



AUGUST 2020

# REPORTER

INSPECTION NEWS & VIEWS FROM THE AMERICAN SOCIETY OF HOME INSPECTORS, INC.



## ASHI WEBSITE LAUNCH

The American Society of Home Inspectors (ASHI) is committed to progressing the home inspection profession and providing resources to promote healthy home ownership practices.

### Homebuyers Guide

Homebuying Process



Breaking down the steps that homebuyers need to take.

P20

Why Choose An ASHI Member



ASHI Members provide expertise to help homebuyers make sound

Home Inspection FAQs



What homebuyers can expect from their home inspection.

## TRENDS IN INDOOR AIR QUALITY P10

## BIG CHANGES AT THE ASHI SCHOOL P34

# TESTING LABORATORIES

- ✓ MOLD
- ✓ ASBESTOS
- ✓ RADON
- ✓ LEAD
- ✓ WATER QUALITY
- ✓ BACTERIA
- ✓ VERMICULITE
- ✓ ALLERGENS
- ✓ VOCs/ODORS

FOR PRICING CALL  
888-958-8170

United States and Canada Locations



- ◆ EMSL Laboratory
- ◆ EMSL Service Center
- ◆ LA Testing Laboratory



**EMSL ANALYTICAL, INC.**  
TESTING LABS • PRODUCTS • TRAINING

[www.emsl.com](http://www.emsl.com)



Mold Sampling Basic Kit **\$299** USD #8706301



Air-O-Cell Cassette/50 PK **\$199** USD #8715301B



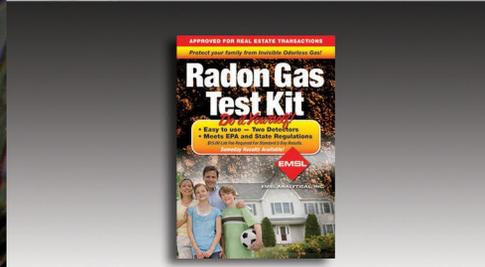
Zefon Bio-pump Plus Kit **\$699** USD #8706002



**FREE** Swabs & Tape Lifts For EMSL Tests!



FHA/VA Water Test Kit Basic+2Day TAT Prepaid  
**\$110** USD #FHAB+2DPPCOMKIT



Radon Gas Test kit **Call For Pricing!**



## FEATURES

- 6** **MANAGING RISK**  
**Statute of Limitations**  
*By Stephanie Jaynes, Marketing Director at InspectorPro Insurance*
- 10** **Trends in Indoor Air Quality and the Need for Environmental Testing**  
*By Javid Kelley*
- 18** **SMART INSPECTOR SCIENCE**  
**Sewer Backup Solutions**  
*By Tom Feiza, Mr. Fix-It, Inc. HowToOperateYourHome.com*
- 20** **ASHI Website Launch**  
*By Chris Karczewski / ASHI Staff*
- 30** **Engage in Online Education With the ASHI Online Learning Center (AOLC)**  
*By ASHI Staff*
- 34** **BIG CHANGES AT THE ASHI SCHOOL**  
*By ASHI Staff*
- 42** **Postcards From the Field**  
*It's Wacky Out There*
- 46** **Are These Violations of the ASHI Code of Ethics?**  
*By Jamison Brown, ASHI Ethics Committee Chair*

20



26

**BIG BUCK INSPECTIONS**

**Jerry Smith**  
Big Buck Inspections

**My Inspections Cover**

**ASHI Standard of Practice**

- Air Conditioning Systems
- Electrical Systems
- Exterior
- Flooring
- Plumbing Systems
- Structural Systems
- Fireplace
- Solid Fuel Burning Appliances
- Heating Systems
- Interior
- Insulation And Ventilation
- Roof Systems

**Property Types**

- Single Family Homes
- Multi-Unit Residential
- Manufactured Homes
- New Construction Inspections
- Commercial Property Inspections
- Condo/Apartments
- High-Six-Figure Estates

**Additional Services**

- Lead
- Asbestos
- Energy Audit/Efficiency
- Mold Testing
- Radon Testing
- WDO / Termites / Insects
- Wind Mitigation Survey
- Well Water Sampling
- FHA Certification
- BPS (Basics)

**Bio**

Jerry Smith is the owner of Big Buck Inspections. Before becoming an ASHI member in 2010, Jerry was a project manager, and supervised the construction and remodeling of homes for the U.S. Department of Housing and Urban Development (HUD). Jerry is a former member of the Carpenter and Joiner of America, and a former licensed plumber in the state of Virginia. When Jerry is not inspecting basements you can find him fishing, hunting and tinkering with his muscle car on late nights and weekends.

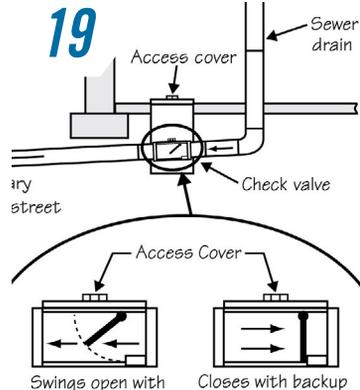
**Licensing**

Inspector - not all states require licensing  
 License #A000558076  
 Exp: 10/30/2020

12



19



37





**ASHI STAFF**

Main Phone: 847-759-2820, 8:30 am - 5:00 pm  
Monday - Friday, CST

**ASHI MISSION STATEMENT**

*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.*

**EXECUTIVE DIRECTOR**

**James Thomas**, Executive Director  
847-954-3182, [jamest@ashi.org](mailto:jamest@ashi.org)

**Bonnie Bruno-Castaneda**, Executive Assistant  
847-954-3177, [bonnieb@ashi.org](mailto:bonnieb@ashi.org)

**WEBSITE, INFORMATION SYSTEMS, DATABASE**

**Mike Rostescu**, Assistant Executive Director & Director of IT  
847-954-3189, [miker@ashi.org](mailto:miker@ashi.org)

**MEMBERSHIP SERVICES**

**Jen Gallegos**, Manager of Membership Services &  
U.S. DOE Home Energy Score Assessor Coordinator  
847-954-3185, [jeng@ashi.org](mailto:jeng@ashi.org)

**George Herrera**, Membership Services Coordinator  
847-954-3196, [georgeh@ashi.org](mailto:georgeh@ashi.org)

**Michael Krauszowski**, Membership Services Administrator  
847-954-3175, [Michaelk@ashi.org](mailto:Michaelk@ashi.org)

**Gaby Nava**, Membership Services Administrator  
847-954-3176, [Gabyn@ashi.org](mailto:Gabyn@ashi.org)

**EDUCATION**

**Michelle Santiago**, The ASHI School Education Manager,  
847-954-3198, [Michelle@theashischool.com](mailto:Michelle@theashischool.com)

**FINANCIAL SERVICES**

**Beverly Canham**, Financial Assistant  
847-954-3184, [beverlyc@ashi.org](mailto:beverlyc@ashi.org)

**MARKETING & BUSINESS DEVELOPMENT**

**Dave Kogan**, Director of Marketing &  
Business Development Advertising  
847-954-3187, [davek@ashi.org](mailto:davek@ashi.org)

**COMMUNICATIONS**

**Frank Lesh**, ASHI Ambassador  
847-954-3197, [frankl@ashi.org](mailto:frankl@ashi.org)

**Rose Buckley**, Social Media Liason  
[roseb@ashi.org](mailto:roseb@ashi.org)

**CREATIVE**

**Kate Laurent**, Creative Director  
847-954-3179, [katel@ashi.org](mailto:katel@ashi.org)

**Chris Karczewski**, Brand Manager  
847-954-3183, [chrisk@ashi.org](mailto:chrisk@ashi.org)

**Juraj Ilavsky**, Art Director  
847-759-2820, [georgei@ashi.org](mailto:georgei@ashi.org)

**OFFICERS**

**Mike Wagner**, President  
Westfield, IN, 317-867-7688  
[mwagner@ralis.com](mailto:mwagner@ralis.com)

**Bruce Barker**, President-Elect  
Cary, NC, 919-322-4491  
[bruce@dreamhomeconsultants.com](mailto:bruce@dreamhomeconsultants.com)

**Blaine Swan**, Vice President  
Columbus, OH, 614-506-0647  
[trueprohomeinspections@gmail.com](mailto:trueprohomeinspections@gmail.com)

**John Wessling**, Treasurer  
St. Louis, MO, 314-520-1103  
[john@wesslinginspections.com](mailto:john@wesslinginspections.com)

**Lisa Alajajian Giroux**, Secretary,  
Milford, MA, 508-634-2010  
[homequest1@comcast.net](mailto:homequest1@comcast.net)

**Scott Patterson**,  
Immediate Past-President  
Spring Hill, TN, 615-302-1113  
[scott@traceinspections.com](mailto:scott@traceinspections.com)

**DIRECTORS**

**Bronson Anderson** 2018-2020  
Waynesboro, VA, 540-932-7557  
[2inspect4u@gmail.com](mailto:2inspect4u@gmail.com)

**Eric Barker** 2018-2020  
Lake Barrington, IL, 847-408-7238  
[ebarker@morainewoods.com](mailto:ebarker@morainewoods.com)

**Michael Burroughs** 2019-2021  
Monroe, LA, 318-376-0482  
[mike.qedservice@gmail.com](mailto:mike.qedservice@gmail.com)

**Rob Cornish** 2019-2021  
Ottawa, ON, 613-858-5000  
[robc@homexam.ca](mailto:robc@homexam.ca)

**Shannon Cory** 2018-2020  
Fayetteville, GA, 404-316-4876  
[shannon@rainbowhomeinspections.com](mailto:shannon@rainbowhomeinspections.com)

**Steve Cross** 2019-2021  
Ortonville, MI, 248-342-4205  
[crossinspectionservices@gmail.com](mailto:crossinspectionservices@gmail.com)

**Mark Goodman** 2020-2022  
Manchester, MO, 314-409-3991  
[mark@homeinspectstl.com](mailto:mark@homeinspectstl.com)

**Doug Johnson** 2020-2022  
Mobile, AL, 251-295-7254  
[inspectmobile@gmail.com](mailto:inspectmobile@gmail.com)

**Scott Johnson** 2020-2022  
Marietta, GA, 678-232-6769  
[whpis@me.com](mailto:whpis@me.com)

**Nashaat Roufaiel** 2019-2021  
Ottawa, ON, 613-823-7706  
[nr1990@hotmail.com](mailto:nr1990@hotmail.com)

**Bob Sisson** 2018-2020  
Boyd, MD, 301-208-8289  
[Office@inspectionsbybob.com](mailto:Office@inspectionsbybob.com)

**Jim Vaughn** 2020-2022  
Arlington, VA, 703-675-5452  
[jim@homeauthority.biz](mailto:jim@homeauthority.biz)

**Publisher:** James Thomas  
**Editor:** Carol Dikelsky  
**Art Director:** Juraj Ilavsky

American Society of Home Inspectors, Inc.  
932 Lee Street, Suite 101  
Des Plaines, IL 60016

847-954-3179 Reporter calls only  
847-299-2505 (fax) Reporter only  
Email: [jamest@ashi.org](mailto:jamest@ashi.org)

**Advertising:** Dave Kogan  
Phone: 847-954-3187, Email: [davek@ashi.org](mailto:davek@ashi.org)

ASHI REPORTER – ISSN 1076-1942 – the official publication of the American Society of Home Inspectors, Inc. (ASHI), 932 Lee St., Suite 101, Des Plaines IL 60016, is published monthly. Annual subscriptions: \$44.95 to non-members. Periodical postage paid at Des Plaines, IL 60016 and additional mailing offices. POSTMASTER: Send address changes to ASHI Reporter, 932 Lee Street, Suite 101, Des Plaines, IL 60016-6546. Copyright© 2020, ASHI. None of the content of this publication may be reproduced, in any manner, without the prior written consent of the publisher. Inclusion of or specific mention of any proprietary product within does not imply endorsement of, nor does exclusion of any proprietary product imply non-endorsement, by the American Society of Home Inspectors, Inc. Opinions or statements of authors and advertisers are solely their own, and do not necessarily represent the opinions or positions of ASHI, its agents or editors. See above for information pertaining to submission of articles, advertising and related materials.



# Get peace of mind with your retirement

Get five years of tail coverage free when you purchase  
InspectorPro Insurance with **the ASHI Advantage**.



InspectorPro™  
INSURANCE PROGRAM

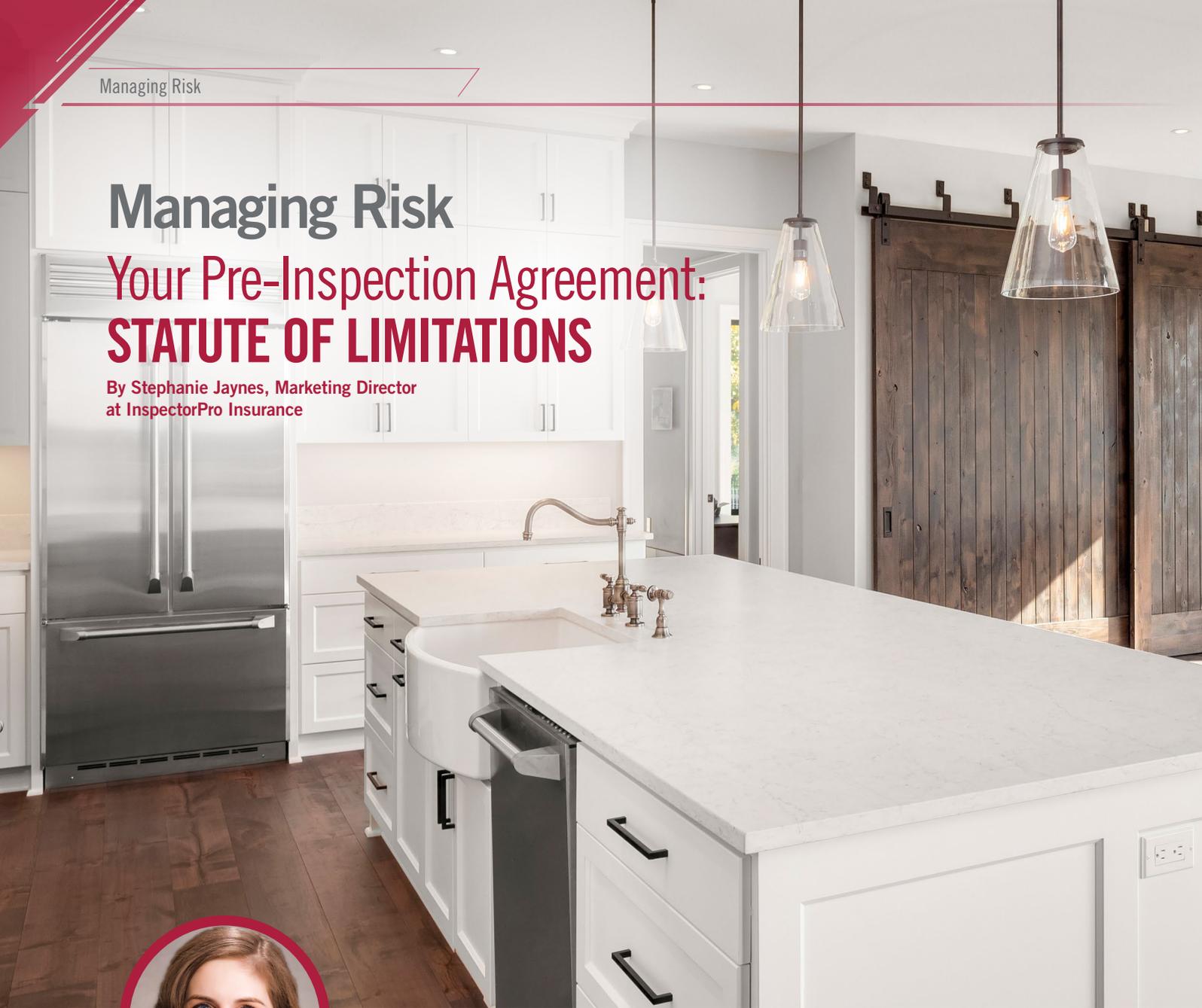
Not available in New Jersey. Some restrictions apply. Talk to an InspectorPro broker for details.

