



NOVEMBER 2021

# REPORTER

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



## THE RETURN TO INSPECTIONWORLD

JANUARY 16-19, 2022 | ORLANDO, FL





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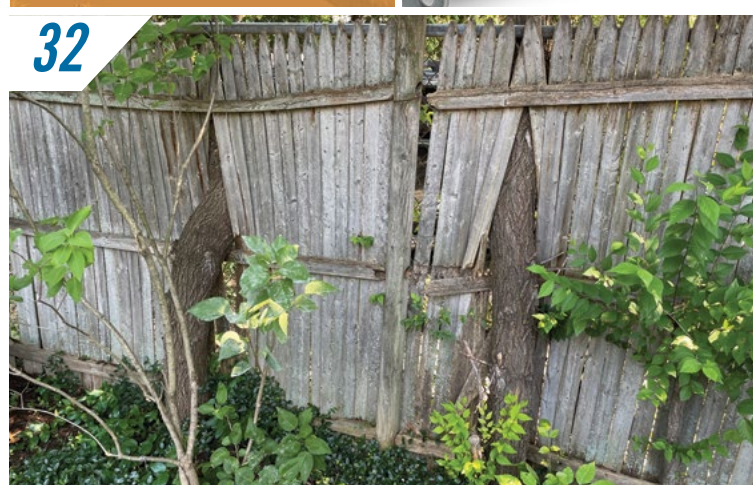
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# Managing Risk

## SEPTIC INSPECTIONS: AN OPPORTUNITY IN ONE IN EVERY FIVE HOMES

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 [www.inspectorproinsurance.com/ashi-advantage](http://www.inspectorproinsurance.com/ashi-advantage).*





**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.

*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.*

**ACCORDING TO THE EPA, 20% OF HOUSEHOLDS IN THE NATION HAVE SEPTIC SYSTEMS, AND ABOUT ONE-THIRD OF ALL NEW DEVELOPMENT USES SEPTIC OR OTHER DECENTRALIZED TREATMENT SYSTEMS**

**M**any home inspectors are wary of what's lurking beyond the confines of their visual examination. Buried in the ground, septic systems can be one of the last things sellers and buyers consider during real estate transactions. But they don't have to be.

Also known as individual onsite or small community cluster systems, septic systems treat and dispose of wastewater from houses and businesses in suburban or rural areas not serviced by centralized public sewer systems. According to the EPA, 20% of households in the nation have septic systems, and about one-third of all new development uses septic or other decentralized treatment systems.

Such systems are integral to residents' health and can cost thousands of dollars to repair or replace. As such, you stand to make a significant impact on your clients' well-being should you decide to offer septic inspections. And you could make an extra few hundred bucks.

## WHY HOME INSPECTORS OFFER SEPTIC INSPECTIONS

The following are some of the reasons home inspectors might offer septic inspections.

### 1. SEPTIC SYSTEMS ARE MORE PREVALENT IN THEIR AREA.

The distribution and density of septic systems varies widely by region and state, reports the US Bureau of the Census to the EPA.

While septic systems service only 10% of California properties, the systems service 55% in Vermont. Indeed, New England has the highest proportion of homes served by septic systems, with many states reporting about half of homes being served by individual systems. The southeastern states, too, depend on septic systems, with more than 40% of North Carolina, Kentucky, and South Carolina homes using such systems.

Inspectors living in regions that rely upon septic systems may offer inspections to meet demand.

### 2. SUCH SYSTEMS REQUIRE REGULAR INSPECTIONS.

The EPA recommends that homeowners hire inspectors to examine their septic systems at least every three years. Such regular inspection requirements create an opportunity for inspectors looking to perform more periodic services.

Additionally, some regions and states, like Massachusetts, have specific requirements that mandate septic inspections during real estate transactions. Such regulations enable inspectors to tack septic inspections onto their standard home inspections. What's more, state laws requiring septic inspections may give inspectors more material to argue the value of pre-listing inspections to sellers.

