

OCTOBER 2024



REPORTER

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

BUILDING RELATIONSHIPS AND COMMUNITY

5 tips for local home inspectors *p.6*

GET INVOLVED

Enrich your membership experience. Volunteer on an ASHI committee. *p.12*



Why "Code"
is a Bad Word
for Home
Inspectors *p.14*

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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.

ASHI National Officers and Board of Directors

OFFICERS

Mark Goodman President
Byrnes Mill, MO | president@ashi.org

Scott Johnson President-Elect
Marietta, GA | scottservicesashi@gmail.com

Kyle Rodgers Secretary
Siloam Springs, AR | kyle@aplus-inspection.com

Vince Tecce Treasurer
Yardley, PA | bioavince@gmail.com

Lisa Alajajian Giroux Immediate Past President
Milford, MA | homequest1@comcast.net

DIRECTORS

Rod Beacham 2023-2025
Kenmore, WA | rod@206inspect.com

Rod Berning 2024-2026
Pickerton, OH | bkhi@sbcglobal.net

John Cordell 2023-2025
Cincinnati, OH | inspectionplus.john@gmail.com

Charles Gifford 2023-2025
Jacksonville, FL | amerispec@bellsouth.net

Robert Guyer 2022-2024
Eagle, ID | guyerinspections@icloud.com

Roger Herdt 2023-2025
Florence, SC | herdtworks@msn.com

Harry Morell 2024-2026
St. Charles, MO | harry@allied-inspectors.com

Robert Robinson 2024-2026
Lee's Summit, MO | ATM.HomeInspection@gmail.com

Paul Staron 2022-2024
Scottsdale, AZ | pstaron@cox.net

ASHI STAFF

847.759.2820 | Monday – Friday | 8:00 am CT – 4:30 pm CT

James Thomas
EXECUTIVE DIRECTOR
jamest@ashi.org

Laura Rote
REPORTER EDITOR
editor@ashi.org

MEMBERSHIP SERVICES

Susan Lane
DIRECTOR OF MEMBERSHIP AND CHAPTER RELATIONS
susan@ashi.org

Michael Krauszowski
MEMBERSHIP ADVANCEMENT AND SERVICES ADMINISTRATOR
michaelk@ashi.org

Rose Stanfa
MEMBERSHIP SERVICE ASSOCIATE
roses@ashi.org

EDUCATION AND EVENTS

Edwin Barrera
DIRECTOR OF EDUCATION AND CURRICULUM DEVELOPMENT
edwinb@ashi.org

Michelle Santiago
THE ASHI SCHOOL EDUCATION MANAGER
michelle@theashischool.com

FINANCIAL SERVICES

Tim Buell
FINANCIAL SERVICES DIRECTOR AND ASHI PRESIDENT 2018
timb@ashi.org

STRATEGIC COMMUNICATIONS AND MARKETING

Edie Mann
GRAPHIC DESIGNER
ediem@ashi.org

TECHNOLOGY

Rhett Claypool
DIRECTOR OF IT
rhettc@ashi.org

Mercy Achura
CONTINUING EDUCATION COORDINATOR
mercya@ashi.org

Sonia Brewer
EDUCATION AND LMS ADMINISTRATOR
soniab@ashi.org

Angela Hall
INSTRUCTIONAL DESIGNER
angelah@ashi.org



PUBLISHER James Thomas
EDITOR Laura Rote
GRAPHIC DESIGNER Edie Mann

Questions, Comments and Article Submissions

editor@ashi.org

Advertising

communications@ashi.org

AMERICAN SOCIETY OF HOME INSPECTORS, INC.

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ASHI 2025 Officer and Director Ballot Nominating Committee Results

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Robert Guyer

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Bruce Barker

James Jones

Ray Mayo

Certification Committee

Rebecca Castro

Robert Guyer

Nominations

Michael Burroughs

Ray Mayo

*ASHI members with voting rights
were sent an email
with a link to the Ballot
on Sunday, September 15th.
Voting is open until
Thursday, October 31st
at 5PM Central Time.*

Building Relationships and Community

5 tips for local home inspectors

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.



Why would a local home inspector want to get involved with their community? Everyone needs to feel like they belong.

Feeling connected to others and a part of something larger than ourselves is vital to our well-being, writes psychologist Samantha Stein for *Psychology Today*. Our communities can offer us emotional support, practical help, reduced stress, and healthy habits.

But the benefits extend beyond your own psyche. Being involved in your local community can help your business, too.

According to America's Small Business Network, community involvement is good for business because it:

- Fosters ties with customers and other businesses.
- Makes local home inspectors more visible.
- Gives you a leg up over the competition.
- Increases employee morale.

For Cristhian Perez of Home Check in Florida, engaging with his local community helps him understand and address concerns.

"I recently participated in a community event where residents were concerned about a new landfill being developed near their homes. Hearing their concerns allowed me to do more research on the topic and be prepared when a client in that particular area asks me about the topic and any potential risks," Perez said.