Call **855-588-ASHI** Email: [ashi@inspectorproinsurance.com](mailto:ashi@inspectorproinsurance.com)  
Website: [www.inspectorproinsurance.com/ashi-advantage](http://www.inspectorproinsurance.com/ashi-advantage)

# Managing Risk

## Your Pre-Inspection Agreement: STATUTE OF LIMITATIONS

By Stephanie Jaynes, Marketing Director  
at InspectorPro Insurance



*Stephanie Jaynes is the Marketing Director for InspectorPro Insurance, ASHI's one and only Premier Insurance Partner (<http://ipro.insure/ASHI-partner>). Through risk management articles in the 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 [www.inspectorpro-insurance.com/ashiadvantage](http://www.inspectorpro-insurance.com/ashiadvantage).*

**R**ecently, a kitchen fire resulted in \$100,000 in damages to a home inspection client's property. Upon investigation, the inspection client discovered that the fire was caused by a defective electrical component in the dishwasher, which was subject to a national recall.

A review of the state's regulations showed that nothing requires a home inspector to document the model number or to determine whether an appliance was subject to recall. Furthermore, the American Society of Home Inspectors' (ASHI) Standard of Practice (SOP) specifically excludes the requirement to identify recalled appliances.

"The inspector is NOT required to determine ... whether items, materials, conditions and components are subject to recall, controversy, litigation, product liability, and other adverse claims and conditions" (ASHI SOP § 13.2 [A][17], ["General Exclusions"]).



Despite all the evidence negating the inspector's liability, the inspection client persisted in their claim against the inspector. But when they did, they were faced with an even bigger problem. The inspection took place six years ago. Their state's statute of limitations is five years. Based on state law, the client's claim was time-barred. Our claims team dismissed what could have been a difficult and expensive claim at no cost to the inspector.

### WHAT IS A STATUTE OF LIMITATIONS PROVISION?

A statute of limitations provision limits a client's ability to file a claim against a home inspector to a specific period of time. The purpose of such a statute is to deter clients from coming back with complaints after their inspection findings are relevant.



*Note: The Managing Risk column with InspectorPro Insurance provides home inspectors with tips to protect their businesses against insurance claims and examines best practices for crafting effective pre-inspection agreements.*

## STATUTES OF LIMITATIONS CAN VARY BASED ON THE TYPE OF CLAIM. AS SUCH, IT'S IMPORTANT TO RESEARCH WHAT VARIATIONS MAY EXIST IN YOUR STATE.

For example, one of our home inspectors received a claim for roof defects that manifested 18 years after the inspection. Since the average life span of a roof is 20 to 30 years, it's no surprise that the inspection client experienced roof defects nearly two decades after their inspection.

Typically, these clauses appear in the same section as your notice requirements, which dictate how and when clients must tell you they have an issue.



**THE FOLLOWING IS AN EXAMPLE OF A DISPUTE RESOLUTION PROVISION WRITTEN BY OUR CLAIMS TEAM:**

“Any action must be commenced within one (1) year from the date of the inspection. The inspector shall have no liability for any action commenced more than one (1) year after the date of the inspection.”

*NOTE THAT YOUR CLAUSE DOES NOT NEED TO EXPLICITLY CALL ITSELF A STATUTE OF LIMITATIONS. HOWEVER, IT DOES NEED TO CLEARLY STATE THE AMOUNT OF TIME A CLIENT HAS TO MAKE A CLAIM AND THE REPERCUSSIONS FOR NOT MEETING THAT DEADLINE.*

**WHERE DO STATUTES OF LIMITATIONS COME FROM?**

When including a statute of limitations provision in your pre-inspection agreement, it's important to know your state's laws. Most states have legislation or case law specifying the maximum time claimants have to initiate legal proceedings. However, you shouldn't take a state's statute of limitations at face value. Here are some important factors to consider:

- Statutes of limitations can vary based on the type of claim. As such, it's important to research what variations may exist in your state.
- Some states have statutes of limitations specific to home inspectors. These inspector-specific statutes can override the state's general statute of limitations.
- Different states have different rules dictating how their statute of limitations is enforced. For example, some laws say that the statute of limitations begins on the day after you perform your inspection. Others start the clock based on when you deliver your inspection report. Still others go by the date the claimant knew or should have known of the defect.
- Court rulings, too, can affect how or even whether a state statute will apply. In some situations, such case law trumps existing legislation.

Be sure to have the lawyer assisting you with your pre-inspection agreement check the state law regularly because these statutes can change.

**WHILE IT IS POSSIBLE TO WRITE A SHORTER STATUTE OF LIMITATIONS IN YOUR CONTRACT, A SHORTER STATUTE ISN'T NECESSARILY ENFORCEABLE.**

**CAN YOU HAVE A SHORTER STATUTE OF LIMITATIONS IN YOUR CONTRACT?**

Many home inspectors wonder whether they can have a shorter statute of limitations in their contracts. For example, if the inspector lives in a state with a five-year contractual statute of limitations, can their pre-inspection agreement propose a one-year statute instead? By reducing the amount of time clients can make a claim, inspectors hope to minimize the number of claims they receive.

While it is possible to write a shorter statute of limitations in your contract, a shorter statute isn't necessarily enforceable. For example, your statute may be ruled unreasonably short and, therefore, unfair to the consumer. Additionally, some state laws prohibit people from shortening statutes of limitations. Before shortening your contract's statute of limitations, consult a local attorney to ensure that you do not go against any laws.

**MANAGE YOUR RISK AGAINST POTENTIAL CLAIMS.**

Don't let clients bring claims against you long after your findings are relevant. Include a statute of limitations provision in your pre-inspection agreement to protect your home inspection business.

To learn more about pre-inspection agreement clauses, read this column next month when we explore the severability provision.



Stand out to agents,  
delight clients, and earn  
more on every inspection.

### The Benefit of Porch

Our no-cost Home Assistant Gold program helps your clients tackle everything on their move-in to-do lists.

Clients receive \$100 in Porch handyman coupons and a digitized moving checklist. Plus Porch sponsors your ISN fees to help you save money!

Add more  
value after  
the inspection

### Introducing: Bonus Benefit

Earn \$25-\$300 in commission when your clients sign up for **Home Security, Insurance, Moving, Electricity, TV & Internet Setup** through Porch Home Assistant Gold.

Make more  
money

## Partner with Porch

Call 253-263-7045 or email [inspectors@porch.com](mailto:inspectors@porch.com)



# TRENDS IN INDOOR AIR QUALITY AND THE NEED FOR ENVIRONMENTAL TESTING

By Javid Kelley

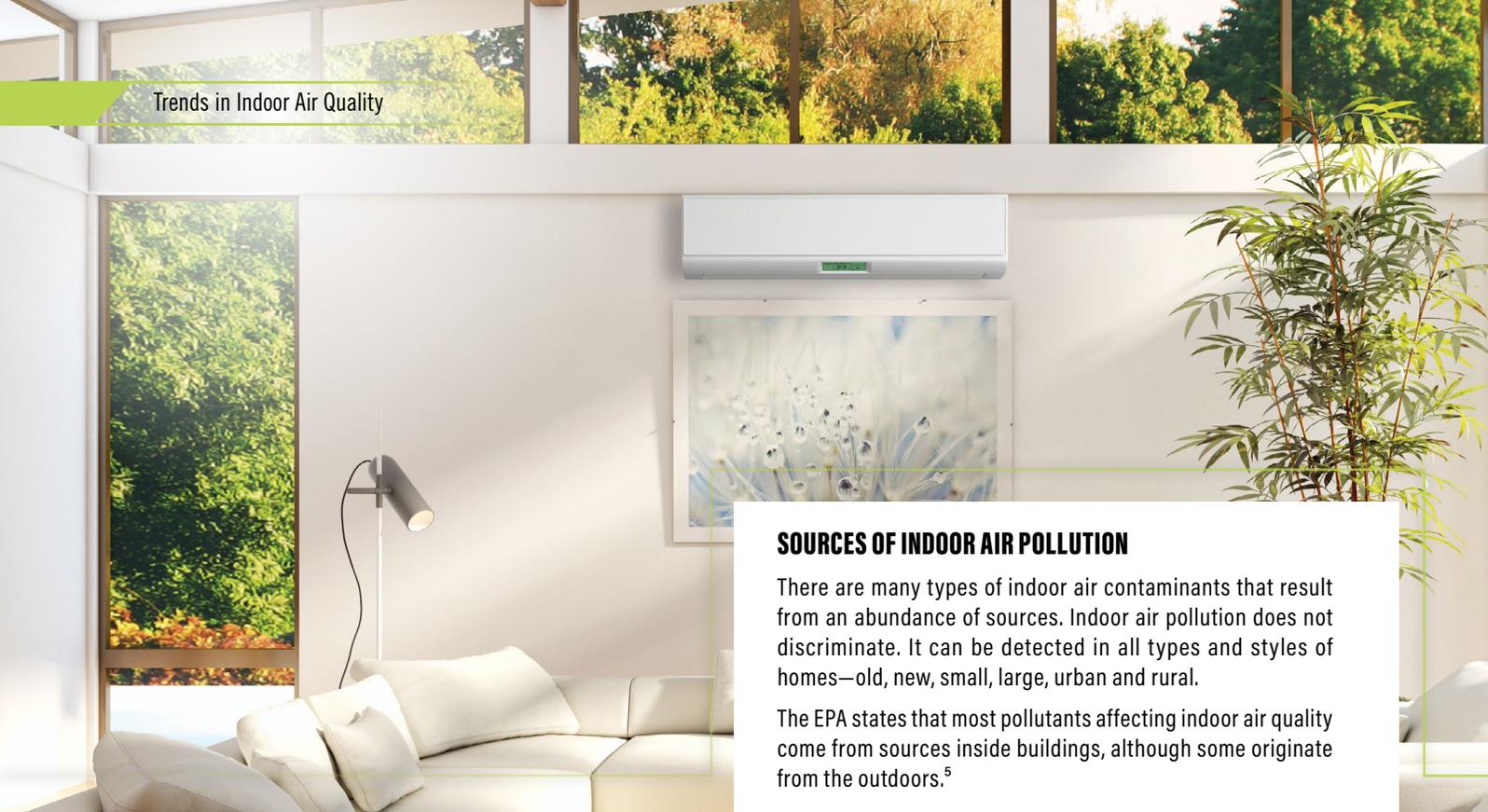


*Javid Kelley has 20 years of experience in development and deployment of technologies for nuclear remediation projects for the U.S. Department of Energy and the U.S. Department of Defense, as well as commercial entities in the United States and abroad. He holds a degree in nuclear engineering and an MBA from Georgia Tech and, since 2009, he has been an ABHP-Certified Health Physicist. He currently serves as founder and president of Digital Environment ([www.digienv.com](http://www.digienv.com)), a cloud and mobile computing company for environmental surveys and monitoring. He has developed products involving soil segregation, open land gamma scanning, surface contamination monitoring, air quality monitoring solutions, and mobile and cloud computing systems.*

*The opinions expressed in this article are those of the author only and do not necessarily reflect the opinions or views of ASHI. The information contained in the article is general and readers should always independently verify for accuracy, completeness and reliability.*



**A**ccording to the U.S. Environmental Protection Agency (EPA), in the last several years, a growing body of scientific evidence has indicated that the air within homes and other buildings can be more seriously polluted than the outdoor air, even in the largest and most industrialized cities.<sup>1</sup>



## ***A definition of indoor air quality:***

*“Indoor air quality is the air quality within and around buildings and structures.”*

## ***There are many factors that can affect indoor air quality in each space.***

While the dangers of some of these pollutants (such as radon, lead and water contaminants) are well-documented and relatively easy to test for, the documentation and understanding of other pollutants are still emerging.

According to the U.S. Consumer Products Safety Commission (CPSC), health effects associated with indoor air pollutants include irritation of the eyes, nose and throat; headaches; dizziness; fatigue; respiratory diseases; heart disease; and forms of cancer.<sup>2</sup>

People who may be exposed to indoor air pollutants for the longest periods of time are often those most susceptible to the effects of indoor air pollution. Such groups include people who are young, elderly or have chronic illness, especially those who have respiratory or cardiovascular disease.<sup>3</sup>

The American Lung Association has declared that poor indoor air quality can cause or contribute to the development of infections, lung cancer and chronic lung diseases such as asthma and chronic obstructive pulmonary disease (COPD).<sup>4</sup>

## **SOURCES OF INDOOR AIR POLLUTION**

There are many types of indoor air contaminants that result from an abundance of sources. Indoor air pollution does not discriminate. It can be detected in all types and styles of homes—old, new, small, large, urban and rural.

The EPA states that most pollutants affecting indoor air quality come from sources inside buildings, although some originate from the outdoors.<sup>5</sup>

## **INDOOR SOURCES:**

### **• COMBUSTION SOURCES**

including tobacco, wood and coal heating, cooking appliances and fireplaces, can release harmful combustion byproducts such as carbon monoxide, carbon dioxide and particulate matter directly into the indoor environment.

### **• CLEANING SUPPLIES**

paints, insecticides and other commonly used products introduce many different chemicals, including harmful volatile organic compounds, directly into the indoor air.

### **• BUILDING MATERIALS**

are potential sources, whether through degrading materials (for example, asbestos fibers released from building insulation) or from new materials (*for example, chemical off-gassing from pressed wood products*).

### **• MOLD**

growth can result from high levels of indoor humidity caused by poor construction or rehabilitation, or site design that does not properly manage water, inadequate air exchange or both.

### **• INADEQUATE VENTILATION**

can contribute to excessive moisture and humidity, and containments like mold spores, dust particles or other allergens can be drawn in from the outside by the HVAC system.<sup>6</sup>

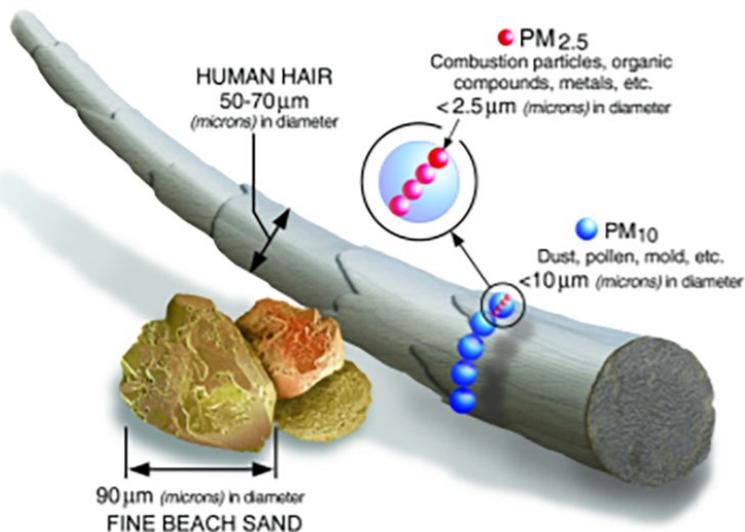
# THREE MOST COMMONLY MONITORED FACTORS OF INDOOR AIR QUALITY

Fortunately, the many particles and pollutants that are combined in a household can easily be identified with today's technologies.