### 3. IDENTIFYING SEPTIC ISSUES EARLY CAN SAVE CLIENTS MONEY.

Whether your client is a buyer, seller, or homeowner, providing them with current information about the property's septic system helps. If your inspection identifies issues early, your client can save thousands of dollars in repair or replacement costs. And even if you catch problems that have already developed, you're still providing your client with valuable information that will inform their real estate transaction and potentially lead to necessary improvements.

## INVESTMENTS INSPECTORS MAKE

To perform most ancillary services, home inspectors invest in licensure, training, equipment, and endorsements.

### LICENSURE

Most states do not require septic inspectors to have a license. But some jurisdictions, like Missouri, do. Be sure to check your state and local laws to see if your area requires licensure and what you need to do to obtain licensure.

### TRAINING

Even if training is not required in your state, taking courses to increase your knowledge of septic systems is wise. By pursuing knowledge, you qualify yourself to perform better inspections, generate more credibility in the field, and mitigate potential claims. Consider starting with the course "How to Perform a Septic System Evaluation" on the ASHI Online Learning Center (AOLC).

### EQUIPMENT

Lucky for prospective septic inspectors, you don't need any equipment to perform a septic inspection. By verifying the water level, running water flow tests, and checking for any backflow from the absorption area, inspectors can report on functionality and blockages. For those inspectors interested in flushing dye down the system to confirm from where water originates, they may purchase dye kits for less than \$20.

### ENDORSEMENTS

An endorsement is a form that either modifies or adds coverage to your insurance policy. Most home inspection insurance policies exclude additional services like septic inspections. Thus, the insurance company will not offer coverage for those additional services without an endorsement. So, if you perform septic inspections or want defense and indemnity for related claims, you may wish to modify an existing policy exclusion with an endorsement. Typically, insurers charge a flat, annual fee around \$100 for a septic endorsement.



## LIMITING YOUR LIABILITY

Below are some suggestions on how you can safeguard your business while performing septic inspections.

### GET YOUR PRE-INSPECTION AGREEMENT SIGNED AHEAD OF TIME.

For most of you, getting a contract signed is second nature. But are you getting it signed prior to the inspection 100% of the time? If not, you're in jeopardy of losing your insurance coverage and gaining a potential lawsuit. Make the "pre" in "pre-inspection agreement" a priority by making sure your clients sign prior to every inspection.

Learn more about the importance of getting your contract signed ahead of time in our article "Your Pre-Inspection Agreement: Signatures" on [inspectorproinsurance.com](http://inspectorproinsurance.com).

### PROTECT YOURSELF FROM POTENTIAL HEALTH HAZARDS.

By nature, septic systems contain dangerous waste and noxious fumes that pose potential health risks. Never put yourself in a position that puts you in harm's way. Don't enter a septic tank—even to look for cracks. Be cautious of unstable tanks that might collapse. And never pump or remove waste.

### PREVENT POTENTIAL FALLS.

As noted above, the health hazards that septic systems pose make it imperative to avoid possible falls. Protect yourself, your team, and your clients by preventing potential falls into the tank, like Gary Youness of House To Home Complete Structure & Property Inspections, LLC in Michigan.

**"ONCE THE FLOW TEST STARTS, THE INLET COVER IS REPLACED. THEN A PLYWOOD CUTOUT IS PLACED OVER EACH EXIT SIDE, AND THE EXIT COVER IS PLACED ON THAT FOR WEIGHT,"**

— YOUNESS SAID.

**WHILE SEPTIC SYSTEMS SERVICE ONLY 10% OF CALIFORNIA PROPERTIES, THE SYSTEMS SERVICE 55% IN VERMONT. INDEED, NEW ENGLAND HAS THE HIGHEST PROPORTION OF HOMES SERVED BY SEPTIC SYSTEMS, WITH MANY STATES REPORTING ABOUT HALF OF HOMES BEING SERVED BY INDIVIDUAL SYSTEMS**

"This reduces the risk of anyone falling into the tank, like buyers' kids who run wild and, many times, unattended."

