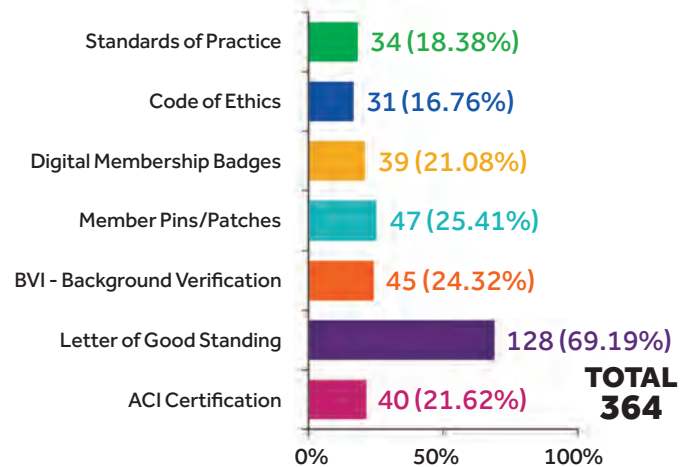


Q9: What Resource benefits are the most important to you? (Answered 312; Skipped 74)

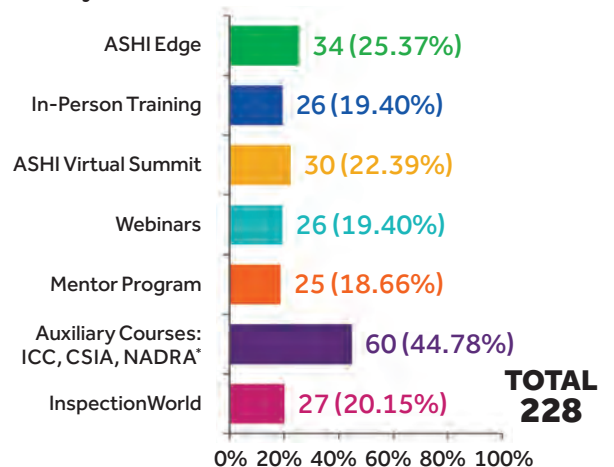


Members were asked to select the benefits that were previously unknown to them. The following five entries reflect their responses.

Q10: What Pride of Membership benefits were previously unknown to you? (Answered 185; Skipped 201)



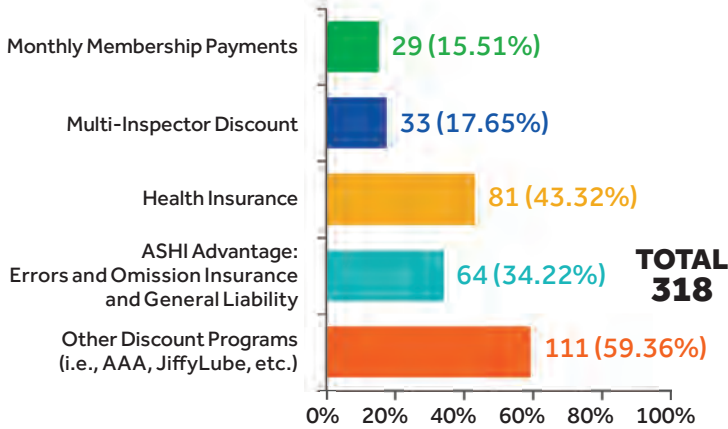
Q11: What Educational benefits were previously unknown to you? (Answered 134; Skipped 252)



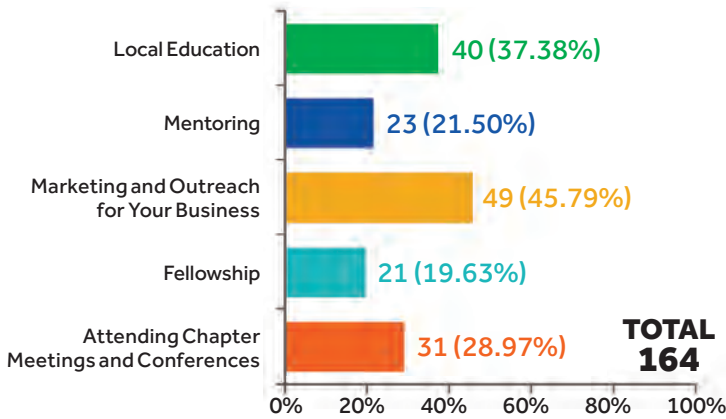
*(educational offerings, partnerships, cross-promotion)