Indoor sources can be categorized into a few different measurements and tested individually. These factors are considered the three most commonly monitored factors of indoor air quality:

**1. Particulate matter (PM<sup>2.5</sup> and PM<sub>10</sub>) resulting from pollen, mold spores, allergens, bacteria, settling dust, cement dust, smog, fly ash, oil smoke and more.**

These two particulate sizes are typically measured when assessing air quality because these particles are capable of entering the lower respiratory tract and affecting human health. PM<sub>10</sub> particles are inhalable coarse particles that are within diameter of about 10 micrometers. They are capable of penetrating to the very deepest parts of the lungs. PM<sup>2.5</sup> particles are fine particles that are 2.5 micrometers in diameter and smaller, and can cross the blood barrier.<sup>7</sup>



**2. VOLATILE ORGANIC COMPOUNDS (VOCs)** that can result from exhaust fumes, building material off-gases, perfumes, alcohol vapors, off-gases from mold growth and more.



**3. CARBON DIOXIDE (CO<sub>2</sub>)** that can be produced by improper ventilation, having excessive people in a confined space, unbalanced HVAC systems, decaying vegetation and more.



### HOW CAN HOME INSPECTORS ADDRESS THIS GROWING AREA OF CONCERN?

As a home inspection professional, you know that providing additional services can help you gain a competitive edge, increase revenue and assure clients that they are getting a more thorough, accurate and all-inclusive inspection. When it comes to choosing a home, safety is and should be top of mind for clients and their families.

Indoor air quality and mold detection systems are available in the marketplace and can be performed in any residential, commercial or industrial indoor locations including homes, offices, restaurants, hotels, public spaces, facilities and more.

Investigate options that allow you to survey for indoor air quality and mold contaminants, and offer these services to your clients. It can be part of the routine home inspection, combined as a package or provided as a stand-alone service.

When investigating products and new services to offer to your clients, look for suppliers that offer education and promotional materials (digital and print) to help market the service. Add the educational information to your website so your potential clients can learn more about the service as well.

*When it comes to choosing a home, safety is and should be top of mind for clients and their families.*

### WHAT CAN HOMEOWNERS DO?

Indoor air quality and mold detection are very real, complex, existing issues. Each instance should be looked at independently and thoroughly for specific variables.

Consumers can develop good habits to improve indoor air quality. Dusting and vacuuming regularly, keeping smoke and second-hand smoke out, properly ventilating rooms that have fireplaces, making certain the flue damper is operational, ensuring that the chimney is properly sealed, changing HVAC filters regularly and ensuring that bathrooms have functioning exhaust fans. Becoming habitual in performing these simple steps will improve the air inside a property.

Several comprehensive consumer resources are available through the EPA and the CPSC, and many of these resources are referenced in this article. Consumers can read these resources to educate themselves further on the importance of indoor air quality.

### REFERENCES

1. [www.epa.gov/indoor-air-quality-iaq/inside-story-guide-indoor-air-quality](http://www.epa.gov/indoor-air-quality-iaq/inside-story-guide-indoor-air-quality)
2. [www.cpsc.gov/Safety-Education/Safety-Guides/Home/The-Inside-Story-A-Guide-to-Indoor-Air-Quality](http://www.cpsc.gov/Safety-Education/Safety-Guides/Home/The-Inside-Story-A-Guide-to-Indoor-Air-Quality)
3. [www.epa.gov/indoor-air-quality-iaq/inside-story-guide-indoor-air-quality](http://www.epa.gov/indoor-air-quality-iaq/inside-story-guide-indoor-air-quality)
4. [www.lung.org/clean-air/at-home/indoor-air-pollutants](http://www.lung.org/clean-air/at-home/indoor-air-pollutants)
5. [www.medical-reference.net/2014/01/what-are-particulate-matter-25.html](http://www.medical-reference.net/2014/01/what-are-particulate-matter-25.html)
6. [nchh.org/information-and-evidence/learn-about-healthy-housing/health-hazards-prevention-and-solutions/ventilation-and-indoor-air-quality](http://nchh.org/information-and-evidence/learn-about-healthy-housing/health-hazards-prevention-and-solutions/ventilation-and-indoor-air-quality)
7. [www.epa.gov/report-environment/indoor-air-quality](http://www.epa.gov/report-environment/indoor-air-quality)

# ASHI MEMBERSHIP BENEFIT MEMBER LOGO DESIGN

ASHI.org/LogoDesign



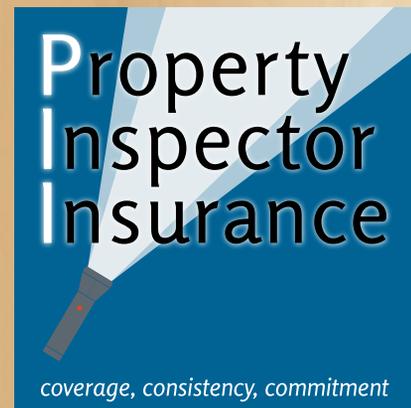
## Coverage Features

### PROFESSIONAL LIABILITY HIGHLIGHTS:

- ✓ PII Pro Plus and PII Pro offer two tiers of coverage.
- ✓ Automatic coverage includes lead paint, termites, radon testing, mold defense and coverage for real estate referring parties.
- ✓ Experienced claims counsel driving better outcomes.
- ✓ Policy limit option from \$100k to \$3m.

### GENERAL LIABILITY HIGHLIGHTS:

- ✓ Stand alone or shared limit option.
- ✓ Premiums starting at \$320.



866.268.1327 | Scott Burns  
www.PropertyInspectorInsurance.com

# If homeowners could see radon gas, you wouldn't need us.



Are you testing with the **most trusted name** in continuous radon monitors?

- ✓ lab-certified, guaranteed test results
- ✓ 1-hour report turnaround after upload\*
- ✓ highly accurate, proven technology
- ✓ full-service equipment maintenance



**We want your radon inspection business to thrive.**

So, we're here for you at every step. Our monitor program includes test report processing by experts at our certified lab, and are accompanied by complimentary repair and annual calibration services.

With our helpful staff, online tools, and apps for mobile devices, you will find working with us to be a breeze.

**Call or visit us online today!**

\* 1-hour turnaround during most business hours. High volume times may take up to 2 hours.

**Call 1-800-295-4655 or visit Radalink.com**



# How to Operate Your Home

## Superior Quality CUSTOM OPTIONS

User-friendly reference books for your customers

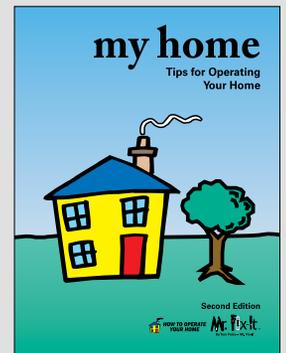
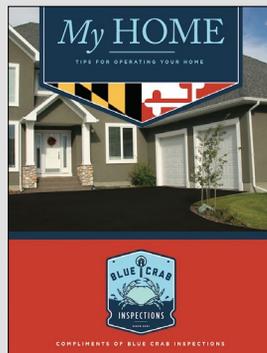
# Increase your referrals and repeat customers.



Customers are 90% more likely to trust a business recommended by a friend.

Your digital report is important—for a few weeks. A reference book will be used for years to come.

We offer the most highly regarded homeowners' guides and manuals, ideal for promoting your business.



Call for more info:  
262-303-4884



How to Operate Your Home  
[www.htoyh.com](http://www.htoyh.com) | [mail@htoyh.com](mailto:mail@htoyh.com)

# SEWER BACKUP SOLUTIONS

**FLOODING IN THE LOWER LEVEL OF A HOME IS ALWAYS A SERIOUS PROBLEM. IT CAN OCCUR BECAUSE OF EXTERIOR SURFACE FLOODING, PLUMBING BREAKS OR A SANITARY SEWER BACKUP.**

What clues indicate a sanitary sewer backup? How does it occur? It's important to examine this during a home inspection.

## SIGNS OF A SANITARY SEWER BACKUP

The most serious water problem in a home is sanitary sewer flooding. This creates health and safety issues, and it also damages finished surfaces. Backups can occur when the municipal sewer system is overcharged during a heavy rain or when there's a main sewer blockage downstream from the home. Backups may also occur on a routine basis. Specialized cleanup is necessary after a sanitary sewer backup.

Typical signs of a backup are water stains or damage (including horizontal water lines on surfaces) and freshly cleaned or refinished surfaces. You might also find various mechanical clues indicating that a one-time or ongoing problem has been covered up.

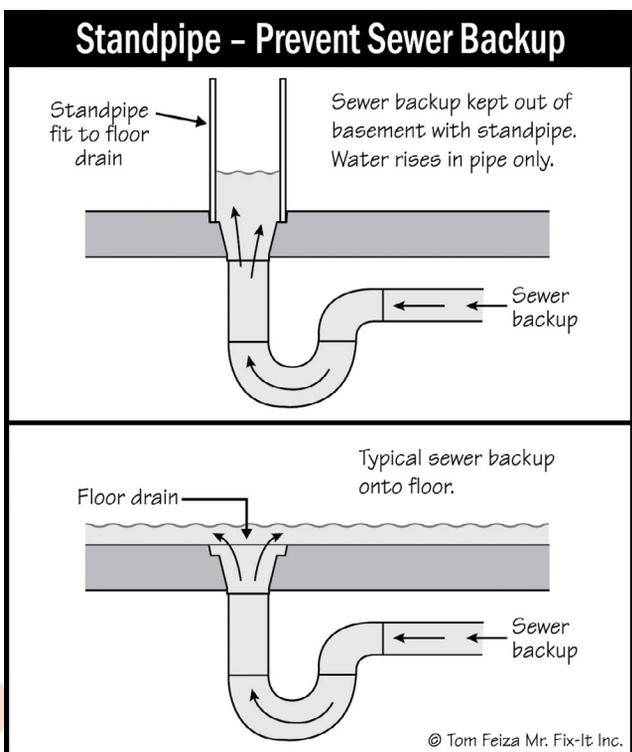


Illustration P040. Sanitary Sewer Check Valve.

## SANITARY SEWER CHECK VALVE—A PROFESSIONAL SOLUTION

One professional solution to ongoing sewer backups is to install a check valve in the lowest level of a home (Illustration P040). The floor is cut open and a check valve is installed in the main sewer line as it exits the home. If sewage backs up, the valve closes.

Identifying this type of valve is straightforward: There is always an access cover in the floor (Photo 1). When you remove the cover, you'll see a second cover over the valve. This access allows routine cleaning of the valve.



Photo 1. Sewer check valve access.

## FLOOR DRAIN BALL CHECK—ONE HOMEOWNER'S SOLUTION

You might also find a small rubber ball mounted on the thin vertical shaft and bracket in the floor drain (Photo 2). In this case, if sewage backs up, the ball floats into the housing and stops the flow. These types of check valves also need to be maintained regularly, but most often they're not—most are stuck, rusted or damaged in other ways.

## STANDPIPE FOR THE FLOOR DRAIN—THE ENGINEER'S SOLUTION

Since water always "seeks its own level," one good way to stop water from backing up into the basement is by placing a standpipe in the floor drain (Illustration B063). Rising water backs up into the pipe. The level of water in the standpipe will always be the same as the level in neighbors' basements.

Tom Feiza has been a professional home inspector since 1992 and has a degree in engineering. Through [HowToOperateYourHome.com](http://HowToOperateYourHome.com), he provides high-quality marketing materials that help professional home inspectors educate their customers. Copyright © 2020 by Tom Feiza, Mr. Fix-It, Inc. Reproduced with permission.

By Tom Feiza, Mr. Fix-It, Inc.  
[HowToOperateYourHome.com](http://HowToOperateYourHome.com)



Photo 2. Floating ball check valve.

### THE TAKEAWAY

Whenever you see visible signs of water damage or a sewage backup or cleanup, you must report this to the buyer for further investigation.

**A “SMART SCIENCE” INSPECTOR WILL NOTE THE EXISTENCE OF A STANDPIPE OR SEWER CHECK VALVE AND SUGGEST FURTHER EVALUATION.**

Sellers can and do hide this type of problem. You might also suggest that the buyer check with experts at the local municipal engineering department—they know where sewer problems occur.

**TO LEARN MORE, ATTEND TOM’S TECHNICAL PRESENTATIONS AT EDUCATIONAL SESSIONS FOR ASHI CHAPTERS.**

Tom can also provide his knowledge for your educational event; contact him at [Tom@HTOYH.com](mailto:Tom@HTOYH.com).