### DON'T JUMP TO CONCLUSIONS.

Don't make assumptions based on incomplete information. Checking the system's maintenance history is important and instructive. However, it's the sludge level that should determine whether contractors need to pump the tank again. Additionally, while a dye-flushing test can confirm where water's originating, it cannot confirm that the septic system is functioning properly. Make sure to report on any observations you make and tests you run carefully and accurately. Overpromising and assuming can lead to claims.

Encourage your clients to keep their expectations in check, too, in your pre-inspection agreement and your reports. As with all inspections, many things can change from the time of examination to when the homeowner potentially starts seeing problems. Things like heavy snow melt, spring rains, and large moving trucks can lead to different septic conditions post-inspection.

### SEPTIC INSPECTIONS AND HOME INSPECTIONS

Are septic systems common in your area? Would you like to offer a service that homeowners require regularly? Want to save your clients money?

If you answered "yes" to any of these questions, perhaps it's time for your company to offer septic inspections.

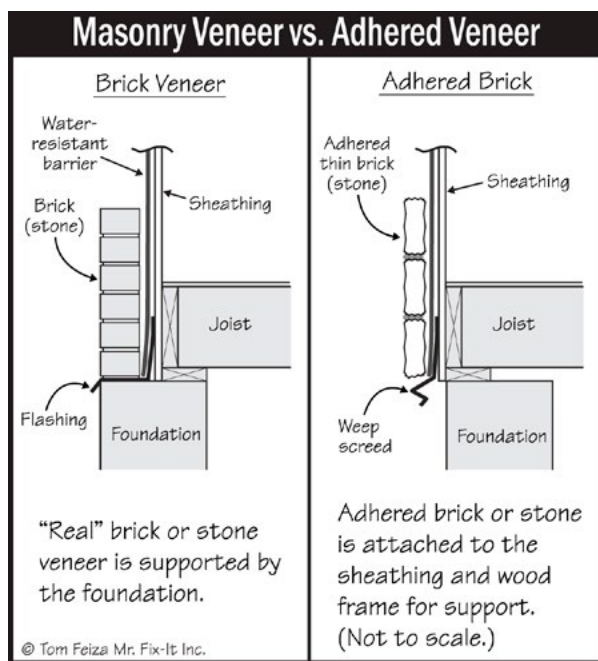
# SMART INSPECTOR SCIENCE

## ADHERED MASONRY DRAINAGE

**Any kind of siding can leak—including adhered masonry. To prevent water damage to the wall assembly, adhered masonry must be properly drained.**

### ADHERED MASONRY VS. GOOD OLD BRICK VENEER

In the past 20 years, adhered masonry has replaced real masonry veneer as the most common exterior stone finish. We use different terms for this adhered product: faux stone or brick, adhered stone, thin cut stone, manufactured stone or veneer, "lick and stick," and the list goes on. The important issues are the product's thickness, drainage, and how it is assembled on the wall.