2024 MEMBERSHIP BENEFIT SURVEY RESULTS *(continued)*

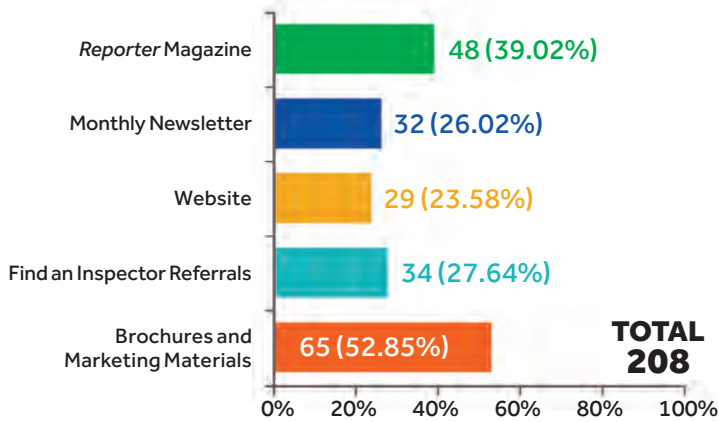
Q12: What Financial benefits were previously unknown to you? (Answered 187; Skipped 199)



Q13: What Chapter benefits were previously unknown to you? (Answered 107; Skipped 279)

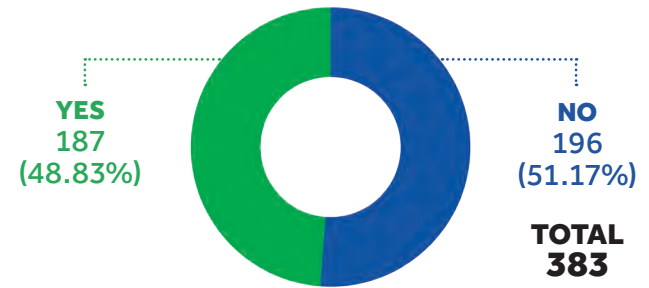


Q14: What Resource benefits were previously unknown to you? (Answered 123; Skipped 263)



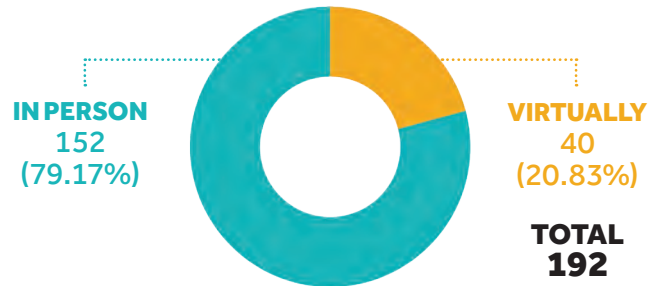
Q15: Are you a member of a local chapter?

(Answered 382; Skipped 3)



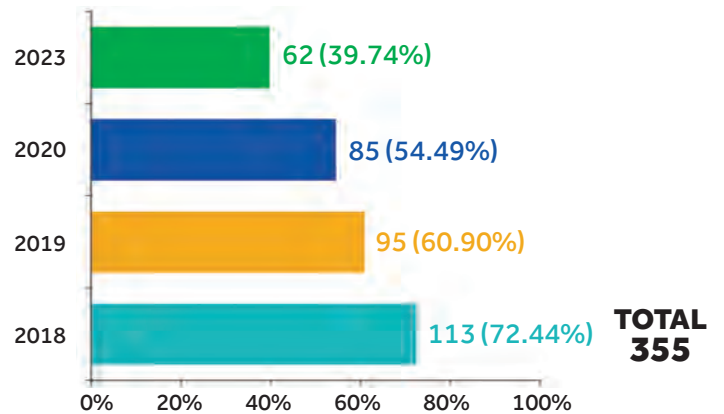
Q16: If so, do you attend in person or virtually?

(Answered 192; Skipped 194)



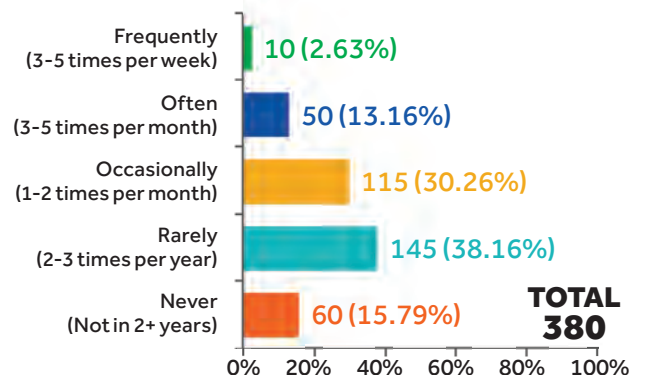
Q17: Have you attended InspectionWorld?