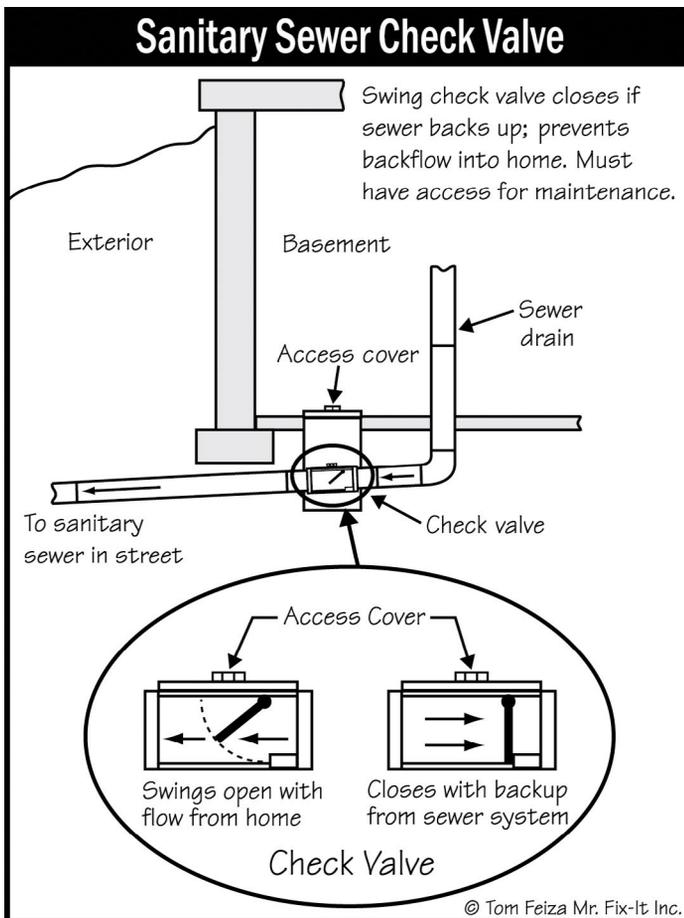
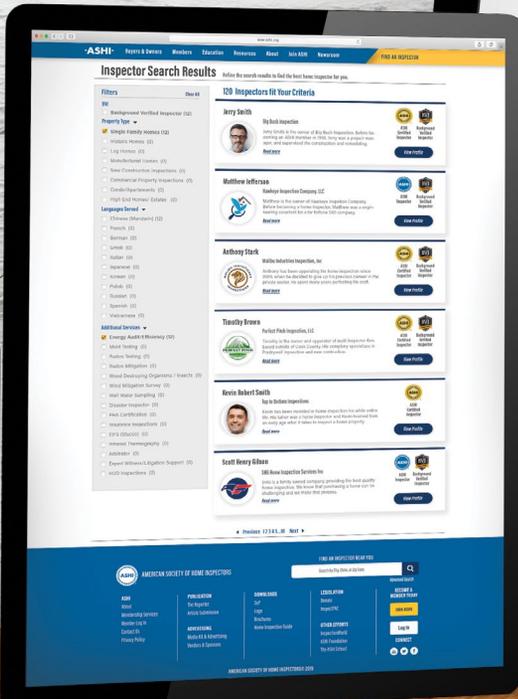
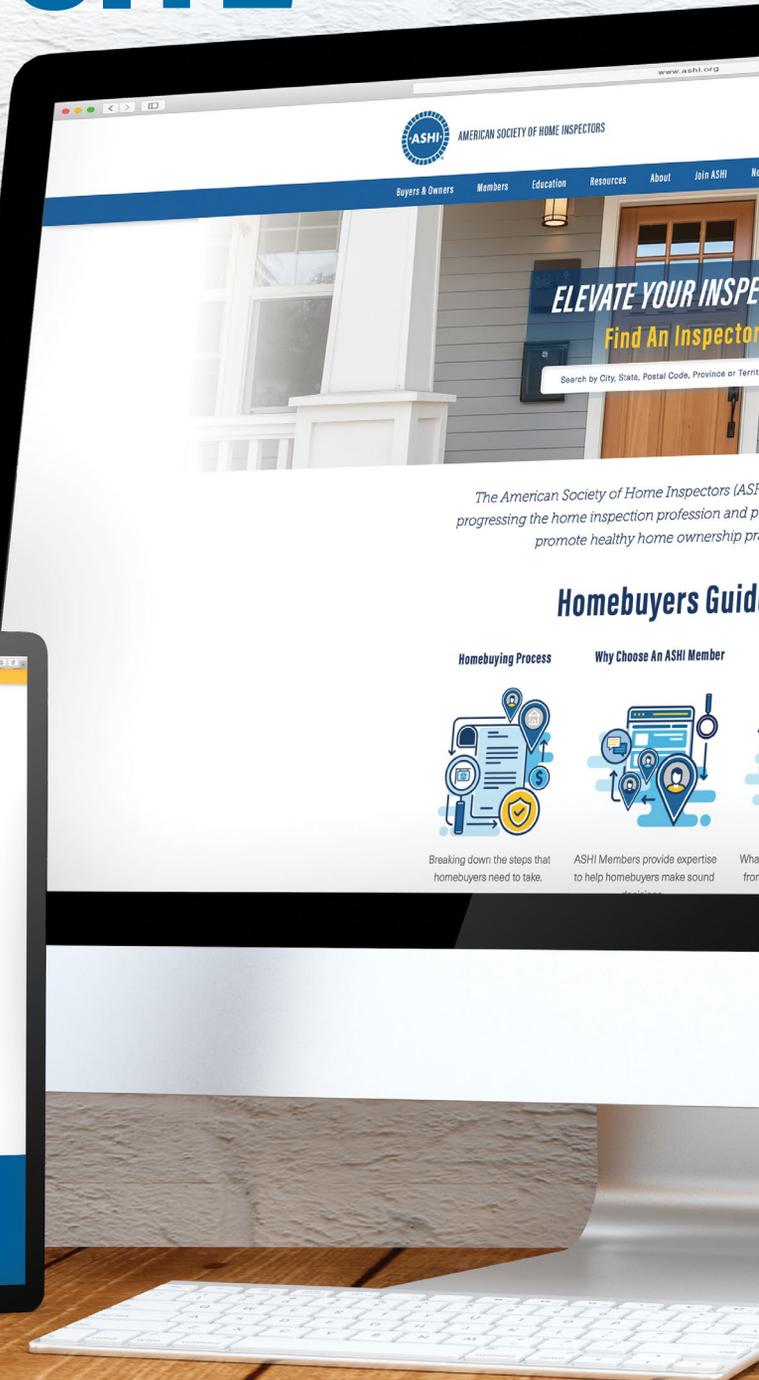


Illustration B063. Standpipe – Prevent Sewer Backup.

# ASHI WEBSITE LAUNCH

By Chris Karczewski, Brand Manager / ASHI Staff



The American Society of Home Inspectors (ASHI) is progressing the home inspection profession and promoting healthy home ownership practices.

## Homebuyers Guide

Homebuying Process

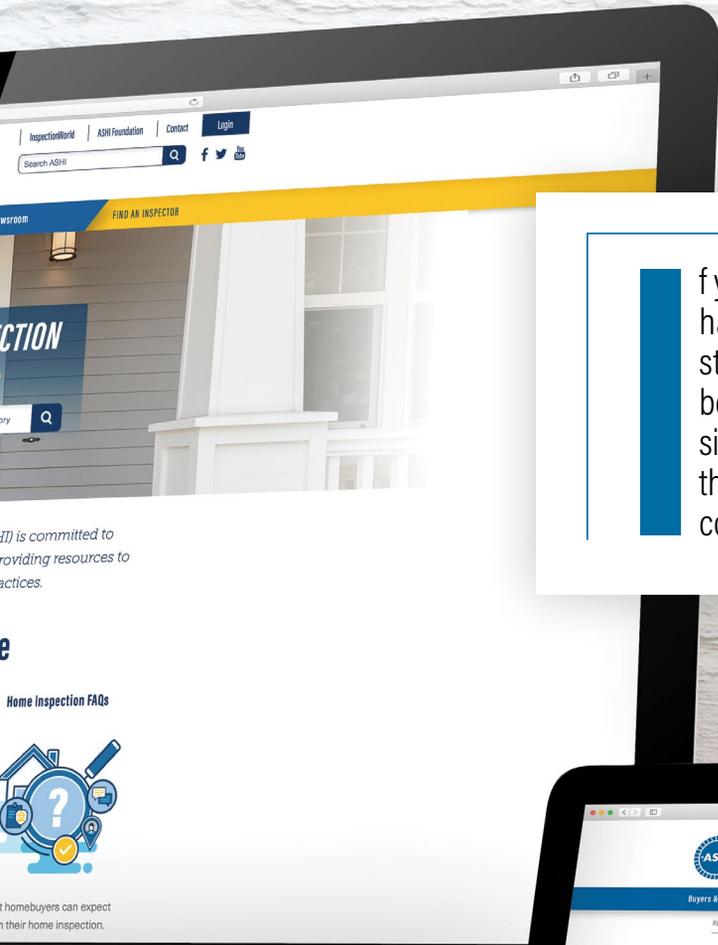
Why Choose An ASHI Member



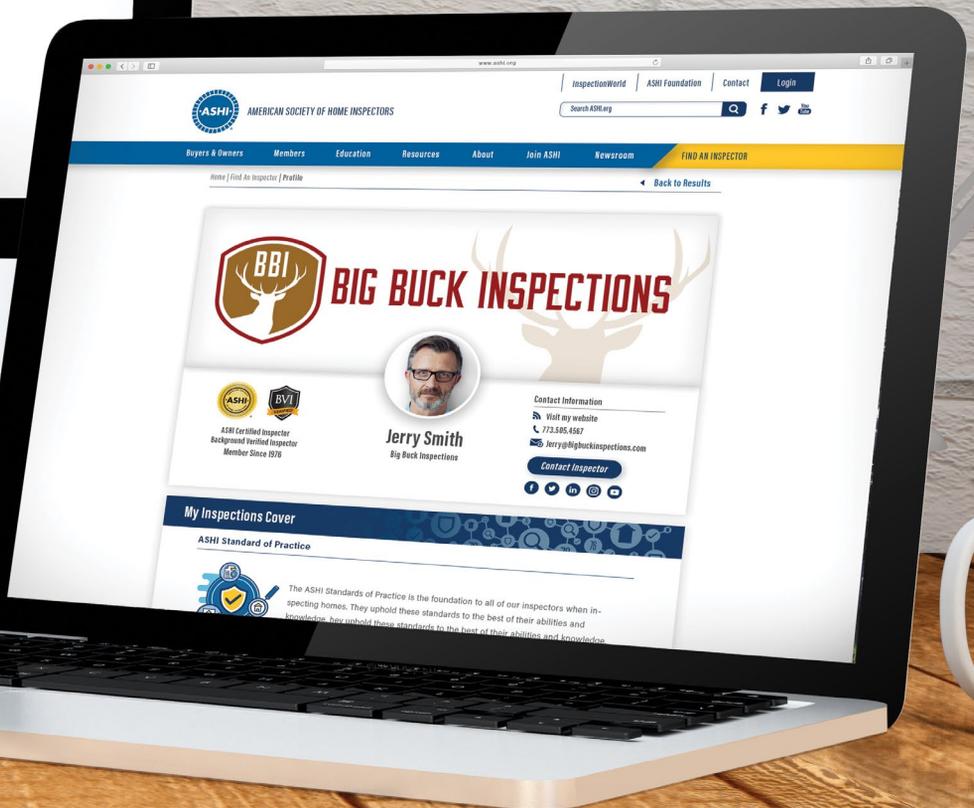
Breaking down the steps that homebuyers need to take.

ASHI Members provide expertise to help homebuyers make sound decisions.

When homebuyers choose an ASHI Member for their home inspection, they are hiring a professional that is dedicated to serving their client. ASHI members know that a home is much more than just a property to the homeowner. It's a place to start a new chapter of their life. The inspector's purpose is to help their clients get a better understanding about their potential homes. No home is perfect, but ASHI members will provide the insight homebuyers need to decide if the home is perfect for them.



If you have visited the ASHI website recently, you will surely have noticed the changes that have been made. ASHI staff has been working hard to create a new website that better serves ASHI members and makes time on the new site well spent. It was no secret that the previous design of the website was outdated, and it is ASHI's commitment to continue to grow and refine the website moving forward.



# WEBSITE GOALS

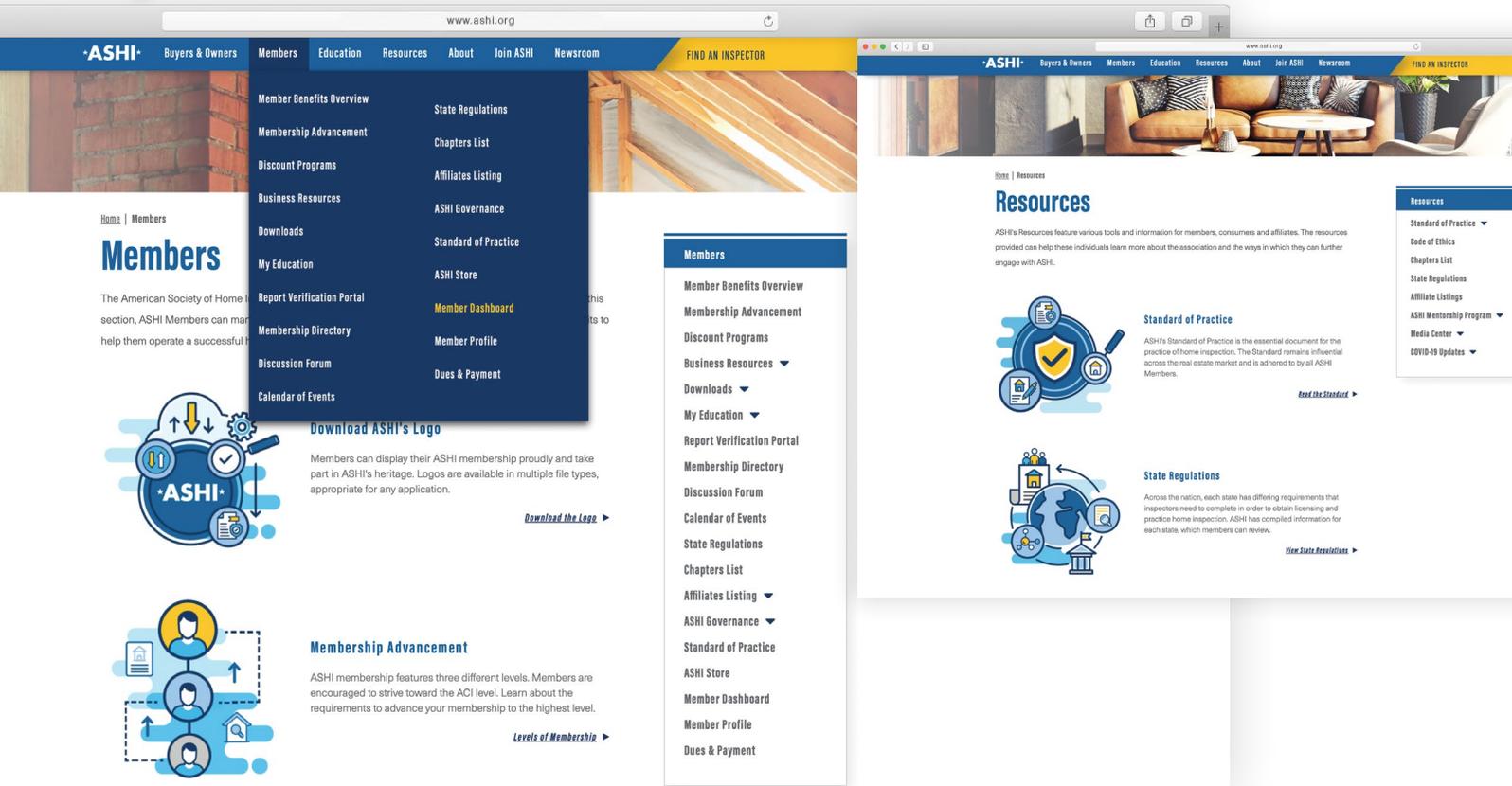
## WITH THE REDESIGN, WE SET THESE GOALS:

- Improve the user experience for members through improved organization throughout the different pages, more informative content, and increased access to benefits and various resources.
- Provide greater emphasis on the Find An Inspector search, for both members and prospective clients.
- Create new communication channels for internal and external messaging.
- Offer relevant information and resources for prospective clients and homebuyers, and better educate them about the benefits of home inspection.

Throughout the process of redesign, these goals guided all the choices that were made. In addition, the research we conducted was a large factor in developing the website. Beginning with an invasive situation analysis of the current site, combined with a deep dive into every corner of the old site, we began to truly get a sense of how the new site could improve the previous trouble spots. From there, we conducted questionnaires and interviewed ASHI members to get their direct feedback. It was especially helpful and insightful to understand the needs and wants of members so we could design more effective solutions.

Last, we conducted a live user test of the website prototype at InspectionWorld® 2020, where we received feedback in real time from members.

We are very excited to share our redesigned website with ASHI members. There are many new aspects of the website for you to engage with, and we encourage everyone to log in and check them out firsthand. Much of the new site will still feel familiar and some features are completely new.



# MEMBER DASHBOARD

## MEMBER DASHBOARD

When logging into the website, members will be taken to their personal member dashboard. Unlike the previous design, we wanted to create a "home base" where members can quickly review their account and access member benefits. With this dashboard, we provided more transparency to help members better understand their membership progress and emphasize all the opportunities available.

The screenshot shows the ASHI Member Dashboard with a navigation bar at the top containing: Buyers & Owners, Members, Education, Resources, About, Join ASHI, Newsroom, and FIND AN INSPECTOR. The main content area is titled "Member Dashboard" and includes a profile for Jerry Smith (Big Buck Inspections), membership details (Member Number: 123456, Annual plan, Renewal Date: 10/31/2020), and a table for "Your ASHI Membership Level" comparing requirements for Associate, Inspector, and ACI levels. A "Continuing Education Credits" section shows 16 of 20 credits for 2019. A sidebar on the right lists various member resources like "Member Benefits Overview" and "Membership Advancement".