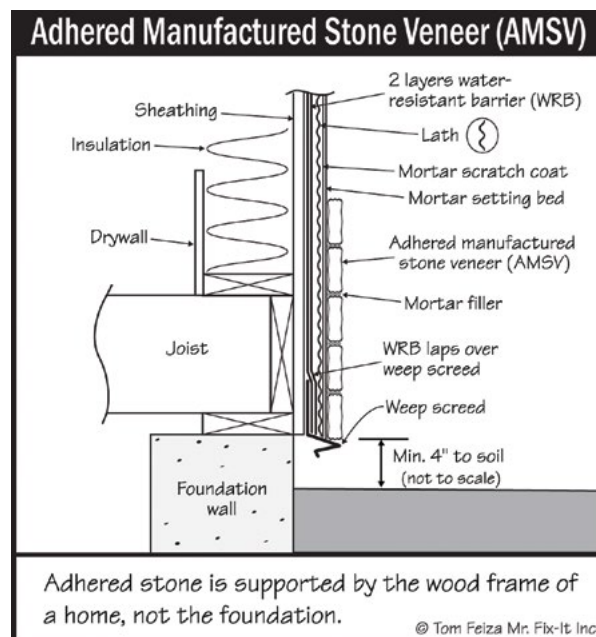
S124

Illustration S124 Masonry Veneer vs. Adhered Veneer

Illustration S124 shows the basic difference. Real brick or stone veneer is supported by the foundation. There is an air gap with a water-resistant barrier and flashings for drainage. In contrast, adhered brick or stone is attached directly to and supported by the frame of the home. Adhered stone requires a specialized water-resistant barrier and special flashings because there is no air gap.

### ADHERED MASONRY VENEER

Details of installation and water barrier/drainage for adhered stone (Illustration S108) are similar to those for synthetic stucco. There should be multiple layers of a water-resistant barrier and metal lath. Then the product is adhered with mortar. The proper assembly requires a weep screed at the lower edge and a 4- to 6-inch clearance to grade. The clearance to the roof, supported concrete, and walks is often 1 to 4 inches. There are critical requirements for flashing over all penetrations like windows and doors as well as edge sealants to windows.



S108

Illustration S108 Adhered Manufactured Stone Veneer (AMSV)

Look for specific installation requirements for adhered products used in your area. A good general reference is "Installation Guide and Detailing Options for Compliance with ASTM C1780" by the Masonry Veneer Manufacturers Association. Google "MVMA" or the publication's title and you will find downloadable versions of the guide.



Tom Feiza has been a professional home inspector since 1992 and has a degree in engineering. Copyright © 2021 by Tom Feiza, Mr. Fix-It, Inc. Reproduced with permission.

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



## PROBLEMS WITH ADHERED STONE

I have seen many, many issues with the installation of adhered stone. It is rarely installed correctly. Take a look at Photo 1. You can see moisture stains where water enters the wall. There should be a gap and flashing to the roofing to keep water from becoming trapped against the stone by the angle of the vertical wall. This home had major leaks into the front entrance and the basement.



Photo 1. Adhered Masonry Veneer Issues

Photo 2 shows classic missing details—no kickout flashing to the gutter, and no flashing and spacing above the shingles.



Photo 2. Adhered Stone - No Kickout Flashing

## THE TAKEAWAY

You should be able to recognize the difference between adhered masonry and real masonry veneer. Study the installation details for adhered masonry, and carry them with you during inspections. Identify any visible adhered stone installation defects and call for further evaluation. Adhered stone needs a specialized inspection, just as synthetic stucco does. Many times, damages hidden behind the adhered stone are not visible during your inspection.

*To learn more, attend Tom's technical presentations at educational sessions for ASHI chapters and local groups. Tom can also provide his knowledge for your educational event; contact him at [tom@htoyh.com](mailto:tom@htoyh.com). Tom will present two educational sessions at ASHI's InspectionWorld 2022; Plumbing and Sewage System Inspection and Development, and Understanding and Inspecting Old and New Forced Air Heating Systems.*



**INSPECTIONWORLD**  
2022 ORLANDO FLORIDA

# GFCI VS AFCI DEVICES

## WHAT'S THE DIFFERENCE, AND WHY SHOULD I CARE?

By David Rushton




*David Rushton has been a licensed master electrician and general contractor since 1982. He has been a home inspector since 1993 until retiring at the end of 2021. He currently performs commercial building inspections and teaches seminars and classes for home inspectors in the Virginia area and throughout the country. He can be contacted at 540-660-2403 or [ableinsp@centurylink.net](mailto:ableinsp@centurylink.net).*