(Answered 156; Skipped 230)

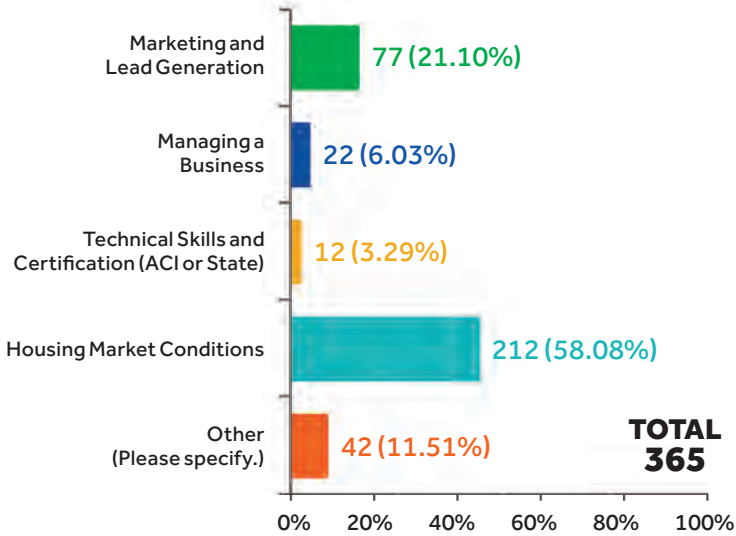


Q18: How often do you visit homeinspector.org?

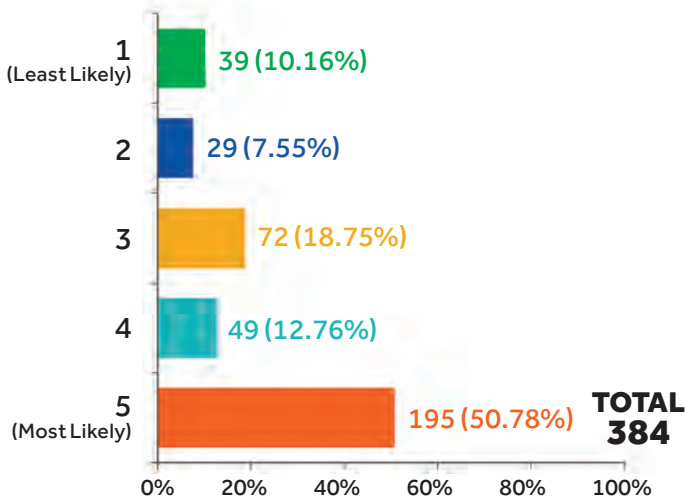
(Answered 380; Skipped 6)



Q19: What is your biggest challenge as a home inspector in 2024? (Answered 365; Skipped 21)



Q20: How likely are you to recommend ASHI membership to another home inspector? (Answered 384; Skipped 2)



BECOME A LEADER!

Join the ASHI Leadership Team and make a difference!



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

Networking Opportunities

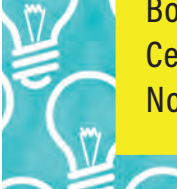
Joining ASHI leadership is a great way to meet and connect with other home inspectors. You'll be able to collaborate and share ideas, enhancing your skills and advancing your career.

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.

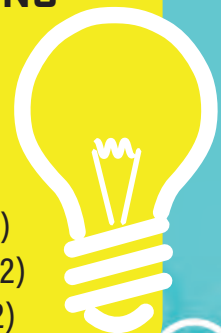
Nominate Yourself or a Colleague

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.



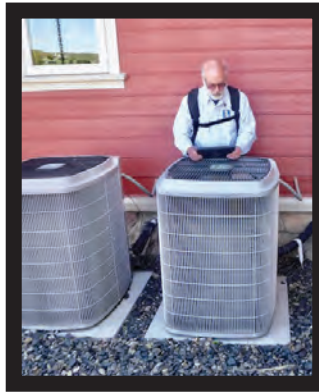
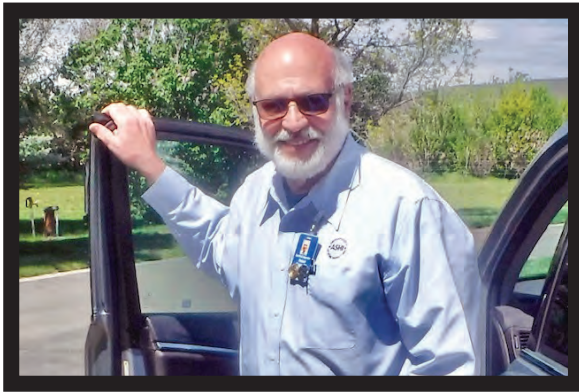
OPEN POSITIONS 2025 TERM

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



New look and feel with updated features, cleaner navigation and enhanced search capabilities!