**Quick Access Links**  
These links help you quickly manage different aspects of your membership.

**Member Account Snapshot**  
Your membership standing and payment plan are clearly shown to make sure you are up to date.

**Membership Level at a Glance**  
Review your progress as you advance your membership to see what you have completed and what is left to check off.

**Track Your CEs**  
This module gives you a way to quickly check your continuing education progress.

- Members
- Member Benefits Overview
- Membership Advancement
- Discount Programs
- Business Resources ▾
- Downloads ▾
- My Education ▾
- Report Verification Portal
- Membership Directory
- Discussion Forum
- Calendar of Events
- State Regulations
- Chapter Listing
- Affiliates Listing ▾
- ASHI Governance ▾
- Standard of Practice
- ASHI Store
- Membership Dashboard
- Member Profile
- Account Settings

# Don't choose between a vacation and coverage

Get five years of tail coverage free when you purchase  
InspectorPro Insurance with **the ASHI Advantage**.



InspectorPro™  
INSURANCE PROGRAM

Not available in New Jersey. Some restrictions apply. Talk to an InspectorPro broker for details.

Call: **855-588-ASHI**

Email: **[ashi@inspectorproinsurance.com](mailto:ashi@inspectorproinsurance.com)**



## MEMBER PROFILES FOR FAI

We overhauled the member profile so members can better showcase their business offerings to potential clients. With these member profiles, our goal is to give ASHI members a platform to make a meaningful impression on prospective clients who view their profile using the Find An Inspector search. By filling out the profile with your business offerings, prospective clients will be able to find you more easily as they filter by different factors. For newer inspectors, this can be an effective tool to lean on until you have fully developed your own website and digital marketing strategy.

MEMBER

The screenshot shows the ASHI website interface. At the top, there's a navigation bar with links for 'InspectionWorld', 'ASHI Foundation', 'Contact', and 'Login'. Below that is a search bar and social media icons. The main navigation bar includes 'Buyers & Owners', 'Members', 'Education', 'Resources', 'About', 'Join ASHI', 'Newsroom', and 'FIND AN INSPECTOR'. The profile page for Jerry Smith features a large logo for 'BIG BUCK INSPECTIONS' with a deer head, a circular headshot of Jerry Smith, and his contact details: 'Visit my website', '773.505.4567', and 'Jerry@bigbuckinspections.com'. Below the contact info is a 'Send Message' button and social media icons. The 'My Inspections Cover' section lists 'ASHI Standard of Practice' and various services like Air Conditioning Systems, Plumbing Systems, Heating Systems, etc.

**Updated Automatically**

The profile will automatically display your ASHI membership level and associated credentials, keeping your profile up to date all the time.

**Customize with Your Brand**

Add a personal touch by uploading a professional headshot and branded assets with your company logo to help your profile stand out.

**My Inspection Covers...**

This section will be displayed on all member profiles to help clients understand what sets apart each ASHI Inspector.

**Customize Your Contact Info**

The editor allows you to enter your preferred contact info for clients, which may be different from the contact info for your ASHI account.

# MEMBER PROFILE FOR FAI

**• Customize Your Offerings**  
This list will be different for every inspector. Great way to help clients find the right inspector

### Additional Services

- Lead
- Asbestos
- Energy Audit/Efficiency
- Mold Testing
- Radon Testing
- WDO / Termites / Insects
- Wind Mitigation Survey
- Well Water Sampling
- FHA Certification
- EIFS (Stucco)
- Infrared Thermography
- Septic Systems
- Indoor Air Quality
- Moisture Evaluations

### Bio

Jerry Smith is the owner of Big Buck Inspection. Before becoming an ASHI member in 1998, Jerry was a project manager, and supervised the construction and remodeling housing units for the U.S. Department of Defense (DoD) and the U.S. Department of Housing and Urban Development (HUD). Jerry is a former member of the Carpenters and Joiners of America, and a former licensed plumber in the state of Virginia. When Jerry is not inspecting houses you can find him fishing, hunting and tinkering with his muscle car on late nights and weekends.

### Licensing

*Disclaimer – not all states require licensing.*

- Illinois** #0005551976  
Exp: 12-12-2020
- Wisconsin** #0003331975  
Exp: 12-12-2020
- Indiana** #000222197  
Exp: 12-12-2020
- Kentucky** #0001111973  
Exp: 12-12-2020

**• Tell Your Story**  
Use the bio section to let clients know more about your career and background, and anything else you feel is important to share.

**Contact me today!** — Reach out to receive more information or schedule your inspection.

<b>Contact Information</b> <b>Name</b> <input type="text" value="First and Last Name"/> <b>Telephone Number</b> <input type="text" value="000-000-0000"/> <b>Email Address</b> <input type="text" value="@email.com"/>	<b>Address of property to be inspected</b> <b>Street Address</b> <input type="text" value="932 N. Main St."/> <b>City</b> <input type="text" value="Des Plaines"/> <b>State</b> <input type="text" value="IL"/> <b>Zip Code</b> <input type="text" value="600041"/>	<b>Message</b> <input type="checkbox"/> I am ready to schedule an inspection. <input checked="" type="checkbox"/> I would like more information about your company's inspection services. <input type="checkbox"/> I have some questions about the home inspection process.
--	---	--

[Visit my website](#) | [773.505.4567](tel:773.505.4567) | [Jerry@HawkEyeInspections.com](mailto:Jerry@HawkEyeInspections.com)

[Send Message](#)

**• Quick Leads**  
Prospective clients can easily reach out to you to learn more or schedule an appointment; the rest is up to you.

AMERICAN SOCIETY OF HOME INSPECTORS

FIND AN INSPECTOR NEAR YOU

**ASHI**  
About  
Membership Services  
Member Log In  
Contact Us  
Privacy Policy

**PUBLICATION**  
The Reporter  
Article Submission

**ADVERTISING**  
Media Kit & Advertising  
Vendors & Sponsors

**DOWNLOADS**  
SoP  
Logo  
Brochures  
Home Inspection Guide

**LEGISLATION**  
Donate  
InspectPAC

**OTHER EFFORTS**  
InspectionWorld  
ASHI Foundation  
The ASHI School

Advanced Search

**BECOME A MEMBER TODAY**

[Join ASHI](#)

[Log In](#)

**CONNECT**

[YouTube](#) [Twitter](#) [Facebook](#)

# ASHI NEWSROOM

## ASHI NEWSROOM

The new ASHI Newsroom is a natural progression from the former ASHI *Reporter* website. Instead of being its own entity, we have added the Newsroom to the main website and expanded its scope. The Newsroom will still feature the online version of the ASHI *Reporter* articles; however, it will also feature web-exclusive content to complement the ASHI *Reporter*. This will come in the form of updates and announcements directly from ASHI, consumer-focused articles and articles pertaining to the profession of home inspection. This gives ASHI an effective way to communicate with members and others within the real estate industry.

# EXCLUSIVE

# ASHI RE



# ASHI NEWSROOM

★ INDUSTRY NEWS AND UPDATES FROM THE AMERICAN SOCIETY OF HOME INSPECTORS, INC. ★

## Latest News & Articles

Search the Newsroom



### Your Pre-Inspection Agreement: Arbitration

More than a year after their inspection, one of our insured home inspectors received a letter from an attorney.

By: *Stephanie Jaynes*

[Read Full Article >](#)



### Meet Your MRC Team

They are all about value!

By: *Brendan Ryan*

[Read Full Article >](#)



### The Race to Carbon Freedom

We've heard all the buzz words.

By: *Brent Loya*

[Read Full Article >](#)



### Siding Leaks into the Basement

Basement leaks can be caused by improper installation of siding, brick and flashings.

By: *Tom Felza*

[Read Full Article >](#)



### An Emerging Solution to a Common Problem

Home inspectors' daily routines and inspections are event-filled and can often be puzzling as we address many diverse problems

By: *Dan Close*

[Read Full Article >](#)



# ASHI R

ASHI Reporter July 2020, Feature



### Tools For Home Inspector

In this issue of the ASHI Reporter, we are featuring companies that produce tools that home inspectors may find useful in their work. We hope you'll discover—investigate and add to your tool kit.

By: *Edited by ASHI Staff*

ASHI Reporter July 2020, Feature



ASHI Reporter July 2020, Feature



FROM  
THE CONTENT  
REPORTER



## National Deck Safety Month

NADRA-ASHI Partnership Brings Education and Business Prospects to Home Inspectors

By North American Deck and Railing Association (NADRA) | May 01, 2020

May is Deck Safety Month® and once again, we'd like to spotlight the partnership that ASHI has with the North American Deck and Railing Association (NADRA).



ASHI's relationship with NADRA over the years has helped raise awareness of just how important home inspectors are when reviewing the decks, railings and stairs that are found on more than 80% of homes. NADRA created the first-ever Professional Deck Inspection Certification for ASHI members and its membership now includes more than 800 ASHI inspector members, 250 of whom are NADRA-certified deck inspectors. This important partnership brings the two associations together. Professional ASHI home inspectors who are NADRA-certified Deck Inspectors, can network with fellow NADRA Industry Professional members, who can provide much-needed expertise in deck installation and repairs.

Membership and certification with NADRA allow ASHI members who have completed their deck certifications to specially market their expertise. To showcase that they provide deck safety inspections, they can tap into NADRA resources, including access to the NADRA logo, Deck Safety Ambassador logo and the Check Your Deck National Program. As a Certified NADRA Deck Inspector, an ASHI member will also receive a personal online profile that can be used to generate leads under the Find an Inspector section of the website.

Search the Newsroom

### Tags

- Decks
- Tips & Advice
- Technical Analysis
- ASHI Reporter
- Health & Safety
- Business Development

Advertisement

**Digital**  
Environment  
SURVEY  
COMPLETED IN  
UNDER 30 MINUTES



**Air Quality and  
Mold Detection  
Survey System**  
ENTER COUPON CODE  
STDASOC2020W  
AND SAVE \$9/MONTH  
[LEARN MORE](#)



# REPORTER

JULY 2020



See a wide variety of tools that you can rediscover—resources to

Search the Newsroom

### Table of Contents

- Office Tools and Solutions for a Long, Successful Career as a Home Inspector
- Customer Service in the COVID-19 Era
- Tools For Home Inspectors
- Centrifugal Pumps
- Your Pre-Inspection Agreement: Attorney's Fees
- The Word: Plastic Building Materials
- Community and Opportunity
- Customizing Your Member Profile
- Postcards From the Field

### Contributing Authors

- Bruce Barker
- Scott Brown
- Tom Feiza
- Stephanie Jaynes
- Chris Karczewski
- Michelle Shishilla
- Edited by ASHI Staff

[Read Full Article](#)



### - Newsroom Homepage

Swing by to see the latest stories and updates about ASHI and the world of home inspection.

### - Updated Layout

Articles will feature a more sophisticated design to help accentuate the content of the articles.

### - Tagging System

Articles will be tagged so you can easily access more of the content you want to see.

# ENGAGE IN ONLINE EDUCATION WITH THE ASHI ONLINE LEARNING CENTER (AOLC)

By ASHI Staff

## **Give online education a try. Education is at your fingertips.**

The ASHI Online Learning Center (AOLC) covers a growing list of content on a wide variety of topics that are designed to appeal to home inspectors with a variety of skill levels.

Don't miss out on accessing this terrific member benefit—*FREE* to ASHI members. Visit the AOLC site, [www.ashi.org/AOLC](http://www.ashi.org/AOLC), to get easy and convenient access to excellent home inspection education.

## Go to [www.ashi.org/AOLC](http://www.ashi.org/AOLC)

### WHAT'S ON THE AOLC SITE?

From digital recordings of sessions to ways of earning continuing education credits, the AOLC site gives ASHI members access to educational experiences 24 hours a day, seven days a week, 365 days a year. ASHI members have access to any educational session or webinar that is available, and these sessions can be viewed at any pace and on any device.

The AOLC site offers more than 150 courses, all of which are approved for earning ASHI continuing education (CE) credit. Many of these courses have been approved by states that require CE credits for license renewal. To find the list, search for approved course lists under the "State-approved" dropdown in the "Course List" section.



### ADVANCED LEARNING, BUSINESS MANAGEMENT, INSPECTING ESSENTIALS AND SPECIALTY/DIVERSIFICATION:

These four tracks mirror the InspectionWorld® educational program, and cover basic and advanced technical subjects, ancillary services, new technologies, and business guidance and concepts. Recorded presentations are from recent conferences, and you'll hear the presenter's narration and see the corresponding slides.

### ILLINOIS-APPROVED COURSES:

This section contains courses designed specifically to comply with Illinois' unique online course and proctoring requirements. Each course offers 3 Illinois CE credits.

### 1-HOUR WEBINARS:

Check out these webinars that focus on specific areas of home inspection management, and a series of webinars presented by home reporting software companies that provide descriptions of the software products and company services. These webinars are great for comparative shopping.

Explore the site and discover the educational opportunities awaiting you. Whether you are new to home inspection or have years of experience, you will find new information and ideas to help you in your business and stay on top of new technology. These eight icons represent the educational categories.

**AOLC offers more than 150 courses, all of which are approved for earning ASHI continuing education (CE) credit.**

### ASHI ADVANCED EDUCATION: THESE COURSES TAKE A DEEP DIVE INTO THE FOLLOWING SUBJECT AREAS:



- ASHI Standard Deck Inspections
- ASHI Standard Swimming Pool and Spa Inspections
- ASHI Standard Pre-Drywall Inspections

ASHI members can earn an ASHI Digital Badge by successfully completing the course and exam, and you can display your earned ASHI Digital Badges on your member profile and personal website. Note: To be awarded an ASHI Digital Badge, you must be an active ASHI Certified Inspector (ACI) and meet the requirements of the badge.