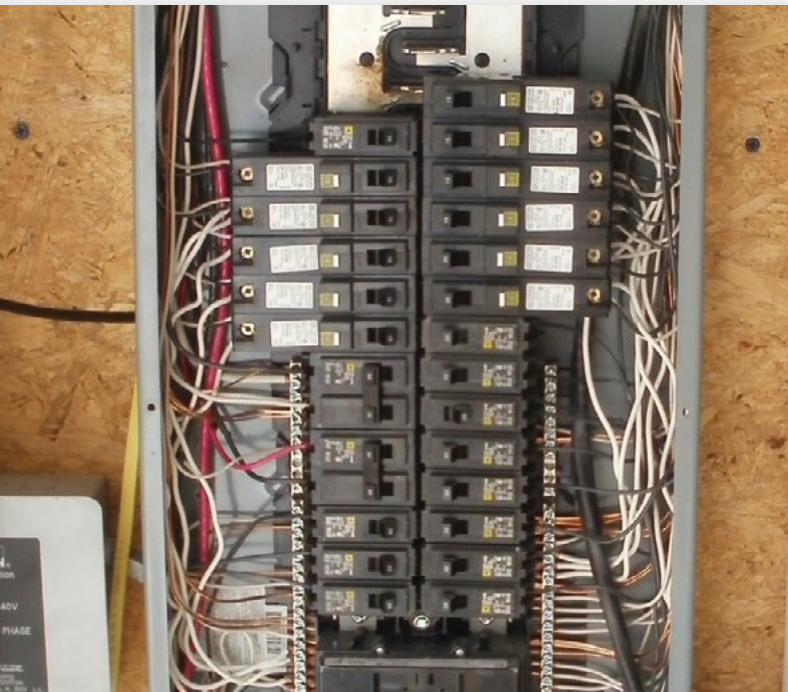


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**G**round fault circuit interrupters and arc fault circuit interrupters sound as though they're very similar, but their functions and purposes are very different.

The primary purpose of ground fault circuit interrupters is to protect people from electrical shock. Arc fault circuit interrupters are intended to limit the possibility of an electrical fire caused by an arc. The way each device functions is also very different.



## GFCI DEVICES

Ground fault devices compare the current in the ungrounded (black) and grounded (white) conductors. If there is a difference over 5 milliamperes (5ma) between the conductors, the device shuts off power. The difference is caused by current leaking out of the circuit to ground, a ground fault. The fault must be removed before the GFCI will reset.

The electrical circuitry is simple for GFCI devices. The two conductors are passed through a coil of wire (a toroid). The difference in current induces voltage in the toroid, which activates a trip mechanism. This circuit design is universal for the GFCI devices; all manufacturers' GFCI devices trip this way.

Ground fault circuitry can be built into receptacles or circuit breakers. GFCI devices can become defective, which is why they have always had test and reset buttons on the face of the receptacles and test buttons on the breakers. Since around 2016, GFCI receptacles have had self-test circuitry built into them. These newer receptacles test themselves every 3 seconds and shut off if they fail the self-test. Circuit breakers do not have the self-test feature built into them and must be tested manually per the manufacturer's instructions, usually monthly. GFCI receptacles now provide better protection than the breakers.

GFCI devices could become defective and still provide power. Unless someone used the test buttons or a GFCI tester, the defective device would remain in service. Newer devices should not provide power when they are defective. They should not reset when the reset button is pushed—whether after the test button is pushed, a fault is induced by a tester, or a fault is detected by the receptacle self-test. The GFCI will also not reset if there is no power to the device. Indicator lights on newer devices will show if a device is tripped and also may indicate if it has power.

## AFCI DEVICES

Arc devices have much more sophisticated circuitry. The arc detection circuitry has been developed over the last 20 years and is complex. The earliest devices would only detect series arcs, or arcs that were directly in the circuit. The next step was to detect parallel arcs—arcs that occurred between the ungrounded and grounded conductors. Now all AFCI devices in residential construction are required to detect both series and parallel arcs.