How can you get involved? Below we explore how engaging with your local community as a home inspector supports the place you live and markets your business at the same time.

5 Community Engagement Strategies

1. Build a home inspectors network.

Does networking with other local home inspection companies feel like rubbing shoulders with the competition? Do you avoid it?

Then you may be missing out. According to groups that study leadership and growth, like Jeffcoat Consulting, not spending time with other successful business people may hinder your own success.

"Great leaders don't just emerge from a vacuum. They are shaped, inspired, and refined by the company they keep," Jeffcoat said. "By engaging in meaningful conversations, sharing insights, and listening to their stories, aspiring leaders gain access to a treasure trove of wisdom that can't be found in textbooks."

For Perez, teaching other inspectors can be just as rewarding as learning from them.

"As a home inspector with over nine years of experience, I find it rewarding to give back to the inspector community that once helped me get my foot in the door," Perez said.

Networking for home inspectors and building a home inspectors community happen through national and state associations and their chapters. Use resources like these to foster important relationships with other local home inspectors. Together, you can learn best practices, get new ideas, develop important skills, and experience building local relationships as a home inspector.

2. Reach out to other real estate professionals.

How do you market a small local business?

If you want to be involved in more real estate transactions, it helps to get to know others in the space.

Real estate agents are great contacts. Letting them know who you are, what you offer, and what sets you apart are great ways to develop agent relationships and increase your demand as a local home inspector. You can support agents' businesses by engaging with their content on social media, attending open houses, or referring them to clients. By keeping them top of mind, they'll likely extend similar energy to you.

After engaging on social media or at open houses, Amy Frizzell of Undercover Inspections in Florida likes to invite agents out for coffee. By meeting with them one-on-one, Frizzell develops more meaningful relationships. Even if the broker doesn't immediately start sending her business, Frizzell finds value in making connections.

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“Great leaders don’t just emerge from a vacuum. They are shaped, inspired, and refined by the company they keep. By engaging in meaningful conversations, sharing insights, and listening to their stories, aspiring leaders gain access to a treasure trove of wisdom that can’t be found in textbooks.”

— Jeffcoat Consulting

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“Value every connection you make—even if it doesn't seem like it will lead to work,” Frizzell said. “You might be surprised by how often those connections come back to benefit you.”

In addition to real estate agents, you may also consider networking with:

- Property managers
- Landlords
- Investors
- Appraisers
- Property insurance companies
- Leasing consultants
- Real estate attorneys

3. Seek out other small business owners.

Many inspectors want to know: How do I advertise my small business locally? When learning how to network as a home inspector, it may help to branch away from your immediate industry.



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.

After all, real estate professionals aren't the only ones with valuable skills and referring power. Other small business owners can help you improve and promote your local home inspection services, too.

How can you find and meet with other small business owners? Here are some networking tools a local home inspector should consider:

- Your local Chamber of Commerce
- Your local business development association
- Happy hour networking events and career fairs
- Alumni networking events
- Organizations like Business Networking International and Women in Business
- Online platforms like Facebook groups, LinkedIn, and Meetup.com
- Conferences and workshops for small business owners

When possible, getting involved with underserved or under-represented communities has added benefits. For example, as an ally to veterans or a veteran yourself, networking with veteran-owned businesses and veterans in your community can give you important experiences.

Similarly, as a member of the Jacksonville LGBT Chamber of Commerce, Frizzell supports LGBTQ+ community members and gains valuable business ideas.

“I have a lot of LGBTQ friends, and they want to do business with people they feel comfortable with and feel safe with,” Frizzell said. “Here’s a group of people who are often overlooked but who want a safe person they can go to when they need home inspections. I want to be that person.”

4. Partner with your city.

Increasing your visibility can increase your client list.

Does your city have a list of small businesses or home buying resources? Use those resources!

Will city buildings or other small storefronts let you post or leave flyers about your home inspection business? Post them!

States often keep lists of local home inspectors and other small businesses—especially if they have licensing requirements. Be sure to take advantage of such freebies.

5. Give back.

Some of the best local community engagement strategies for home inspectors are free. This one has the added benefit of making a positive impact on others’ lives.

While meeting like-minded people and making friends, why not make a difference? By aligning with charitable organizations, you can enrich the lives of others while you network. Consider working with groups like:

- Churches
- Food banks
- Homeless shelters
- Animal shelters
- Health and senior care
- Wildlife conservation and rehabilitation
- English as a second language
- Local chapters of large organizations like Rotary Club International, Kiwanis Club, Ronald McDonald House Charities, and Habitat for Humanity

By joining a service organization, you’ll develop lasting relationships while making a larger impact—like Vince Cardone of Residential Inspection in Florida.

“I’m personally involved in three boards of REALTORS® and two or three different community organizations where we feed families. We give back to schools and donations. I do fundraisers to support a strong, driven community,” Cardone shared in his previous InspectorPro spotlight. “Being a part of a community adds a lot of value because it shows that you’re there for the long haul. You’re there for them.”