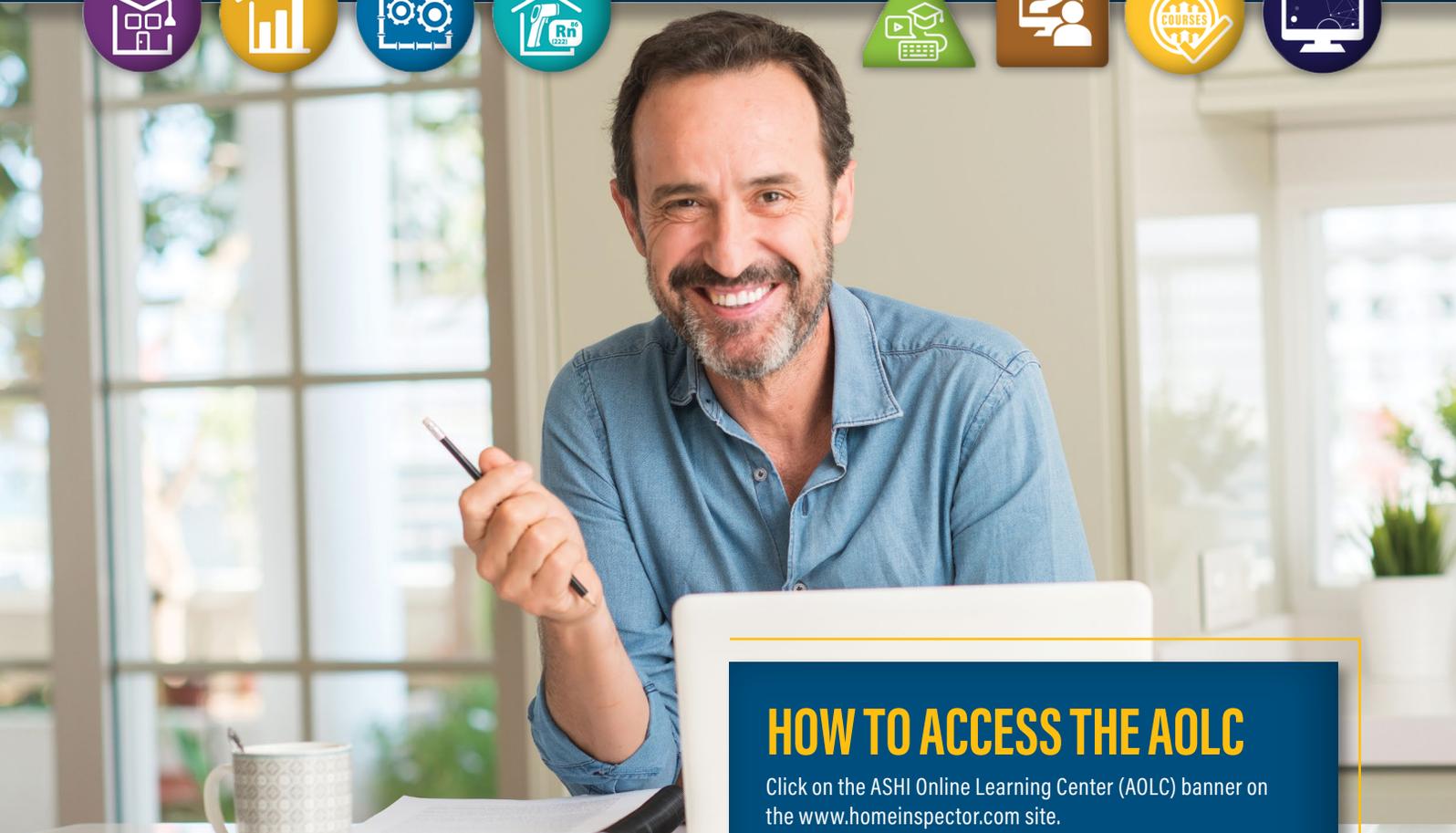
### EDUCATION EXPO RECORDINGS:

In April and May 2020, ASHI broadcast a series of 34 live webinars to offer practical education to home inspectors who were sheltering in place due to the pandemic. Knowledgeable industry educators and experienced business experts graciously offered their time and efforts to create a full slate of one-hour and two-hour courses. You can still take advantage of these helpful courses—you'll earn ASHI CE credits, and learn new skills and tips to keep your business thriving.

### BONUS!

#### LEARN THE STEPS TO BECOMING A DOE HOME ENERGY SCORE ASSESSOR.

The Home Energy Score provides homeowners, buyers and renters information about a home's energy use. Like a miles-per-gallon rating for a car, the Home Energy Score is based on a standard assessment of energy-related assets to easily compare energy use across the housing market. Training to become a DOE Home Energy Assessor is just one click away.



**THE ASHI ONLINE LEARNING CENTER MAKES LEARNING EASY AND EARNING YOUR CONTINUING EDUCATION UNITS SIMPLE.**

**EXPLORE WAYS TO IMPROVE YOUR BUSINESS.**

Learn new skills, expand your knowledge or brush up on familiar topics to discover the latest trends and tips.

**LEARN AT YOUR SPEED.**

Learn when you want to learn. Study at your own speed. Take a course any time during the day or week.

**VIEW ON THE GO.**

The AOLC site will function on any device of any size. The site is mobile-device optimized, so you can view your courses on a smartphone or a tablet. You can engage and participate from anywhere, any time. All you need is a computer or mobile device and access to the internet.

**EASY TO USE.**

Access your personal course records and certificates on the site under "Credits and Certificates." You can view, stop and continue later by re-accessing the course and picking up right where you left off.

*Questions? Contact Michelle Santiago with any questions about the ASHI Online Learning Center and ASHI education at [michelle@theashischool.com](mailto:michelle@theashischool.com).*

**HOW TO ACCESS THE AOLC**

Click on the ASHI Online Learning Center (AOLC) banner on the [www.homeinspector.com](http://www.homeinspector.com) site.

**FOLLOW THESE EASY STEPS TO SEARCH, VIEW AND COMPLETE A COURSE.**

**STEP 1.**

Log in with ASHI member number and your last name (*lowercase*).

**STEP 2.**

Click on "Course List" in the menu bar. In the Search box, search by topic, approval state, speaker name or educational track. Click on the title of the course to access.

**STEP 3.**

Click on "Start Course" to begin. Complete by viewing the entire course to access the session evaluation and exam. Complete the session evaluation questions and all questions on the exam. You can retake the exam up to three times. Score a minimum of 75% on the exam to pass the course. Click "Submit."

**STEP 4.**

Click on "Certificate" to obtain a copy of your certificate.

**STEP 5.**

Choose a new class and repeat!

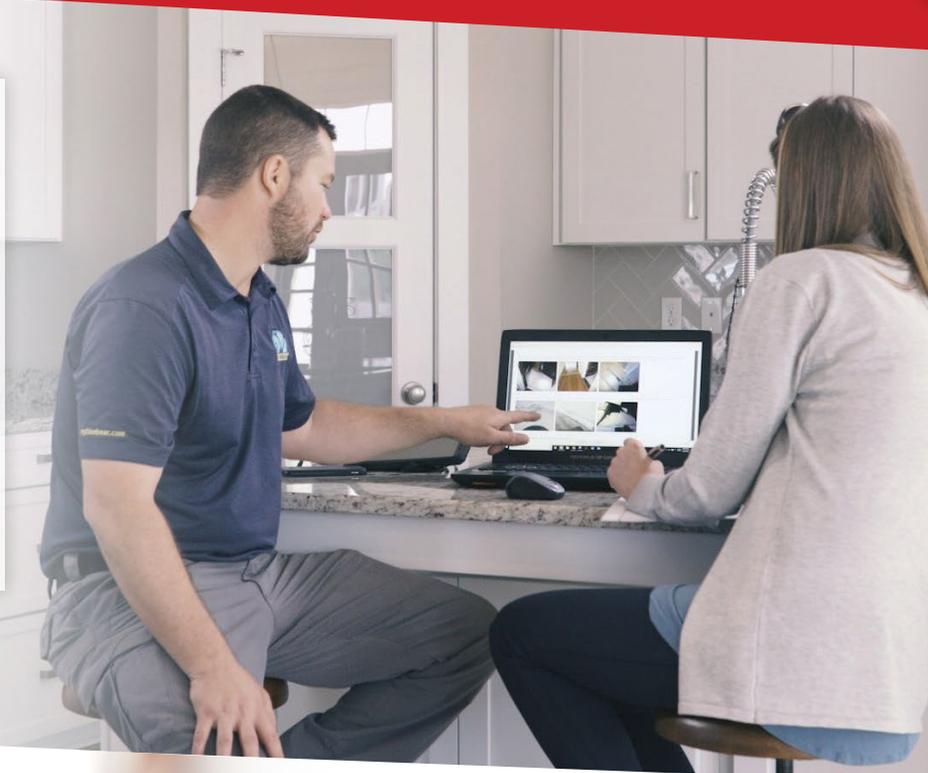
**NOTE:** For best results, we recommend using Firefox or Google Chrome browsers when viewing sessions and completing coursework on the AOLC. (Using Internet Explorer is not advised as it may cause compatibility issues.)

# YOUR NATIONAL STANDARD FOR HOME INSPECTION. **YOUR NATIONAL NETWORK.**



Make it easy for potential customers to find you by registering in our online **Inspector Database**.

You'll be listed as a qualified home inspector in your area and receive a **free marketing toolkit** to help promote your business. From talking points to social media posts, it has everything you need to stand out.



Grow professionally and connect with other home inspectors through our **Facebook Page @NationalHomeInspectorExam**.

Join the conversation about the home inspection profession, business development, questions from the field, and more in our private **Facebook Group "NHIE Home Inspectors"**.



National Home Inspector  
Examination®  
E B P H I

For these resources and more, visit  
**NationalHomeInspectorExam.org.**

# Big Changes The ASHI School

*By ASHI Staff*

---

## *New course content*

*includes courses that give students the ability to meet the requirements expected by more states.*

# ges at



**B**ig changes are coming to The ASHI School ([www.theashischool.com](http://www.theashischool.com)). During the past several years, thousands of students have learned about home inspection through The ASHI School's program at 10 locations across the United States.

Not much changed in the curriculum until 2018, when James Thomas, then-new ASHI Executive Director, guided The ASHI School education board in a process to rethink and refresh the curriculum.

The education board took time to consider what could be added to help expand the reach of The ASHI School—to provide new course content and include courses that would give students the ability to meet the requirements expected by more states.

In addition, the board focused on making sure that students taking The ASHI School course would feel secure enough with the knowledge they gained to take the National Home Inspector Examination (NHIE). Passing the NHIE is required by most states and is one of the elements involved in moving up in the ASHI organization.



## 60-HOUR ONLINE COURSE

The ASHI School offers a 60-hour online course, which is perfect for those who currently have another job or other responsibilities. This course is popular in states that do not have regulations about the amount of education required to be a home inspector. The Online Course provides everything a student needs online, including access to the Home Reference Book and Study Guide. This course is self-paced and consists of 10 units. Quizzes at the end of each section allow students to gauge how well they are understanding the content. The Online Course also includes a 200-question final exam.

## 93-HOUR AND 120-HOUR PREMIER COURSES

Home Inspection students enjoy the hands-on training that is part of The ASHI School's programming. We know this because the hands-on training aspect of our classes always receives the highest marks in student evaluations and students specifically note their appreciation for being taught the ASHI Standard of Practice.

Each class is an opportunity to make more people aware of the roots of ASHI and to explain why being familiar with this history is relevant to a career in home inspection.

*All of our instructors are ASHI Certified Inspectors (ACIs) and many of them become mentors for students after the class concludes.*

## 93-HOUR COURSE

This course runs for one week, Monday through Saturday, and includes at least two field events. This is our "fast track" course. We recommend this course for those who have had a career as a contractor or in another trade that allowed them to become familiar with the functions of a home. This course has the same content and materials as the 120-hour course, but the time spent on each subject is condensed. Students are expected to complete 40 hours of pre-class work so they will already be familiar with each of the sections covered in class.

## 120-HOUR COURSE

This course runs for two consecutive weeks, Monday through Friday, and includes five to seven field events. This course is perfect for those who have had an entirely different career from home inspection or contract work, or for those who want a thorough hands-on experience. During these classes, it is common for multiple instructors to teach their area of expertise. As with the 93-hour course, students are expected to complete 40 hours of pre-class work so they will begin the course with a basic understanding of the concepts that will be explored during the course.

The ASHI School's in-person courses have been revamped to infuse more real-life, in-the-field situations, more marketing and business information, a greater focus on report writing and extensive preparation for the NHIE. The ASHI School also offers education modules in Pools and Spas and Manufactured Homes, as a few states require pre-licensing education in these areas. We hope these changes will allow The ASHI School to offer classes in more states. These new classes are excellent options for students working toward gaining their pre-licensing education.

All of The ASHI School's pre-licensing home inspection courses include a special offer to join ASHI at a one-year introductory membership fee of \$99 (a \$475 value).

## SPECIALTY COURSES

*The ASHI School is proud to have a solid core of specialty courses to offer those who are already practicing home inspection.*

### COMMERCIAL BUILDING INSPECTION COURSE:

Commercial inspections can generate 80% more income than residential inspections. This intensive three-day class covers the wide scope of commercial inspections, including the various systems and structures found in commercial buildings, how to write commercial reports, how to manage the liability of commercial inspections and how to gather a team of professionals to complete commercial inspections.

**MOLD COURSE:** This informative course has become so popular that people have traveled from all over the country to take it. In summer 2020 and fall 2020, it will be offered as a live three-day webinar. There are three parts to the course:

- **PART 1** covers the history and types of mold, health concerns related to mold, what is required for mold to grow, inspection methods for mold, sampling and testing of mold, and individual and professional remediation practices.
- **PART 2** covers aspects of mold's growth, the various types of mold, conveyance systems and discoveries that can be made through professional mold remediation practices.
- **PART 3** delves deeper into all aspects of the processes that inspectors can use when they encounter mold and moisture damage within structures. This part features a culmination of the class on enhanced focus areas, including using equipment, sampling and testing, writing reports based on findings and marketing these environmental inspection techniques.

**RADON COURSE:** The ASHI School partners with Spruce Environmental Training to offer bimonthly radon webinars. These classes teach learners how to properly measure radon and how to effectively use the tools to do it, ultimately protecting clients and their families from this elusive killer. This robust two-day course prepares inspectors to take the National Radon Proficiency Program (NRPP) examination.

**OTHER SPECIALTY COURSES:** The ASHI School offers a 4-Point Inspection and Wind Mitigation course, which meets Florida's state licensing requirements, in Tampa, Florida. This course covers how to conduct 4-Point Inspections and Wind Mitigation Inspections, as well as writing associated reports for each inspection.

### STAY TUNED

The ASHI School plans to offer more education courses, including more webinars, in upcoming months. We also are working to expand our on-site offerings in more locations.

*For the latest information about our classes, visit our website, [www.theASHISchool.com](http://www.theASHISchool.com), or call (888) 884-0440.*



**NORTH CENTRAL**

**ASHI Central PA**

[www.ashicentralpa.com](http://www.ashicentralpa.com)

Second Monday, 6 pm, except Jan. & July, Hoss's Steakhouse  
61 Gettysburg Pike, Mechanicsburg, PA  
Kevin G. Kenny  
kevin@alphainspection.net  
717-914-1600

**Keystone (PA)**

[www.keystoneashi.org](http://www.keystoneashi.org)

First Monday, 5:30 pm  
Double Tree, 10 N. 5th Street  
Reading, PA 19601  
Robert H. Conner, 510-295-8021  
BetterLifeInspectionCompany@gmail.com

**North Central Ohio**

[www.ncohioashi.com](http://www.ncohioashi.com)

Paul Wancata, 216-571-1074  
inspectionsunlimited@cox.net

**Pocono-Lehigh (PA)**

[www.pocono-lehighashi.org](http://www.pocono-lehighashi.org)

Third Tuesday, Tannersville Inn  
Tannersville  
Ronald Crescente, 610-951-4262  
ronnieriser@gmail.com

**PRO-ASHI (PA)**

[www.proashi.com](http://www.proashi.com)

Second Wednesday of  
Jan., March, May, Sept. & Nov.  
Milan Stanojevic, 412-721-9515  
sales@prohomeinspections.com

**Tri-State (DE, NJ, PA)**

[www.tristateashi.org](http://www.tristateashi.org)

Second Tuesday except April,  
Aug. & Dec., Dave & Buster's  
Plymouth Meeting, PA  
Gary Kershaw, 215-295-2030  
pluckem@verizon.net

**MIDWEST**

**Great Lakes (IL, IN, IA, KY, MI, MN, OH, WI)**

For monthly meetings:  
[www.greatinspectors.com/schedule-of-events/](http://www.greatinspectors.com/schedule-of-events/)  
Janni Juhansz, 419-269-4663  
Janni.J@Homteclnspections.com

**Greater Omaha (NE)**

[www.ashiomaha.com](http://www.ashiomaha.com)  
Jon Vacha, 402-660-6935  
jon@hsinspections.com

**Heartland (IA, MN, ND, SD, WI)**

[www.ashiheartland.org](http://www.ashiheartland.org)  
Second Monday, 6:30 pm, except  
Nov. & April, Frankie's Pizza  
3556 Winnetka Ave. N., New Hope, MN  
Matt Butcher, 612-361-3116  
matt@minneapolishomeinspections.com