The circuitry is required to distinguish between arcs that occur in normal operation of some devices, especially in motors like fans and vacuum cleaners, and arcs that occur as faults and need to have the power shut down. The different manufacturers have all developed proprietary circuitry to achieve these results. The earliest series type AFCI devices were very likely to have nuisance trip problems.

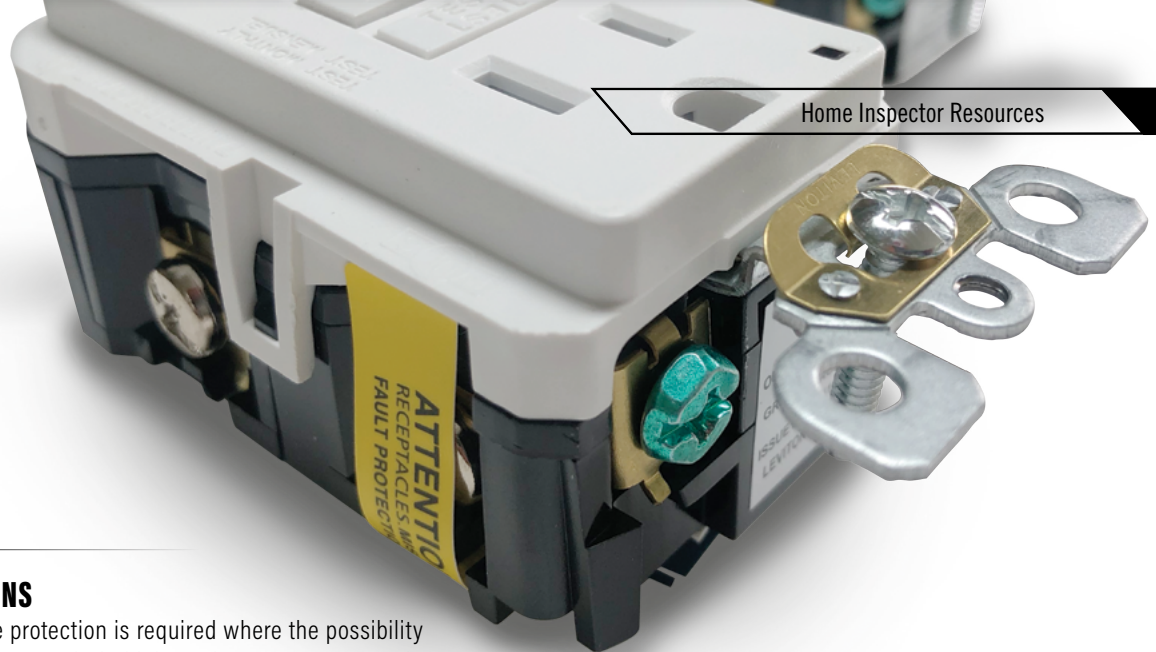
There are AFCI breakers and AFCI receptacles. The breakers are just about universal in new construction. I have never seen an AFCI receptacle installed in a new house.

Since AFCI devices are protecting against arcing, if an AFCI receptacle is installed, the circuit feeding the receptacle isn't protected by the device. Code requires the conductors feeding an AFCI receptacle be protected by flexible or solid metal conduit.

Since the breakers protect the wire right from the panel, no protection is necessary for the conductors. It is much easier to install an AFCI breaker than to install a protected feeder to an AFCI receptacle. If a circuit is extended or a receptacle replaced, some jurisdictions may require anything added to an existing building to be up to current standards, and an AFCI receptacle may need to be installed.







## REQUIRED LOCATIONS

Ground fault receptacle protection is required where the possibility of an electrical shock to people is high, such as near water or in electrically conductive areas. Bathrooms, kitchen counters, within 6 feet of any sink, garages, unfinished basements, laundry rooms, and all exterior locations. Receptacles near any body of water, such as tubs, whirlpools, spas, pools, and saunas, need GFCI protection usually within 6 feet. Some locations like pools and pool equipment may have additional requirements.