In addition to joining charitable groups, use your local home inspector business to sponsor programs you care about, like local sports teams, schools, or events. You may also organize charity drives or even incorporate donations into your business model (i.e., for every 10 inspections we perform, we donate this).

“Sponsoring events in my local community is one of my favorite methods to market locally because I can give back to a local organization while promoting my business. It’s a win-win,” Perez said.

Engaging With Your Local Community and Managing Risk

While networking and community service are certainly good uses of your time and resources, they aren’t without risks. You can get into trouble and even face insurance claims against your business if you don’t take certain precautions.

Here are three tips for managing your risk while expanding your network and supporting your community.

1. Don’t over-promise.

Advertising one price while charging another? Say you offer mold services but fail to mention they cost more? Talk up your drone but forget to say you don’t use it every time?

All the communication pitfalls above can lead to upset clients.

Be consistent and clear when you discuss pricing, services, and outcomes. Never guess what you'll find on a property or how much you'll save a client. Stick to the facts—even if they're less sexy than hyperbole. Your wallet will thank you later.

2. Be genuine.

While giving always has the potential to do good, it won't make as much of an impact if you do it for the wrong reasons.

If you're supporting your community or a charity just to benefit your business, boost your ego, assuage your guilt, or indulge your pity, don't. People can sense when you're not genuine, and it can harm rather than help you as a local home inspector.

3. Get insurance with referring party indemnification.

As you make new connections, and as they bolster your business, it's important you look out for your network, too.

Let's say you make a new agent friend at an open house. That friend refers your local home inspector business—yay! But then that referral isn't happy with their inspection. They sue not just you, but also the agent who recommended you.

With referring party indemnification, your policy would cover both you and the agent. By providing your referring agents and lenders with insurance coverage for claims relating to your inspections, you give them (and yourself) more peace of mind. If you're an InspectorPro insured, your policy automatically comes with referring party indemnification.

Building your home inspectors community? Don't forget your risk management community.

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"I'm personally involved in three boards of REALTORS® and two or three different community organizations where we feed families. We give back to schools and donations. I do fundraisers to support a strong, driven community. Being a part of a community adds a lot of value because it shows that you're there for the long haul. You're there for them."

— Vince Cardone of Residential Inspection in Florida, as shared in his previous InspectorPro spotlight

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We hope these tips give you ideas for finding a home inspectors community and how to network as a home inspector. As you develop your professional network, don't neglect your risk management network.

InspectorPro boasts a team of experienced, knowledgeable insurance brokers, marketers, claims adjusters, and support staff. With us on your team, you can confidently grow your local home inspection services knowing you're backed by robust coverage and resources. Visit <https://ipro.insure/app-ASHI> to apply. 🌟



Committees to Make a Difference

Serving on a committee is an opportunity to have a voice.

BY MARK GOODMAN, ACI

Thank you again for your votes to help us continue to make ASHI the preeminent organization for volunteers. With the recent bylaw changes, a significant step includes reestablishing three crucial committees dissolved with the 2019 bylaw changes.

These three committees play a vital role in serving the members and addressing critical issues, and they are now being reinstated—reaffirming our unwavering commitment to supporting and serving our members.

Chapter Relations Committee

The Chapter Relations Committee (CRC) is a pivotal group of member-supporting chapters. Chapters are the organization's lifeblood, and they are where you will find the most engaged members. This committee helps to create new chapters and meeting groups while supporting existing ones. The CRC also assists staff with chapter compliance issues and is critical in planning ASHI's annual leadership development conference. The committee's primary focus is to support the chapters and meeting groups in developing new tools, resources, and strategies to help them thrive.

The Membership Committee

The Membership Committee will primarily focus on working with the board and staff to drive new initiatives to attract new members and retain existing ones. It will recommend strategies to the board to

engage current and potential members, suggest ways to communicate the benefits of joining, and ensure current members understand the value of being an ASHI member and continue to be engaged. This committee can also propose new member benefits for board consideration. It can also be a resource for staff to test new ideas and approaches.

The Legislative Committee

The Legislative Committee has historically monitored legislation. We are honored that our new legislative chair, Alex Steinberg, was involved in the new Massachusetts home inspection law, which guarantees buyers the right to have an inspection contingency when purchasing a property. The committee is now developing a guide that will empower chapters and members to push similar bills across the country, ensuring your efforts are informed and effective and that you have the power to influence legislation in your field. This legislation was a historical moment for the entire profession in helping to protect potential homebuyers.

And More!

As always, ASHI's distinct approach to governance only works with active involvement from our members. Many volunteers move ASHI forward.

The **Standards Committee** has worked tirelessly to update our standards, which will have a lasting impact on everyone involved in home inspection.

GET INVOLVED TODAY!

Volunteer on one of our committees to enrich your ASHI membership experience. Engage with colleagues while offering thought leadership as we continuously seek to improve our community of professionals.

Committee involvement typically requires 1-3 hours of your time per month, depending on the committee's current projects. Most of the work is done through email or phone, unless the committee chair calls specific meetings.