BY LAURA ROTE



spreading knowledge

ACI Bob Guyer is appreciated across the industry.



Besides being an ICC-certified Combination Inspector, Guyer also taught Building Code & Property Inspection in the Construction Technology Department at Ventura College, California for 10 years. The program was initially developed with the cooperation of the International Conference of Building Officials (ICBO) and the International Code Council (ICC).



Bob Guyer's commitment to ASHI runs deep. "Bob strives to make connections and bring together like-minded organizations and people to achieve common goals," said ASHI Executive Director James Thomas.

Those close to him say Guyer was instrumental in helping to bring the International Code Council (ICC) and ASHI together to form an MOU. He also worked at building a relationship between CSIA and ASHI that led to an MOU. "Bob is recognized by so many different organizations as an expert because of his approach to collaboration and his genuine appreciation for home inspection. Bob has accomplished a lot in many fields but always carries a spirit of humility wherever he goes. ASHI is a better place because of him," Thomas said.

Guyer was recently recognized for his commitment to the organization when he received ASHI's 2023 President's Award. Established in 1989, the President's Award is presented annually to an ASHI member by the outgoing ASHI President in recognition of outstanding service to the association.

"It was my honor to award the President's Award to Bob Guyer," said Lisa Alajajian Giroux, ASHI 2023 Past President. "His constant dedication as a volunteer is an inspiration to others. Bob has been instrumental in helping the leadership solidify agreements with like-minded associations to bring ancillary services to our membership. With deepest gratitude for his commitment to serve, I thank him on behalf of ASHI and the people we serve."

Knowing Bob Guyer

While Guyer has spent the majority of his inspection life based in Southern California, he relocated to the Boise, Idaho area in 2019, where he now runs Boise Inspection Services in Eagle, Idaho.

He's almost always been in the trades—quite literally since he was a kid learning construction with his family. "We built homes and light commercial

projects in the Southern California area as far up as the Silicon Valley area. We had about 350 carpenters who worked for us," he said. He also spent time as an agent in the real estate industry, so you could say he knows just about every aspect of homes.

Guyer joined the California Real Estate Inspection Association (CREAI) in 1996 and, shortly thereafter, he joined ASHI as well. "I had met some folks who were educators for both, and I was impressed with both," he said. He figured, if people coming from other parts of the country to California knew and trusted ASHI, he should get involved, too. Eventually he helped to form a combined CREIA-ASHI chapter.

Knowing so many people across the industry in different realms, Guyer was a natural fit for this type of work—and an asset in making and sharing

connections. He developed seminars and worked with presenters across California, and he attended InspectionWorlds to continue to nurture and grow his working relationships.

It wasn't long after Guyer started a couple of classes in code that he was sharing his knowledge in the classroom, too. And so began his teaching career.

Bob has accomplished a lot in many fields but always carries a spirit of humility wherever he goes. ASHI is a better place because of him.

JAMES THOMAS,
ASHI EXECUTIVE
DIRECTOR

Knowledge is Power

"I've always told inspectors teaching over the years, you can't know everything, but you can find out," Guyer said. If something looks wrong and you aren't sure why, he recommends inspectors be honest. "Tell them you want to find out a little bit more about this because something doesn't look right here. I've never had anyone say, 'Oh, no, don't look into that.'" Knowledge is power, and most people will want to know more. "In today's world where you can get information so quickly, there isn't anything you can't research in a very short order."

Most people want all of the information that's available—especially when making a big purchase. "That's always been the case for the 25-plus years I've been in both organizations," he said. "Our most important lot in life is preserving that neutral third-

party consultancy on behalf of the consumer, so they're getting the information they're entitled to, and they have somebody who, if they have follow-up questions, they can call."

Guyer said it's the home inspector's job to share the information, and the client can act upon it if or as they see fit. "We are there because we're trying to give them all the information they need so they can make a knowledgeable decision."

In addition to inspecting homes, commercial and multifamily properties, and even construction sites for banks, Guyer continues to teach, and he organizes about a half-dozen seminars each year. Staying busy may also mean staying alive in this business, especially in this market. Guyer is certified to perform up through four-story construction inspections.

"This is a very deep industry. There are a lot of things inspectors can do. Right now with the downturn in the real estate market, it's important to advertise your ability to do pre-listing inspections, too. Because if the listing agents are going to do the bulk of the business in the near future, it would be wise for you to develop a product

and advertise it—that you can do pre-listing and listing inspections for your principal or seller or home owner until they put that property on the market."

Whether in construction or real estate or home inspection, Guyer will always emphasize the importance of continuing education. "If you have the ability to go to seminars or conferences or chapter meetings where the people attending those meetings have been doing this awhile, there is so much you can learn from those who have been before you. If you get the chance to learn from your peers, don't pass it up." He said ridealongs with seasoned home inspectors are one of most valuable tools a new inspector can take advantage of, too.