The electrical code began requiring GFCI protection in the mid-'70s and has expanded through the years. The adoption of GFCI requirements is fairly uniform through most jurisdictions, though the time frame for adoption varies.

In my inspection and reporting, I recommend GFCI protection in all areas according to the most current standards. I do not excuse missing GFCI protection as "grandfathered" or "not required when the house was built." I note it all in my reports and strongly recommend upgrading it to current standards. If someone is injured or worse from an electrical shock in a house you inspected, no one is going to want to hear "it was grandfathered in." GFCI devices can also be used on older wiring with no third grounding conductor. This upgrade will provide shock protection for people on ungrounded circuits, but it does not provide grounding protection for equipment that requires a grounding conductor.

The requirements for AFCI protection can vary widely by jurisdiction. To properly report on AFCI protection, an inspector needs to be familiar with the requirements in the location of the inspection. Some areas may have different requirements between different localities such as town, county, or state. The initial AFCI requirements were for bedroom receptacles beginning about 2003. In 2006 this was expanded to everything in a bedroom—including lights, ceiling fans, and smoke detectors.

Some jurisdictions have limited AFCI requirements to the bedrooms. The current code requires AFCI protection in residences for all 15 and 20 amp 120 volt circuits that supply all outlets (this includes receptacles, switches, lights, appliances, and smoke detectors) in all habitable spaces—including closets, hallways, laundry rooms, and finished basements. Attics, unfinished basements, garages, and exterior areas are areas where AFCI protection isn't required. Protection is now required in most of the house. While it certainly isn't wrong to recommend upgrading to current standards, the standards of the inspection location should be referenced rather than the overall standard if protection of all habitable spaces isn't required.

Reviewing the GFCI and AFCI requirements shows areas of overlap where both types of protection are necessary. Combination AFCI/ GFCI breakers are now readily available to meet these conditions.

## TESTING PROCEDURES

ASHI and most state standards require an inspector to test the GFCI protection in a home. It is best practice to test receptacles with both a GFCI tester and by pushing the test button. Don't forget to reset all tripped devices. Yes, it may take quite a while to find the GFCI receptacle behind the refrigerator or the storage in the garage or basement. If you are not able to test all the GFCI devices (i.e. exterior receptacles after the house is locked up), note that in your report. If you can't find a GFCI to reset it, be sure the current owner of the property is advised of the situation so they can remedy it.

All GFCI devices should be accessible to reset, not behind a refrigerator or on the garage ceiling. If you can't find it, your client may not be able to find it either. GFCI receptacles are now available with audible alarms that sound when the device trips. These are annoying when doing an inspection but can alert someone to a tripped device especially in an important location like a sump pump or freezer.

The presence or absence of AFCI devices is required to be noted in your report. AFCI devices should not be tested unless a home is unoccupied and empty. If a home is occupied, tripping an AFCI breaker may shut off equipment or devices that may lose programming or be critical to life safety (i.e. respirators). In an empty home, push the AFCI test buttons and check that the required protected areas are indeed turned off.

Since AFCI circuitry is proprietary, a device manufactured to test one manufacturer's device may destroy another manufacturer's circuitry. If you have purchased an AFCI device tester, throw it away.

Combination AFCI/GFCI breakers can and should be tested, as it is assumed that any device on GFCI circuits can be turned off and on with the testing. Circuit breakers usually will be marked on their face with the type of protection they are intended to provide.

Understanding the operation and reasons for GFCI and AFCI protection is important for you and most especially your clients. They are the ones who may suffer the consequences of inadequate or defective GFCI and AFCI protection. Upgrading an older home to current standards generally would not be a prohibitively expensive proposition.

# THE RETURN TO INSPECTIONWORLD

The major educational event is back and set to take place in January in Orlando.