The following committees are looking for new members:

Bylaws Committee This committee is for those who want to facilitate change, improve ASHI's governance, and act as liaisons between members and the Board of Directors.

Chapter Relations Committee The CRC's primary focus is supporting the chapters and meeting groups in developing new tools, resources, and strategies to help them thrive.

Code of Ethics and Standards of Practice Committee ASHI seeks methodical and analysis-driven members to keep these documents at the forefront of the profession.

Complaints Committee This is an excellent committee if you want to help your fellow members get back on track and remain compliant with ASHI policies.

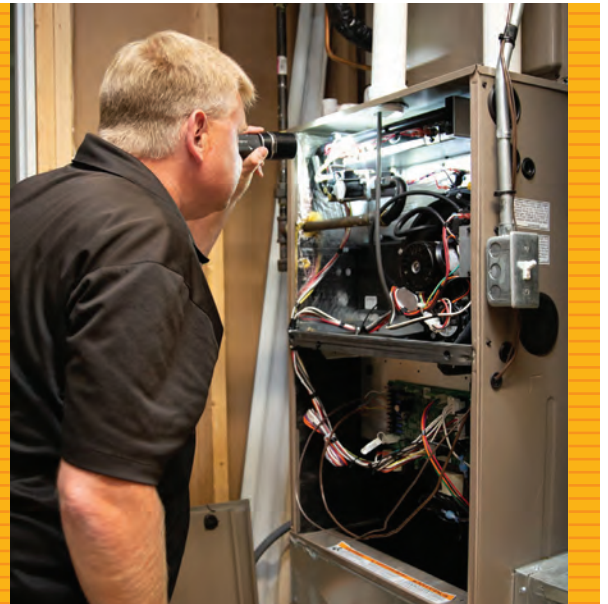
Education Committee This is the committee for those who are lifelong learners and passionate about supporting and creating educational opportunities.

Legislation Committee This committee will empower chapters and members to push bills across the country, ensuring that the members are informed and have the power to influence legislation.

Membership Committee This committee will primarily focus on working with the Board and ASHI staff to drive new initiatives to attract new members and retain existing ones.

The **Certification Committee** continues to impact ASHI by working in conjunction with staff. Our third-party accreditor, NCCA, awards ASHI another five-year renewal for our ASHI Certified Inspector credential. As a reminder, ASHI is the only organization with a genuinely third-party accredited and verified credential.

Many committees are working to push ASHI forward, and I want to thank them for their dedication and encourage everyone to find a place to serve at ASHI. With more than 14 committees, we are always looking for volunteers. Serving on a committee is not just a role; it's an opportunity to have a voice, make a difference, and help carry ASHI into the future for the good of home inspectors everywhere. To volunteer, simply scan the QR code. 📱



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Why “Code” is a Bad Word for Home Inspectors

BY HENRY SANDER, ACI

In the world of home inspections, the word “code” is often met with caution. While the term might seem straightforward, its use by a home inspector can lead to misunderstandings, misinterpretations, and even legal complications.

This article looks at why “code” can be a problematic word for home inspectors—and why it’s important to use alternative language when discussing findings with clients.

We all understand our role as home inspectors and how home inspectors play a crucial role in assessing the condition of a property. We provide clients with detailed information about the home’s current state, identifying potential issues that may require attention. However, it is important to note that home inspections are not designed to be compliance checks with building codes.

What Does “Code” Mean?

When people refer to code, they are typically talking about building codes or standards established by local, state, or county authorities to ensure the safety and habitability of structures. These codes cover everything from electrical systems and plumbing to structural integrity, accessibility, general maintenance, and fire safety. Typically, a building code is a law that sets minimum acceptance and/or requirements for building system and structure on how to be designed or constructed. Let’s stress minimum acceptance.

Why is it difficult for home inspectors not to say the “code” word? Well, we study and strive to have an understanding of the minimum standards and identify

defects, but we need to be careful not to appear to be the jurisdiction of authority. Here are a few examples.

The Problem with Using the Word “Code”

1. Misleading Clients

When home inspectors use the word code, clients may mistakenly believe that the inspection is a thorough evaluation of the property’s compliance with current building codes. This misunderstanding can lead to false assumptions about the inspector’s role and the scope of the inspection.

2. Legal Implications

Home inspectors are not code enforcement officers. If an inspector cites code violations, they may inadvertently imply that they are qualified to enforce those standards. This can result in legal liability if a client acts on the inspector’s statements, expecting them to be definitive evaluations of code compliance.

3. Changing Standards

Building codes are constantly updated and vary by location. What may have been compliant at the time a home was built may not meet current standards. Inspectors might unintentionally compare a home’s condition to modern codes, leading to inaccurate assessments of older properties.

Our focus should be on safety, not compliance. Home inspections prioritize identifying safety hazards, functional issues, and maintenance concerns. While some of these issues may relate

to building codes, inspectors focus on practical implications rather than strict compliance. Using the term code can shift the emphasis away from practical safety considerations.