At the end of the day, aside from the connections he makes, Guyer said he'll always love exploring the inner workings of a home. In Idaho he's had the chance to inspect many old houses. "In one area downtown, some homes were built in the early 1900s and late 1800s. Heating and hot water service there works off of underground water springs. They're geothermal," he said. "Now that is fun." 🌟

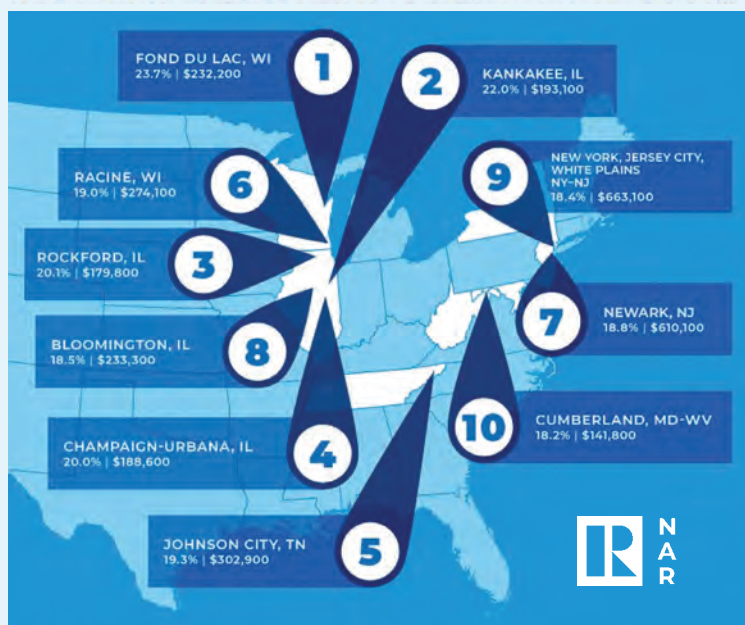
93%

of Metro Areas Recorded Home Price Increases in First Quarter of 2024

Key Highlights

- Single-family existing-home sales prices rose in 93% of measured metro areas – 205 of 221 – in the first quarter, up from 86% in the prior quarter. The national median single-family existing-home price grew 5% from a year ago to \$389,400.
- Sixty-three markets (30%) experienced double-digit annual price appreciation (up from 15% in the previous quarter).
- The monthly mortgage payment on a typical, existing single-family home with a 20% down payment was \$2,037 – up 9.3% from one year ago.

METRO AREAS WITH LARGEST PERCENT GAIN IN EXISTING SINGLE-FAMILY HOME PRICE IN 2024 Q1*



*Median sales price and year-over-year percent increase in 221 markets.

ASHI is taking a new approach in 2024
by bringing InspectionWorld to the local chapters



INSPECTION WORLD

★ ON THE ROAD ★



SEPTEMBER
9TH & 10TH
MGM SPRINGFIELD, MA



Show Your Thoroughness

Four tricks to improve your inspections and your reputation

BY RAY MAYO, ACI

thor·ough

/ˈTHərō/

Complete with regard to every detail; not superficial or partial; taking pains to do something carefully and completely.

Let's talk about being thorough. Thorough: Complete with regard to every detail; not superficial or partial; taking pains to do something carefully and completely.

Why Be Thorough?

Being thorough may be the most important attribute of a good inspector. Thoroughness demonstrates your dedication to providing a complete inspection of the property and develops client confidence in your expertise and the accuracy of your findings.

Satisfied clients impressed by your thoroughness are more likely to recommend your services to others, which can grow your business through word-of-mouth referrals. Consistently delivering thorough inspections can enhance your professional reputation. Real estate agents and other professionals may be more likely to trust and recommend inspectors who are known for their attention to detail.

I also like to believe that demonstrating how thorough you are can possibly shield you from lawsuits. Thorough inspections reduce the likelihood of future disputes from undiscovered problems, but

also if the client believes you did everything you could do and trusts you and your opinion, they may be less likely to jump to a lawsuit.

I always try to have clients follow me for the whole inspection. It gives me a chance to explain everything, and they are physically coming along into every nook and cranny. They ask questions and make sure nothing gets overlooked.

There is no substitute for a keen eye, taking enough time to thoroughly investigate everything, clear photos and a clear, comprehensive report. But how else can you demonstrate to your clients that you are thorough?

Above and beyond the basics, here are a few things I do every inspection:

1. Be Seen

It is important that clients see us working. That means doing our dirtiest work when the clients are fully aware of where we are and what we're looking for. If it is too dangerous, unpleasant, or cold for clients to accompany me I describe what I'm looking for and show them pictures when I return from the roof, the crawl space, outside from the rain, snow, etc.