**Indiana ASHI**

[www.inashi.com](http://www.inashi.com)  
Quarterly  
Bill Halstead, 765-465-6185  
hhinspect@outlook.com

**Iowa ASHI**

[www.iowaashichapter.org](http://www.iowaashichapter.org)  
Fourth Tuesday, 6:00 - 8:00 pm  
Iowa City Area Assoc. of Realtors  
Education Center  
847 Quarry Road, Coralville, IA  
Craig Chmelicek, 319-389-7379  
elitehomeandradon@gmail.com

**Northern Illinois**

[www.nicashi.com](http://www.nicashi.com)  
Second Wednesday (except Dec.)  
5:30 pm - 9:00 pm  
Allegra Banquets, 237 W. St. Charles Rd.  
Villa Park, IL 60181  
George Meegan, 847-732-2503  
homepro366@yahoo.com

**SOUTH MIDWEST**

**Arkansas**

Kyle Rodgers, 479-599-9314  
kyle@aplus-inspection.com

**Great Plains (KS, MO)**

[www.ashikc.org](http://www.ashikc.org)  
Second Wednesday of every month  
The Great Wolf Lodge, Kansas City  
Stan Sanger  
stan.sanger74@gmail.com

**Midwest PRO ASHI (KS)**

David Mason, 316-393-2152  
david@allprohomeinspec.com

**St. Louis (MO)**

[www.stlashi.org](http://www.stlashi.org)  
Second Tuesday, 5 pm  
Creve Coeur Government Center  
Multi-Purpose Meeting Room  
300 N. New Ballas  
Creve Coeur, MO 63141  
Harry Morrell, 314-223-7310  
harry@allied-inspectors.com

**Lone Star (TX)**

[www.ashitexas.org](http://www.ashitexas.org)  
Bud Rozell, 214-215-4961  
good\_home\_inspection@yahoo.com

**MOUNTAIN**

**Arizona**

[www.azashi.org](http://www.azashi.org)  
Bryck Guibor, 480-442-2660  
arizonaashi@gmail.com  
Quarterly education on  
azashi.org

**New Mexico**

[www.ashinm.org](http://www.ashinm.org)  
Bi-monthly meetings are held on the  
second Saturday of the month at  
Best Western Plus (Jan., March, May; no  
meeting in July, Sept.) located at 4630 Pan  
American Fwy. NE, Albuquerque  
Meeting starts at 8:30 am.  
Miles Dyson, 575-202-2457  
amdysn@msn.com

**Northern Rockies (ID, MT)**

Steve Jenicek, 406-949-6461  
Steve@taskmasterinspections.com  
Secretary: Kelly Campeau  
877-749-2225  
Kelly@inspectormt.com

**Rocky Mountain**

Fourth Tuesday, 6:30 pm  
Bob Kadera  
bob@360degreeinspections.com

**Southern Colorado**

[www.ashi-southerncolorado.org](http://www.ashi-southerncolorado.org)  
Second Thursday each month, 6:30 pm  
Valley Hi Golf Club, 610 S. Chelton Rd.  
Colorado Springs, CO 80910  
John Ciambello, 719-205-6824  
sccashi@gmail.com

**PACIFIC**

**Alaska**

Meeting dates: Jan. 1,  
March 1, Aug. 1, Nov. 1  
Location varies each meeting  
Rex Lewis, 907-301-6746  
anchorage@hometeam.com

**ASHI Hawaii**

[www.ashihawaii.com](http://www.ashihawaii.com)  
Bryan Naff, 808-372-2535  
ahi@ahipro.com

**California**

Randy Pierson, 310-265-0833  
randy@southbayinspector.com

**Central Valley CREIA-ASHI**

Peter Boyd, 530-673-5800  
boydpete11@gmail.com

**Golden Gate (CA)**

[www.ggashi.com](http://www.ggashi.com)  
Paul Barraza, 510-917-6480  
paul@jmcinspections.com

**Inland Northwest (ID, WA)**

Vince Vargas, 208-772-3145  
VPINSP@hotmail.com

**Orange County CREIA-ASHI (CA)**

[www.creia.org/orange-county-chapter](http://www.creia.org/orange-county-chapter)  
Third Monday, 5:30 pm  
Hometown Buffet  
2321 S. Bristol, Santa Ana  
Bill Bryan, 949-565-5904  
bill@rsmnspections.com

**Oregon**

[www.oahi.org](http://www.oahi.org)  
Fourth Tuesday, 6:30 pm  
4534 SE McLoughlin Blvd.  
Portland  
Jay Hensleigh, jay@amipdx.com

**San Diego CREIA-ASHI**

First Tuesday each month  
Elijah's Restaurant  
7061 Clairemont Mesa Boulevard  
San Diego, CA 92111  
Ray (Cliff) Sims Jr., 619-334-1138  
cliffsims@cox.net

**San Joaquin Valley (CA)**

Third Thursday, 6 pm  
1736 Union Avenue, Bakersfield, CA  
Raymond Beasley, 661-805-5947  
rbinspector@aol.com  
Mail: 3305 Colony Oak St.  
Bakersfield, CA 93311

**Silicon Valley ASHI-CREIA (CA)**

[www.siliconvalleyinspector.com](http://www.siliconvalleyinspector.com)  
Tammy Nicholas, 408-771-4939  
tnicholas490@gmail.com

**Southwestern Idaho**

Second Monday  
David Reish, 208-941-5760  
dave@antheinspect.com

**Los Angeles-Ventura County ASHI-CREIA**

Third Wednesday, 5 pm  
Holiday Inn, Woodland Hills  
Bob Guyer, 805-501-0733  
guyerinspections@roadrunner.com

**South Bay (CA)**

Webinar meetings  
Randy Pierson, 310-265-0833  
randy@southbayinspector.com

**Western Washington**

**www.ashiww.com**  
Chapter Meetings held at chapter seminars in March and Sept.  
Dylan Chalk, 206-842-3739  
orcainspect@gmail.com

**NEW ENGLAND****Coastal Connecticut**

**www.coastalctashi.org**  
Third Thursday, 6 pm, Westport VFW Lodge, 465 Riverside Avenue, Westport  
Marc Champagne, 203-767-3348  
Marc@champagneinspections.com

**New England (ME, MA, NH, RI, VT)**

Third Thursday (usually), 5 pm  
Hilton Garden Inn, Waltham, MA  
Alex Steinberg, 617-480-1163  
alex@jbsinspections.com

**Northern New England (NNEC) (MA, ME, NH, VT)**

**www.ashi-nnec.org**  
Third Wednesday of Jan., March, June and Sept.  
Puritan Backroom, Manchester, NH  
Greg Davis, 603-235-6015  
greg@prospections.com

**NEW YORK/JERSEY/DELAWARE****Central New York**

**www.cnyashi.com**  
Third Wednesday each month, 6 pm  
Tony's Family Restaurant, Syracuse  
Will F. Morgan, 315-422-0852  
morganinspect@gmail.com

**First State (DE)**

**www.firststateashi.org**  
Third Wednesday, 7 pm  
The Buzz Ware Center  
2121 The Highway, Arden  
Mark Desmond, 302-494-1294  
mark@delvalleyhome.com

**Garden State (NJ)**

**www.gardenstateashi.com**  
Second Thursday  
The Westwood, Garwood  
Kevin Vargo, 732-271-1887  
gsashipresident@gmail.com

**Greater Rochester (NY)**

Second Tuesday, 6 pm  
Sept - May Meeting location:  
MacGregor's Grill & Tap Room, 1129 Empire Blvd., Rochester, NY 14609  
Jim Wurtenberg, 585-377-3737  
jimw@inspectorchesterhomes.com

**Hudson Valley (NY)**

Second Tuesday, 6 pm  
Daddy O's Restaurant  
3 Turner Street  
Hopewell Junction, NY 12533  
John Hamel, 914-519-8880  
jchamelinspections@gmail.com

**Long Island (NY)**

**www.liashi.com**  
Third Monday, 6 pm,  
Domenico's Restaurant, Levittown  
John Weiburg, 516-603-5770  
john@greenlinkhi.com

**New York Metro**

**www.nyashi.com**  
Last Thursday, 5 pm  
Travelers Rest  
25 Saw Mill River Road  
Ossining, NY 10562  
Christopher R. Long, 914-260-8571  
chris@longsgcs.net

**Southern New Jersey (NJ)**

**www.southernnjashi.com**  
Third Wednesday, 6:30 pm  
Ramada Inn, Bordentown  
Rick Loble, 609-208-9798  
rick@doublecheckhi.com

**MID-ATLANTIC****Central Virginia**

**www.cvashi.org**  
Second Tuesday, 6:30 pm  
Independence Golf Course  
600 Founders Bridge Blvd.  
Midlothian, VA 23113  
Burley Langford, 804-712-2206  
blangfordj@comcast.net

**Hampton Roads (VA)**

Second Thursday, 7 pm, Cypress Point Country Club, Virginia Beach  
Eric Fountain, 757-536-3025  
insideoutinspectorhr@gmail.com

**MAC-ASHI (DC,MD,VA)**

**www.macashi.org**  
Second Wednesday, 6 pm  
Rockville Senior Center  
1150 Carnation Drive  
Rockville, MD 20850  
Welmoed Sisson, 301-208-8289  
welmoed@inspectionsbybob.com

**NOVA-ASHI (MD, VA)**

**www.novaashi.com**  
Fourth Tuesday, Associate hour 6-7 pm,  
Membership meeting 7-9 pm, Northern Virginia Resources Center, Fairfax  
Isaac Kieffer, 301-204-2825  
IsaacKieffer@gmail.com

**SOUTH ATLANTIC****ASHI Georgia**

**www.ashigeorgia.com**  
Brent Drake, 770-778-8107  
drakesinspection@gmail.com

**East Tennessee**

**www.etashi.org**  
Third Saturday of Feb.,  
May, Aug. and Nov.  
Paul Perry, 931-707-7708  
cio@frontiernet.net

**Mid-Tennessee**

Jim Edwards, 615-663-9672  
midtn.ashi.chapter@gmail.com

**Mid-South (TN)**

Steven Campbell, 901-734-0555  
steve@memphisinspections.com

**North Carolina**

**www.ncashi.com**  
Meeting TBA  
Bruce Barker, 919-322-4491  
bruce@dreamhomeconsultants.com

**South Carolina**

First Saturday of Feb., May,  
Aug. & Nov., 8 am  
Hamer Morris, 843-344-0147  
morrishomeinspection@yahoo.com

**GULF****ASHI South (AL)**

**www.ashisouth.org**  
Quarterly, Homewood Library  
Homewood  
John Knudsen, 334-221-0876  
jgknudsen11@gmail.com

**ASHI Mobile**

Doug Johnson, 251-214-1206  
inspectmobile@gmail.com

**Florida Wiregrass**

**www.ashewiregrass.org**  
Second Wednesday, 6:30 pm  
Sleep Inn Hotel, Wesley Chapel  
Nancy Janosz, 813-546-6090  
ProTeamInsp@aol.com

**Gulfcoast (FL)**

First Thursday, 7 pm, The Forest Country Club, Fort Myers  
Len Gluckstal, 239-464-4221  
goldenrulehi@comcast.net

**Louisiana**

Quarterly Meetings  
Michael Burroughs, 318-376-0482  
mike.qedservice@gmail.com

**Suncoast (FL)**

**www.ashisuncoast.com**  
First Tuesday, 6:30 pm; Please see our website for meeting locations.  
Neal Fuller, 727-858-2975  
nealf.ma@yahoo.com

**Southwest Florida**

**www.swashi.com**  
Serving Manatee, Sarasota & Charlotte  
Second Wednesday, 6 pm  
Holiday Inn, Lakewood Ranch  
6321 Lake Osprey Drive, Sarasota  
Michael Conley, 941-778-2385  
FLinspector@outlook.com

**CANADA****Alberta Professional Home Inspectors (APHIS)**

**www.aphis.ca**  
Meetings held 3 times a year  
Brian Green, 780-849-0345  
president@aphis.ca

**HIBC - Home Inspector Association BC**

Bob Hamm, 250-862-1054  
president@hibc.ca

**Ontario Association of Home Inspectors (OAHl)**

**www.OAHl.com**  
John Hansen, 905-689-4663  
president@oahi.com

**Quebec AIBQ**

**www.aibq.qc.ca**  
Pascal Baudaux, 450-629-2038  
info@almoinspecton.ca



### NORTH CENTRAL OHIO CHAPTER FALL SEMINAR

**When:** Friday, Sept. 18, 2020

**Topics:** Radon recertification class (8hrs)

**Where:** The Sheraton Suites  
1989 Front St.  
Cuyahoga Falls, OH 44221

**When:** Saturday, September 19, 2020

**Where:** The Sheraton Suites  
1989 Front St.  
Cuyahoga Falls, OH 44221

**CEUs:** 9 ASHI CEUs; 5 business, 4 technical

**Topics:** Real estate attorney Joe Denneker will cover legal issues for the home inspector, including inspection agreements. Ann Petit, Ohio Real Estate Superintendent, will discuss Ohio's new licensing law. Phil Wells & Nick Filipczak, wells and septic. Electrical panels and breakers, Speaker TBA.

**Contact:** Mike Nolan, 440-346-4188  
mike@informuinspections.com or  
NCOhioASHI.com

### TRI-STATE ASHI FALL SEMINAR

**When:** Friday, Oct 2, 2020, 8:00am – 5:00pm.

**Where:** Dave & Busters meeting room in the Plymouth Meeting Mall  
Plymouth Meeting, PA

**CEUs:** 8 CEUs total  
NJ approval will be applied for.

**Topics:** 4hrs on electrical with Rich Van Wert  
2hrs pex piping, fittings and more with Lance Macnevin – 2hrs TBD.

**Contact:** Gary Kershaw  
pluckem@verizon.net,  
visit – tristateashi.org

**TO HAVE YOUR CHAPTER SEMINAR LISTED HERE, EMAIL ALL INFORMATION ABOUT YOUR CHAPTER SEMINAR TO:** [jeng@ashi.org](mailto:jeng@ashi.org)

#### IMPORTANT REPORTER DEADLINES:

- OCTOBER 2020 ISSUE - 8/7/20
  - NOVEMBER 2020 ISSUE - 9/7/20
  - DECEMBER 2020 ISSUE - 10/7/20
- The Reporter is produced 6-8 weeks ahead of the week it arrives in your mailbox.

## EARN ASHI CE's and State-Approved CE's

### VISIT THE NEW ASHI ONLINE LEARNING CENTER

MEMBERS CAN EARN ASHI-APPROVED CE's FOR FREE!