Home inspectors should use alternative language to avoid the pitfalls associated with the word code when communicating with clients. Here are some suggestions:

1. Describe the Condition

Instead of referencing code, describe the condition of the component or system. For example, instead of saying, "This electrical panel is not up to code," you might say, "This electrical panel is outdated and may pose a safety risk."

2. Highlight Safety Concerns

Emphasize any safety concerns you observe during the inspection. For instance, "The lack of a handrail on the stairs presents a safety hazard," clearly communicates the issue without invoking code. My suggestion is to guide your client to a qualified professional who can repair, upgrade, or fix the issue. "I highly recommend contacting a qualified carpenter professional for evaluation and repair."

3. Suggest Improvements

Offer recommendations for improvement without suggesting that they are necessary to meet code. For example, "Upgrading the plumbing fixtures could improve efficiency and reduce the risk of leaks."

Be sure to clarify your role as the home inspector.

Ensure clients understand the scope of a home inspection by explaining your role. Let them know that while you identify potential issues, you are not



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.

Emphasize any safety concerns you observe during the inspection. For instance, "The lack of a handrail on the stairs presents a safety hazard," clearly communicates the issue without invoking code.

conducting a code compliance check.

I suggest reviewing your agreement to ensure it does not imply any such reference to the code. If a client mentions code on the phone or during the inspection, always reiterate to them that this is not a code inspection. Remind your client about your limitations so their expectations are clear.

In conclusion, as I tell my students when teaching, code is just another four-letter word that should not be used

on the inspection. The word code can be a misleading and potentially harmful term in the context of home inspections.

By focusing on safety, condition, and practical recommendations, home inspectors can provide valuable insights to clients without the complications associated with code compliance. Clear communication and understanding of the inspector's role are key to avoiding misunderstandings and ensuring clients receive the information they need to make informed decisions about their properties. 🌱

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The Changing Profession

BY JAMIE DUNSING, ACI

I recently had the pleasure of meeting up with some veteran home inspectors. We have been colleagues and active ASHI members for more than 30 years. During our visit, we discussed old times, the changing technology, and the overall profession. Wow, have things changed in the past 30-plus years.

Frank Lesh became an ASHI member in 1990 and is the former ASHI executive director (2013 to 2018) and national president (2007). During his career he was a multiple ASHI award winner (2004 John E. Cox Member of the Year, 2012 Philip C. Monahan Award, and 2017 President's Award). He's been an ASHI member for more than 30 years. Frank is a retired inspector but occasionally assists other home inspectors with ancillary services today.

Jay Balin became an ASHI member in 1989. He is a former chapter president (Great Lakes) and president of the Wisconsin Association of Home Inspectors. Jay was the 1999 John E. Cox Member of the Year and the 2007 President's Award winner. Jay has been retired for several years and lives in the Milwaukee area.

I became an ASHI member in 1990 and have served on chapter and national boards of directors. I continue to own and operate my home inspection company and have no immediate plans to retire. In fact, we have a third generation of family in the business. I believe we are one of the few companies in the country who can say that.

During my visit with Frank and Jay, we discussed many things, including how much the profession has changed. Here are some of the highlights:

Tools

The tools have changed. Back at the start of our careers we had moisture meters, gas detectors, and various other specialty tools. However, I described how modern inspectors routinely use high tech tools like thermal imaging cameras, sewer cameras, chimney cameras, and other specialized tools. We all laughed when we talked about Frank's invention he used to check furnace heat exchangers. When it melted inside a furnace, he was lucky he didn't have to buy a new furnace. He was so sure he had the next greatest inspection tool.

Technology

We all remembered how we used to produce inspection reports using carbonless forms and handwritten reports. Our reports were 10 to 15 pages long and didn't include any photos. The discussion about report writing sparked a conversation about inspection software and how multiple inspectors can work on the same report at the same time using cloud-based technology. Jay was surprised to hear that some of the reports inspectors produce are in excess of 100 pages and include video of various areas of the home or building. We recalled another ASHI inspector who was ahead of his time and would provide his clients with a VHS tape (remember those?!) to his clients after the inspection was completed.

Speaking of photography, Frank was the first inspector I knew who used digital photography. He was doing this back in 1997. For my part,



Frank Lesh (former ASHI president and executive director), Jamie Dunsing (ASHI member since November 1990), and Jay Balin.



Jamie Dunsing is a second generation home inspector. He has been a home inspector since 1989 and an ASHI member since 1990.

In that time, he has inspected more than 12,000 homes and buildings. He has traveled to six states to inspect properties, as well as attended continuing education conferences around the country and outside of the US.

we routinely started to use digital cameras in 1998.

Jay was particularly interested in drones. I explained how using drones has allowed us to see things we never would have seen in the past—and how to do it safely. Safety should be job #1 for all home inspectors.