I love having clients look at a small ceiling scuttle or crawl space hatch and ask me, "Are you really going in there?" or "Can you fit in there?" And my favorite: "I didn't think inspectors went in places like that."

I usually make some joke about how my thoroughness is reflected in the bill. But going into attics and crawl spaces and under decks is what we are paid to do. It shouldn't ever be surprising that we are going to get into those areas (and take photos).

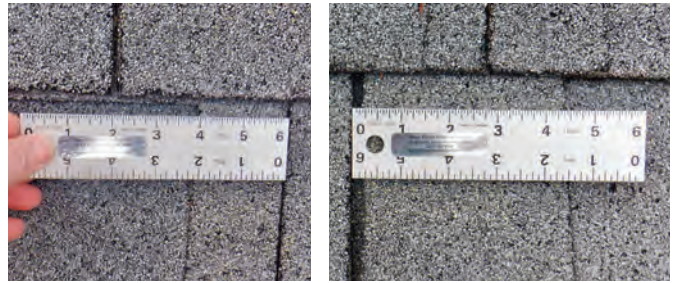


2. Measure with Tools

Photos are great, but without context they may just be taking up space. I always have a small ruler with me and I use it all the time to measure cracks, gaps, and anything that will make my photo better.



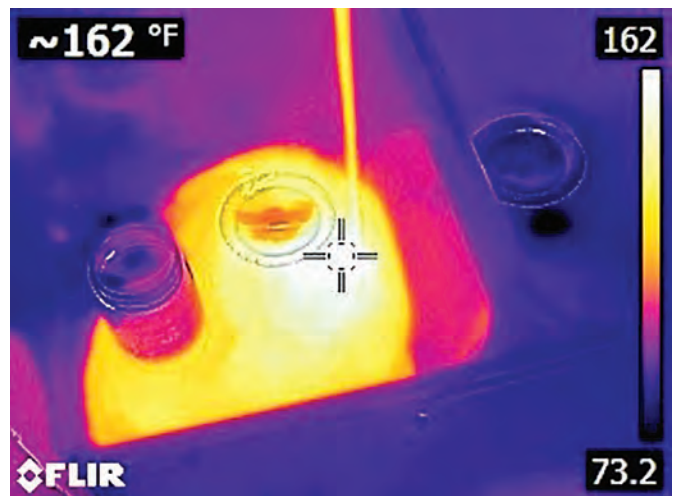
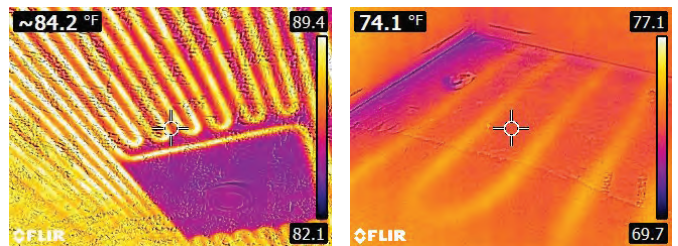
One of the most common places to put this into practice is with shingle stagger on architectural roof shingles. How I write it up: "Architectural-style (laminated) roof shingles need to be staggered from one course to the next with sufficient overlap to prevent water leaking through the seams. Most shingle manufacturers require 6" of overlap, and many roofers aim for approximately 10". Many shingles on the rear side of the building have less than a 5" overlap and several are approximately 2." This may cause the shingles to fail prematurely, and is an indication of a low-quality or amateur installation. No obvious



problems were observed as a result of this installation but careful monitoring over time is recommended."

I always use a digital thermometer or infrared camera (IR) when testing hot water temperatures. I would never write that the water "felt too hot." That isn't our job. Whip out that fancy piece of equipment and get an accurate number. How I write it up: "The domestic hot water heater was functioning and the domestic hot water in the bathroom sink reached 152° Fahrenheit, which could cause injury. 120 to 125° Fahrenheit is considered the maximum safe hot water temperature. The water temperature can be controlled on the hot water heater."

IR cameras are also invaluable with radiant heat systems. I've found electric radiant heat in ceilings, defective heating coils in concrete floors, and any number of insulation problems. I paid a lot for my camera and I want my clients to know I use it often.



3. Find Hidden Problems

One of the easiest ways to be seen as thorough is knowing what you are looking for.



Whenever I am in a house with a forced hot air system I always remove floor duct covers.

I (almost) always find a disgusting pile of cereal, cat food, hair, and sawdust. Add a little moisture, and you will have a great mold distribution system every time the furnace turns on.

One of the worst offenders is new construction. The heat ducts are often installed before the drywall and finish work, and drywall dust, sawdust, and small pieces of wood (or even trash) can cause all kinds of disgusting problems.