**COURSES AIMED TO ENRICH YOUR PROFESSIONAL DEVELOPMENT ALL YEAR ROUND.**

**HOW TO GET STARTED:**  
Visit the new ASHI Live Learning Center, click "Login" and enter your member access details.

Visit the Online Learning Center  
[www.homeinspector.org/onlineeducation](http://www.homeinspector.org/onlineeducation)



## CURRENT ASHI MEMBERSHIP

ASHI Certified Inspectors:  
**3,349**

Inspectors:  
**191**

Associates:  
**2,882**

Retired Members:  
**110**

Affiliates:  
**40**

Total: 6,572 Members as of  
7/10/2020

### THIRTY-FIVE YEARS

Danny L. Maynard

### THIRTY YEARS

Daniel G. Blum  
Ronald Hamblin  
Stephen M. Pelle

### TWENTY-FIVE YEARS

Steven Acker  
David Bunker

### FIFTEEN YEARS

James Dickey  
Robert Jones  
Jon Nichols  
Kenneth Rowe  
Gerard Skowronski  
John Terribilini  
Rod T. Whittington

### TEN YEARS

George Acuna  
John W. Bowley  
Bob Davidson  
James Fronsdahl  
Scott Julian  
Gregory Murphy  
Everett H. Rawlings  
Robert Tolleson  
Brant Vermeulen

### FIVE YEARS

John J. Botto  
Matthew Brown  
Bill Cavill  
Brett W. Cortez  
Pat Cosentini  
John Denison  
James B. Holl  
George Richardson



**Serving Radon Pros Since 1986**



CERTIFIED BY  
National Radon Safety Board  
**NRSB**  
Certified Radon Professionals



**CONTINUOUS  
RADON MONITORS**



**CHARCOAL  
CANISTERS**



**WATER  
TESTS**

**TAMPER CONTROLS & TRAINING**

**THE ONLY SHORT-TERM RADON TEST  
RECOMMENDED BY LEADING CONSUMER GROUP**

**and Featured on NBC's The Today Show!**

TRAINING: RADON MEASUREMENT OPERATORS COURSE

LONG TERM ELECTRETS   TEST STANDS   DOOR HANGERS   TAMPER LABELS

**WWW.RTCA.COM   1-800-457-2366**

## ASHI REPORTER

### DO YOU HAVE AN IDEA FOR AN ARTICLE IN THE ASHI REPORTER?

The Reporter is always looking for new articles on topics such as technical reviews, marketing ideas and helpful business practices for home inspectors. Personal or business-related stories that share a new spin on the home inspection world are also welcome.

**Send your article ideas or submissions to [stories@ashi.org](mailto:stories@ashi.org).**

**THANK YOU!**



# Postcards from the Field

## NEW POSTCARDS EMAIL!

Please send your name, city, state, photos, headings & captions to: [postcards@ashi.org](mailto:postcards@ashi.org)  
Note: By sending in your postcard(s), you are expressly granting ASHI the right to use the postcard and your name with it in the ASHI REPORTER and in other publications ASHI may select.

Luckily, the architect of this sump pump marvel didn't touch anything else in the house.



**Bradley Longosky**  
Bradley Home Inspections  
Newtown, PA

Well, at least they won't have to worry about the flex ducting getting clogged



**Bob Guyer**  
Boise Inspection Services, LLC  
and Guyer Inspections, LLC  
Eagle, ID

Toddlers entrance to the left



**Pat Hannigan**  
Core Inspection Group  
Philadelphia, PA

I don't know what's dirtier—the inside or the outside?



**Matthew Steger**  
WIN Home Inspection  
Elizabethtown, Lancaster, PA

Who was in charge of measuring the tub?



**John Weiburg**  
GreenLink Home Inspections  
Seaford, NY

One-stop shop



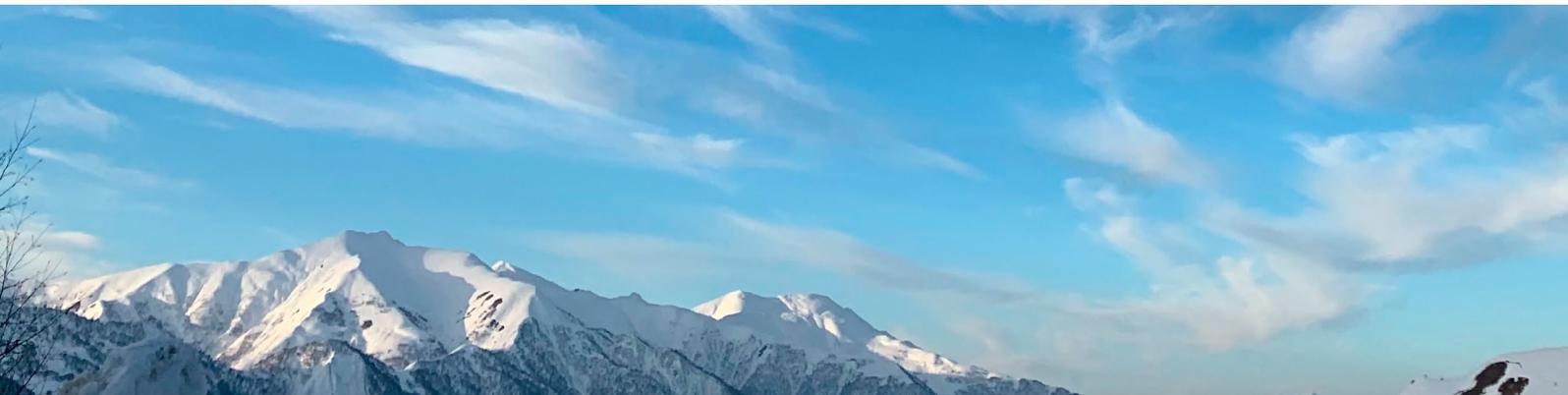
**Mario Lucciola**  
ALL SPEC Building Inspections  
Toronto

# ELEVATE YOUR BUSINESS.



**Take your home inspection  
business to new heights.**

[Inspectionsupport.net/elevate](https://inspectionsupport.net/elevate)



# Postcards from the Field

**NEW POSTCARDS EMAIL!**

Please send your name, city, state, photos, headings & captions to: [postcards@ashi.org](mailto:postcards@ashi.org)  
 Note: By sending in your postcard(s), you are expressly granting ASHI the right to use the postcard and your name with it in the ASHI REPORTER and in other publications ASHI may select.

Backup spark ignition for oil storage tank



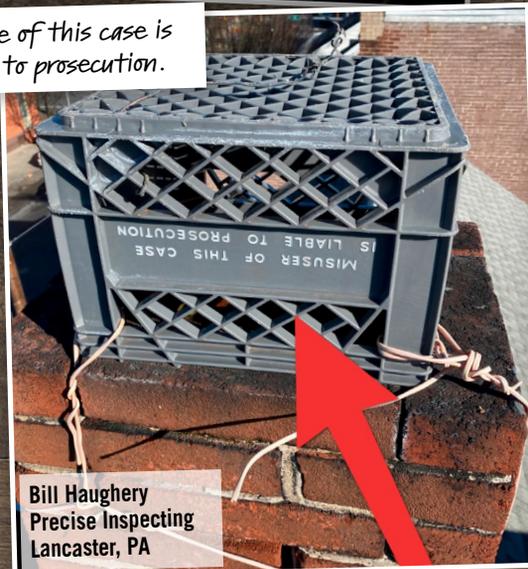
Clay Ridings  
Preferred Inspections  
Arden, DE

First owner was an auto mechanic, second was a DIYer



Dan Hagman,  
ProSite Home Inspections  
Pleasant Hill, IA

Misuse of this case is liable to prosecution.



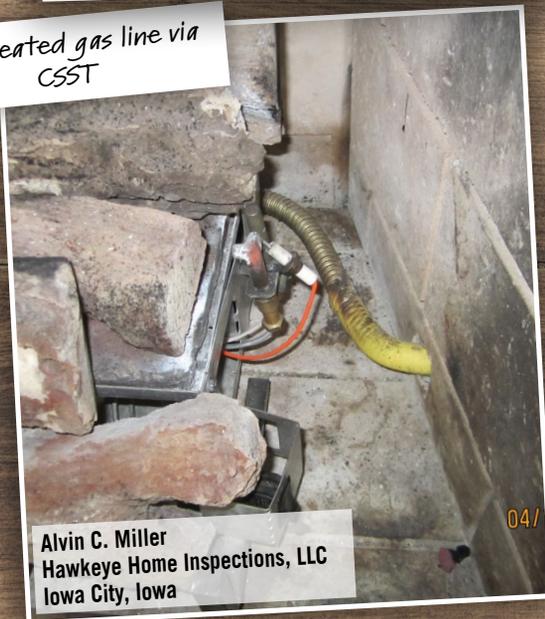
Bill Haughery  
Precise Inspecting  
Lancaster, PA

Water, hair, soap... this traps everything.



Dale Robin  
Robin Home Inspection  
Pleasant Valley, NY

Pre-heated gas line via CSST



Alvin C. Miller  
Hawkeye Home Inspections, LLC  
Iowa City, Iowa

Today's forecast calls for overcast skies with light showers in the kitchen.



David Heintzelman  
Precision Inspections  
Mechanicsburg, PA

# THE STRONGEST NAME IN HOME INSPECTOR INSURANCE

## Comprehensive and Affordable E&O/GL Insurance



**17 Years**

**Over 100,000 Policies Issued**

### COVERAGES

- E&O, General Liability, termite/pest/rodent, radon, commercial, lead paint, pool/spa, EIFS/stucco, indoor air quality, infrared thermography, mold, septic/water testing and more (training required for certain coverages).
- Claims Prevention and Risk Management Included
- Competitive Premiums, Easy Financing (Low Monthly Payments)
- Coverage just for you or for all inspectors employed in the firm, Additional Insured for Agents and Referring Parties.
- Free on-demand expert support for your tough inspection questions, savings on defensible contracts, discounted state-approved education, Working RE Magazine, savings on office supplies, technology & more.

"I collected many estimates but the combination of value, flexibility and knowledge was unsurpassed by OREP."

-Henry "Sonny" Toman, 1st American Home Inspections, LLC



# Shop OREP.org today! (888) 347-5273

In this column, ASHI's Ethics Committee addresses dilemmas faced by home inspectors.

# ARE THESE VIOLATIONS OF THE ASHI CODE OF ETHICS?

By Jamison Brown, ASHI Ethics Committee Chair

**Know the Code:** The ASHI Code of Ethics can be found at this link: [www.homeinspector.org/Code-of-Ethics](http://www.homeinspector.org/Code-of-Ethics)

**Know the Standard of Practice:** The ASHI Standard of Practice can be found at this link: [www.homeinspector.org/Standards-of-Practice](http://www.homeinspector.org/Standards-of-Practice)



Jamison Brown is the owner of Home Inspections by Jamison & Company, Poquoson, VA. Before becoming an ASHI member in 1988, Jamison was a project manager, and supervised the construction and remodeling of more than 10,000 housing units for the U.S. Department of Defense (DoD) and the U.S. Department of Housing and Urban Development (HUD). Jamison is a former member of the Carpenters and Joiners of America, and a former licensed plumber in the state of Virginia. He is a member of the International Code Council, International Association of Electrical Inspectors (IAEI) and a certified member of the American Society of Home Inspectors (ASHI). He has been a member of ASHI's Technical and Membership Committees, and was chair of the CEPP Committee. Currently, he chairs the ASHI Code of Ethics Committee. Jamison has personally inspected more than 18,000 residential and commercial properties. Contact him at [jamison.brown@gmail.com](mailto:jamison.brown@gmail.com).

## QUESTIONS & INTERPRETATIONS

### QUESTION:

To participate in Contractor A's \$15 "processing fee," a home inspector must provide what I believe to be confidential client information to Contractor A. Is it a violation of the ASHI Code of Ethics to provide this information to Contractor A, and is it also a violation to accept the \$15 processing fee from Contractor A? Can a complaint be filed against an ASHI member for participating in Contractor A's processing fee plan?

### RESPONSE:

Accepting payment or other consideration from a party (in this case, Contractor A) in return for client information or special access to an inspector's client for the purpose of marketing services to the client, such as being present during a home inspection for which a member is responsible, violates ASHI Code of Ethics Items 1B, 1E and 2C (see below).

#### 1. Inspectors shall avoid conflicts of interest or activities that compromise, or appear to compromise, professional independence, objectivity, or inspection integrity.

*B. Inspectors shall not inspect properties under contingent arrangements whereby any compensation or future referrals are dependent on reported findings or on the sale of a property.*

*E. Inspectors shall not accept compensation, directly or indirectly, for recommending contractors, services, or products to inspection clients or other parties having an interest in inspected properties.*

#### 2. Inspectors shall act in good faith toward each client and other interested parties.

*C. Inspectors shall not disclose inspection results or client information without client approval.*

### QUESTION:

Is it an ethical violation to be tied to a brokerage by a marketing agreement, and get substantial, if not exclusive, access to the inspection business from that brokerage due to implied loyalties or other inescapable bias, even if there is no preferred vendor list or similar written arrangement?

### RESPONSE:

Advertising or marketing with real estate brokers is a clear violation of Item 1.C of the Code of Ethics (see below), if such marketing includes an explicit or tacit agreement to refer real estate clients to the inspector, by printed list of

preferred inspectors, or by any other means. In comparison, advertising or marketing with real estate brokers that does not include a written or quid-pro-quo agreement for referrals does not violate any specific provisions of the Code.

Nonetheless, such joint marketing ventures may appear to compromise professional independence, objectivity or inspection integrity, and should be undertaken with caution. Home inspection clients should be able to have confidence that their inspector is not being influenced by the interests of the real estate agency for the transaction.

#### 1. Inspectors shall avoid conflicts of interest or activities that compromise, or appear to compromise, professional independence, objectivity, or inspection integrity.

*C. Inspectors shall not directly or indirectly compensate realty agents, or other parties having a financial interest in closing or settlement of real estate transactions, for the referral of inspections or for inclusion on a list of recommended inspectors, preferred providers, or similar arrangements.*

### QUESTION:

In light of Item 1 of the Code of Ethics, "Inspectors shall avoid ... activities that ... appear to compromise professional independence," is it acceptable to work in my local area to encourage other inspectors not to use pricing as a competitive tool, but to rely on their professionalism to sell their services? I would not try to set prices, but I would try to influence others in the profession through educational efforts such as our chapter magazine.

### RESPONSE:

The provision of the Code addressing professional independence (Item 1) does not really apply to your question. In the context of the Code, professional independence means freedom from the improper influence of the inspector, caused by potential conflicts of interest that could result in a lack of objectivity or inspection integrity.

Item 3 of the ASHI Code of Ethics states, "Inspectors shall avoid activities that may harm the public, discredit themselves, or reduce public confidence in the profession." There are many dos and don'ts regarding when and how competitors can generally discuss pricing of services. These guidelines are beyond the purview of the Code of Ethics Committee. An improper discussion can result in substantial penalties. Therefore, unless legal advice is obtained, such discussions are discouraged, despite the best of intentions.



# SunRADON

**We'll always be "in this together."**

At SunRADON, our purpose is to provide the most advanced, affordable and reliable Radon and Indoor Air Quality monitors.

That's how we help you, our trusted partners, to further the common goal—avoidance of Radon-induced lung cancer. Thank you for all that you do to protect homeowners.

**To learn more about our Radon detection solutions, visit [sunradon.com](http://sunradon.com).**



## Monitor Your Air, Protect Your Health



1028™ XP CRM



OneRADON™  
Mobile & Desktop



OneRADON™ Cloud



lüft™  
Plug-in Monitor



**SunRADON**

[sunradon.com](http://sunradon.com)  
+1 (321) 255-7011



# RUN YOUR BUSINESS LIKE A **BOSS.**

## **Standout reports**

Customize reports to reflect your unique value, and bring them to life with expandable videos and 360° images.

## **A better buyer experience**

Impress clients with branded reports delivered on your site, the ability to create a repair addendum right from the report, and timely notifications.

## **Hello, cash flow**

Stay organized with business management tools that make scheduling and invoicing more efficient.

 **REPORTING**

 **MANAGEMENT**

 **MARKETING**

**Let's do this.** Download a free 30-day trial at [HomeGauge.com](https://HomeGauge.com).