I also explained how scheduling software integrates with accounting, bookkeeping, and various other business related processes. This has become a huge time-saver (or sometimes time waster) for home inspectors—particularly companies with multiple inspectors or who operate in multiple areas. Jay was surprised to hear that there are some inspection companies with hundreds of inspectors in multiple states.

Fees

We acknowledged how we'd all done home inspections for around \$150 back at the beginning of our careers. Jay was particularly interested in how on some of our inspections we send multiple inspectors and routinely charge multiple thousands

of dollars for the various services. While fees have gotten larger, we agreed that for the value we provide, home inspectors routinely undercharge for our services.

It's still a physical job.

One thing that has not changed: Home inspections are a physical job. We all had examples of getting dirty and sweaty at inspections. Getting into crawl spaces and attics is still a part of the job. Accessing roofs and other out of reach areas is a necessary part of a thorough home inspection. While there are various tools to help reduce the physical nature of the job (drones, pole cameras, crawlbots), we agreed there is no substitute for putting your hands on something.

Camaraderie

Jay and Frank were single inspector companies their entire careers. I have had several iterations of our company and have gone from having multiple inspectors to being a single operator back to being a multiple inspector company. A common fact that we agreed on was that staying connected with other inspectors to share information, learn better techniques and practices, and provide the best inspections we can was invaluable. We all have mentored other inspectors and contributed to our profession. Staying involved with our profession has been a rewarding experience that has produced lifelong friendships.

In Conclusion

Professional associations like ASHI help to keep people connected and move the profession forward. I urge all inspectors to reach out to local competitors and work together to learn more about the local business, provide clients with the best inspections, and learn about new opportunities in the home inspection field. 🌐

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.

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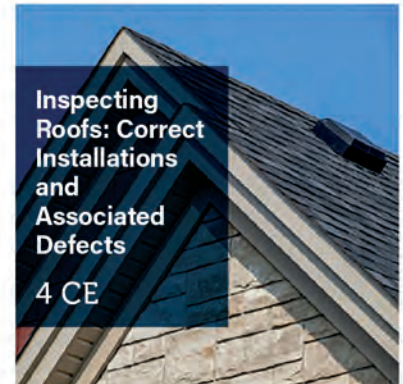
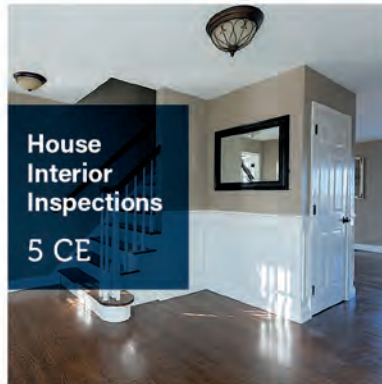
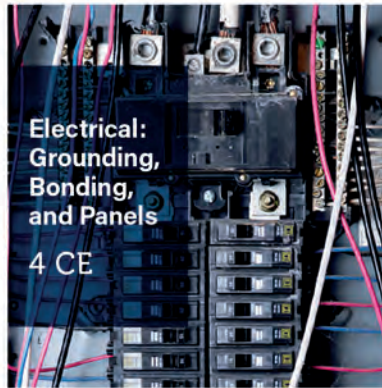
As we announced a few months ago, ASHI has partnered with the **International Code Council (ICC)** to expand resources and membership opportunities for our members. The ICC is the leading global source of model codes and standards and building safety solutions, including product evaluation, accreditation, technology, training, and certification.

We are excited to announce that ICC has approved these courses so that you earn ASHI and ICC credits.

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ASHI EDGE
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Waving Goodbye to Waiving Inspections

BY MIKE ATWELL, ACI

“August 6 was a great day for Massachusetts consumers, home buyers, buyers’ agents, and today’s home sellers who will be tomorrow’s homebuyers. Allowing homebuyers the right to have an independent inspection done of the home they’re about to purchase—something that was the industry standard for the past half-century—is now the law,” said Michael Atwell, former president of the New England Chapter of the American Society of Home Inspectors. “A huge thank you to the Massachusetts Legislature who appreciated the need for and urgency of this legislation.” FROM SENATE PRESS RELEASE

Seeing the terrible impact that waiving home inspections was having on our post-purchase clients, and seeing that the real estate industry had no interest in policing themselves and little concern for the fate of those buyers (“Why would I want a home inspection? It gets in the way of my deal,” one told me) ASHI New England felt it was time for the State to step in. And so it began in May 2022:

The first thing I did was contact my local state representative (later the sponsor), who I knew had an interest in helping homeowners. We met for coffee, and I explained the need to establish the right to an inspection. He said, “I would have thought that was already a law!”

Next was creating a bill, making a website to raise funds, starting a corporation so we could hire a state lobbyist, and finding a lobbyist. Then there were dozens of emails, letters, and phone calls that went to hundreds of clients, personal contacts, legislators, home inspectors, and the media over many months.

We testified at the State House.

It was a ton of work, but we also had lots of luck. We had a board who was there from the beginning; they believed in the cause when some considered it a longshot to donate considerable time for the tasks ahead and, of course, the chapter’s funds saved up over many years.