How I write it up: "Heating ducts in floors collect debris. Mold can grow in dusty ducts, and these ducts should be periodically checked and cleaned."

If the property water supply is a private well I will always remove an aerator cap on a sink to check for debris. I learned this trick during an inspection when one sink had terrible water pressure. Looking for any possible explanation, I unscrewed the aerator and it was completely blocked with grit. Cleaning the inside



of the cap returned the water pressure to normal. Since then I have done it every time within sight of the clients. I get a lot of positive comments when I'm explaining what I'm doing.

4. Do the Research

When I email out my inspection report I always attach relevant articles for further research (usually from

the *Journal of Light Construction*, *Fine Homebuilding*, and the *ASHI Reporter*)

that illustrate what I found during the inspection and/or how to address potential future problems.

Including articles shows that you are keeping up with the current industries, that you read, and that you are giving them that little extra bit of attention.

One example: Tom Feiza has a

particularly good article explaining water softeners in the October 2022 issue of the *ASHI Reporter* (page 14).

Satisfied clients impressed by your thoroughness are more likely to recommend your services to others, which can grow your business through word-of-mouth referrals.

Thoroughness Is Our Job

Prioritizing thoroughness in your inspections not only benefits your clients by providing them with accurate and reliable information but also enhances your professional reputation. Being thorough is the right thing to do, and showing your thoroughness to buyers and real estate agents can open up new opportunities.

In many ways I think we take for granted that we know all that we do. People today seem overwhelmed with home maintenance and basic construction, and they will appreciate a trusted friend in the field. And also, they pay us. 🌟

Opinions or statements 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.

ASHI is taking a new approach in 2024
by bringing InspectionWorld to the local chapters



INSPECTION WORLD

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Meet us in St. Louis!
SEPTEMBER 20TH & 21ST



**CHECK OUR
WEBSITE
FOR THE
LATEST INFO!**

NEW MEMBERS

ALABAMA

Damian Cross | Montgomery

ARKANSAS

Dustin Payne | Greenwood

FLORIDA

Brian DeVane | Winter Haven

MICHIGAN

Dan Wiles | Eaton Rapids

NEW JERSEY

Kyle Kaufmann | Madison

NORTH CAROLINA

Matthew Weeks | Pfafftown

VIRGINIA

Alex Hudson | Bracey

WEST VIRGINIA

Larry Perkins | Lewisburg

WISCONSIN

Douglas Atwell | Baraboo



SC ASHI Education Roadshow July 27 & 28, 2024

SOUTH CAROLINA ASHI IS HOSTING AN ASHI EDUCATION ROADSHOW

SATURDAY, JULY 27: An 8-hour session will focus on pre-drywall International Residential Code updates on framing, wiring, and plumbing. This session will be conducted by England Training, an International Codes Council–certified instructor.

8 CE from ASHI and .8 from ICC

SUNDAY, JULY 28: Attendees will have an 8-hour presentation by Bruce Barker.

This will include four hours of ASHI pre-drywall SOP plus two hours of business operation training and two hours of Inspection Quiz.

Attendees will earn a total of 16 ASHI CEs

\$199 for ASHI members and \$299 for non-ASHI members.

Learn more at sc-ashi.org.

In-person attendance is limited to 30 people, with unlimited online attendance available.



INSPECTION WORLD

★ ON THE ROAD ★



MGM SPRINGFIELD, MA
REGISTRATION WEBSITE COMING SOON!

SEPTEMBER
9TH & 10TH



SEPTEMBER 20TH & 21ST
MACHINISTS HALL INC,
12365 ST CHARLES ROCK RD.
BRIDGETON, MO 63044

SILICON VALLEY
CHAPTER

OCTOBER
4TH & 5TH

LOCATION
AND
REGISTRATION
WEBSITE:
COMING SOON!

2024

JUNE MEMBER ANNIVERSARIES

45 YEARS

Russell Allen *A.A. Home Inspection Service*

35 YEARS

Douglas Hastings *Cities' Inspection Service*

25 YEARS

David Leopold *Pillar to Post Home Inspectors*

Peter Roe *Advanced Home Inspections*

John Donjon *BPG Inspection*

Ernest Imhoff *Imhoff Real Estate Inspections*

20 YEARS

Calvin Bolt *Calvin Bolt Inspections & Testing*

Gerry Carrier *Twin Oaks Home Inspection*

Rodney Whitehouse *Cardinal Home Inspections*

Bret Butler *Butler Property Inspections*

Anatol Polillo *ALP Inspections*

Terence Kelly *Apex Home Inspections*

Gerald Steinman *BPG Inspection*

15 YEARS

Douglas Fuller *BPG Inspection*

John St. George *California Construction Consultants/
St. George Ins*

James Krausmann *Krausmann Home Inspection Services*

Reginald Jones *Home Spector*

Jonathan Gentry *Phoenix Metro Home Inspection*

Jon Errickson *Errickson Home Inspections*

Joe Konopacki *Insight Property Services*

10 YEARS

Daniel Kreps *Kreps Home Inspection, DBA HouseMaster*

Shawn Thomas *AmeriSpec Inspection Services*

Lucas Worosilo *Allview Home Inspections*

James Zamiska *Pillar to Post Tayzak*

Dan Silver *WIN Home Inspection-Roseville*

Michael Jezek *Pillar To Post*

Christopher Kjeldsen *Ground Floor Home Inspection*

Eric Eisenman *Eisenman Inspections*

Jesse Mills *Straightforward Home Inspections*

Timothy Arnold *Prairie Home Inspection Services*

Britt Baker *LunsPro Home Inspections*

5 YEARS

Darryl Lara *Amerispec Inspection Services*

Jimmy Ehrhart *Pillar to Post*

Dan Ayers *HouseMaster*

Kevin Brooks *Brooks Enterprises*

Charles "Ken" Etzler *Totalview Home Inspections*

Michael Gill *MR.INSPECTOR*

Stephen Paulson *Pillar To Post - The Paulson Team*

Warren Tryon *Pillar to Post*

Cornelius Kane *Kane Home Inspection Services*

REPORTER

Here's a look at some of the topics we'd love to cover in upcoming issues of the Reporter. To be considered, submit your articles to editor@ashi.org within these areas before the deadlines below.

AUGUST:

Roofing

Deadline: June 14

SEPTEMBER:

Inspecting Outdoor Areas

Deadline: July 15

OCTOBER:

Healthy Homes

Deadline: August 15

NOVEMBER:

Indoor Air Quality

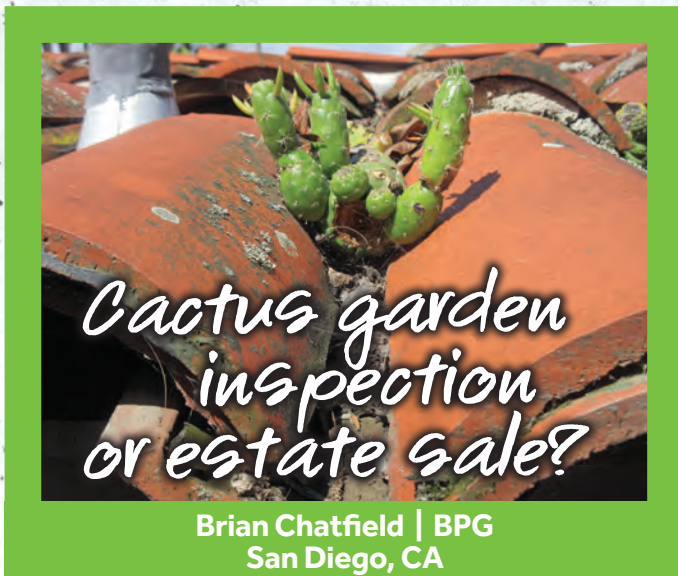
Deadline: September 15



Doron Bracha | Accent Home Inspection
Natick, MA



Stephen Tyler | STAT Home Inspections
Garnerville, NY



Brian Chatfield | BPG
San Diego, CA



Derek Speelman | Indy Pro Inspection Service
Carmel, IN



James Brock | Boston Home Inspectors
Boston, MA



Paul Cummins | No Surprises Home Inspection
Alexandria, VA

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 or media ASHI may select.

Let's play,
"Can you find the electrical panel?"



Ben Seck Home | Sweet Home Inspections
Falls Church, VA

Empower Your ASHI Credentials *Digitally!*

ASHI has partnered with **Accredible** to offer you digital credentials that proudly showcase your ASHI membership, expertise, and dedication to being a true leader in the field of home inspection. Accredible's badges are a way for you to share and validate your achievement. The certification can easily be verified by viewers at any time, and the online view of the badge will communicate it's up-to-date status to anyone attempting to verify it.

Your digital badge benefits:



Always Accessible

Your digital badges will be securely stored and accessible.



Privacy Control

Make your achievement discoverable on search engines or keep it private, sharing only with selected individuals.



Easily Shareable

Showcase your achievement with a single click on Facebook, Twitter, and LinkedIn.



Print at Any Time

Conveniently print a high-quality PDF of your certificate whenever desired.



Learning, Verified

Certifications on LinkedIn can be linked to your live credential, allowing anyone to verify your achievements.

Scan the code for more information,
or contact membership@ashi.org for help.



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