We were lucky to get connected with a great attorney who worked with our goals and concerns and drafted an impeccable piece of legislation. We were connected to a fabulous lobbyist who was very experienced and respected who guided us expertly through the maze of the legislative process.

We were lucky to have our bill bundled into a larger bill that the Governor cared deeply about.

Perhaps most of all, we were lucky to have a just cause—one that affected all parts of the state, and one that would not cost the State any money to implement. All of these will apply to other states that wish to establish a similar law.

On August 6, our Governor signed the following into law:

SECTION 45. Chapter 143 of the General Laws is hereby amended by adding the following section: - Section 101.

The executive office of housing and livable communities shall promulgate regulations to ensure that no seller of a residential structure or a residential condominium unit, or an agent thereof, shall:

(i) condition the acceptance of an offer to purchase on the prospective purchaser's agreement to waive, limit, restrict or otherwise forego any prospective purchaser's right to have the structure or unit inspected, except when the sale of the structure or unit is to occur at an auction conducted by an auctioneer licensed under chapter 100; or

(ii) accept an offer to purchase from a prospective purchaser, or an agent thereof who, in advance of the seller's acceptance of an offer, informs the seller, either directly or indirectly, that the prospective purchaser intends to waive, in whole or in part, the prospective purchaser's right to inspection; provided, however, that the seller may accept such an offer without violating this section if the prospective purchaser is:

(A) the spouse, sibling, child, parent, grandparent, grandchild, great-grandchild or great-grandparent of the seller; or

(B) the former spouse of the seller and the sale of the structure or unit is being made pursuant to a judgment or order under chapter 208; provided further, that other limited exceptions may be provided for by regulation.



Mike Atwell is an ASHI Certified Inspector at J. May Home Inspections, based in Massachusetts. He is Past President of ASHI New England and a recipient of ASHI's 2023 Monahan Award.

This is now the law. The Governor's Housing Office is now charged with developing regulations over the next few months to implement the intent of the law. We will be working with them on that. The law will be enforceable when the regulations are done.

I was recently asked by ASHI President Mark Goodman to chair the Legislative Committee at National. I am honored to be asked. Our chapter always hoped that if we were successful, maybe the homebuying dominoes would start falling in the opposite direction across the country. As chairman, my first priority will be to develop a call-to-action package outlining what we did, what we learned, and samples of all our correspondences to be available to other chapters in the hopes of saving them valuable time and money.

Feel free to get in touch with me at any time. If I don't reply immediately, I'm probably at an inspection! 🌟

MARK YOUR CALENDARS!

Advanced Report Writing Workshop

8am to 3:30pm, Oct. 7, 2024

ASHI/CREIA Los Angeles Ventura County Chapter (LAVC)

Courtyard Marriott Thousand Oaks

1710 Newbury Park Rd., Thousand Oaks, CA 91320

Learn how to write an accurate and defensible report at this 6-hour workshop featuring Michael Casey, Will Colton, and Jack Girona. This event will be held in person (capacity 30) and online using GoToMeeting. Earn 6 CECs approved by ASHI and CREIA. Sign-in begins at 8am.

This seminar costs \$197 for live attendance. This fee includes a lunch Buffet, all-day coffee service and bottled water, and morning pastries. Prepayment required at time of reservation. Online attendance costs \$159, and payment required by 3pm Oct. 5, 2024.

For reservation assistance, contact Rebecca Castro at 805.217.1752 or RebeccaCastro5@yahoo.com, or Bob Guyer at 805.501.0733 or GuyerInspections@icloud.com.

California Chapter IW on the Road

Dec. 8 & 9, 2024

More information to come soon!

SEEKING NOMINATIONS



John E. Cox Member of the Year Award

Nominate before 5pmCST Oct. 21, 2024.



Philip C. Monahan Award

Nominate before 5pmCST Dec. 10, 2024.

**HAVE YOU EVER BEEN OUT IN THE FIELD
AND SEEN SOMETHING THAT MADE YOU
STOP IN YOUR TRACKS AND THINK ...**

WHAT THE HECK?!?



Trap door



*Stairway
to
somewhere*

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Johnathon Micheli | Buckeye

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Michael Martell | Escondido
Gabiella Loos | Calabasas
Lucas Villalba | Atascadero
Patrick Leiting | Waterford

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Misty Bujanda | Centennial
Jeremy Lang | Thorton

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Markael Moore | Norcross

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Suzanne Sweeney | Knightdale
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TEXAS

Timothy Vito | Lewisville

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Hyrum Paramore | Lehi
Miles Bearden | Salt Lake City

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Steven Equi | Charlottesville

WASHINGTON

Mark Allmand | Morton

2024

OCTOBER MEMBER ANNIVERSARIES

25 YEARS

Randy Noon *BPG Inspection*

Gordon Guffey *BPG Inspection*

Joseph Petrozola
The Home Detective-Home Inspection Service

Keith Nelson *Inspectix Home Inspections*

20 YEARS

Bruce Hefka *Signature Inspection Services*

Joseph Fleming III *All in One Home Inspection*

John Nicolai *John Nicolai Home Inspections*

Richard Gerardi *Accurate Inspection Services*

Michael Meesit *Acu-Spect*

Thomas Blythe *B & R Consulting Enterprises*

Mike Rawlings *Emery Home Inspection*

Marc Morin *Beachside Property Inspections*

James Booth *Britannia Building Consultants*

15 YEARS

John Cordell *Inspection plus*

Jon Weiss *Accredited Home Inspection Service*

Geno Gooch *Clear Choice Home Inspections*

Kollin (Kelly) Gibson *Bay Area Building Inspections*

David Christopher *Integrity Home Evaluation Service*

10 YEARS

Kevin Austin *Cornerstone Inspection Services*

Rob Faschel *Rockybuilt*

Ryan Castillo *Pro Scope Residential Services*

Lixin "Luke" Wang *LX Inspections*

Michael Johnson

Tim Mitchell *Mitchco Home Inspection Services*

Rob Hager *R. H. Inspections*

Corey Williams *816 Inspections*

Antonius (Tony) Bukkems *Blue Ridge Inspections*

Otis (Bud) Esham *Esham Inspections*

5 YEARS

Joseph Ziolkowski *On Target Home Inspection*

Jonathan Hopkins *Protection Plus Home Inspections*

Ron Meier *BPG Inspection*

Dale Sherman *Chubby Hubby Home Inspections*

George Catts *HomeSouth Inspections*

Robert Denard *Amerispec Inspection Services*

Scott Mahley *Structure Tech Home Inspections*

Christopher Benney

Mike Keeley *Premium Property Inspections*

William McGarigle III *South Walton Home Inspections*

Thaddaeus Blubaugh *THR Creekside Home Inspections*

Chandler Grove *Certified Home Inspection Services*

Shaun Yanovich *Detailed Home Inspections*

Byron Matthews *Matthews and Associates*

Eric Stidham *Pillar to Post Home Inspectors - Suburban Detroit*

Jackie Wolfe III *Wolfe Home Inspections*

Kyle Wilcox *Certified Property Inspection Company*

Mark Forbush *FPI Inspections*

Joshua Deck *Pillar to Post*

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.

DECEMBER 2024:
SPECIAL
MEMBERSHIP ISSUE

JANUARY 2025:
Setting Business Goals
Deadline: November 15

FEBRUARY 2025:
Continuing Education
Deadline: December 16

MARCH 2025:
ASHI Awards
Deadline: January 15



What asbestos sounds like



Paul Siciliano | Green Mountain Home & Property Inspections | Bellows Falls, VT

Here, Kitty Kitty Kitty!



Derek Speelman | Indy Pro Inspection Service
Carmel, IN

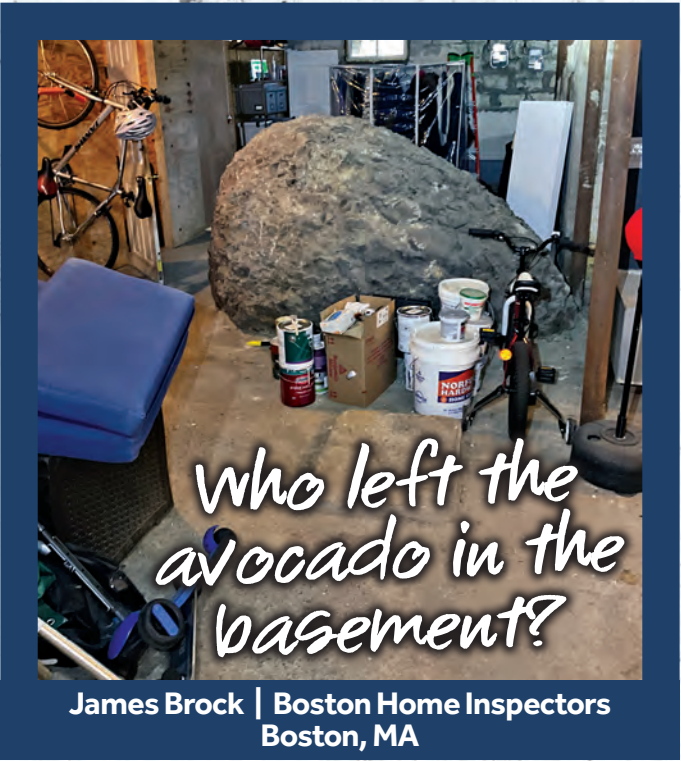


An artist's bathroom door

Doron Bracha | Accent Home Inspection
Natick, MA



Patrick Michael Lyons | Buyer's Inspector
Ann Arbor, MI



James Brock | Boston Home Inspectors
Boston, MA



David Westlund | Chicago, IL
The House Inspector Company



Chris Lucke | Missouri Property Inspections
Dardenne Prairie, MO

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