By Edwin Barrera, Director of Education and Curriculum Development







# INSPECTIONWORLD

JANUARY 16-19, 2022 | ORLANDO, FL

InspectionWorld (IW) has been the best long-standing home inspection event every year for so many years; it seems the only thing that could have stopped us was a pandemic.

The year 2021 was the first time in ASHI history where IW was canceled for the safety of all our members, participants, and staff. The team here at ASHI is looking forward to 2022, having already started preparations for the upcoming InspectionWorld quite some time ago. We are still cautious, as the situation seems to change daily, but that is not stopping us from planning a quality educational event.

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# INSPECTIONWORLD

JANUARY 16-19, 2022 | ORLANDO, FL

## What to Expect

InspectionWorld 2022 will have three great tracks of educational sessions and discussion panels—the Essentials track, Advanced track, and Multi-Inspector/Specialty track. Here's what I learned from some of our great presenters.

### The Essentials

The Essentials track will focus on essential technical knowledge to provide a stronger foundation for several in-demand topics, including the below.

Mike Casey, ACI, MCI, instructor, and home inspector for more than 30 years, will lead a session on electrical basics as well as one on fireplaces and woodstoves.

#### Basic Electrical.

Casey said that while many courses ask you to memorize content, the best courses teach you how to understand why you are doing what you're doing. "It's easier to inspect when you understand why you are doing that," he said.

Casey's basic electrical session will cover the theory of electricity, how electricity works, how current travels in a circuit, and more, as well as go into defects. You can expect to get detailed information on the need for neutral or grounded conducting, the purpose of grounding conductors, and how electricity moves in a circuit.

#### Fireplaces and Woodstoves.

Casey reminds us all that "It's a fire in your house!" so it's essential that fireplaces and woodstoves be appropriately inspected and maintained. Casey has seen many improperly installed woodstoves that present a fire hazard, and he said these must be brought to clients' attention.

This session will cover the fundamentals of inspecting fireplaces and woodstoves, going into specific components and their functions, what can be done to reduce woodstove clearances, and reviewing evidence of failures and improper installations. Casey estimated that more than half of the woodstoves he encounters are installed improperly.

## Roofing: The Devil is in the Details.

David Rushton, ACI, licensed master electrician, and past president of NOVA ASHI, said roofing is one inspection area that tends to have a lot of issues, ranging from any number of minor repairs to an entire roof replacement. These roofing defects could mean a significant expense for your client, and home inspectors need to provide this information correctly.

Rushton's roofing educational session will cover steep and low slope roofs as well as new and old materials, skylights, and flashing. "A roof that looks brand-new with no flashing may be leaking where the old roof was leaking, and that is something the home inspector needs to identify," he said. Rushton will also discuss the importance of phrasing, such as "monitor for future repairs or replacement," or "evaluation by a roofing professional because of limited access a home inspector has to the roof."

You'll also find great sessions led by Mike Conley, Tom Feiza, and Bruce Barker, among others. Additional sessions in the Essentials track include:

**Inspecting Pools and Spas/Hot Tubs**

**Inspecting Mobile/Manufactured Homes**

**Understanding and Inspecting  
Old and New Forced Air Heating**

**Plumbing and Sewage System  
Inspection and Development**

**ASHI Standard Deck  
Inspections Part Two**





## For the Advanced

For experienced home inspectors, you'll find the Advanced track of educational sessions.

These sessions will add to your bank of knowledge on selected topics. I caught up with three speakers—Rushton, Michael Bryan, and Shannon Cory—to get more insight.

### **Inspecting Masonry: Masonry Installation Methods, Techniques, and Practices**

This year's InspectionWorld will include two masonry sessions (above) led by Bryan, a journeyman mason for 14 years and a home inspector for 26 years. Bryan's sessions will help to build an understanding of the installation process and what happens when masonry is not installed correctly. "Usually when you are looking at a problem in masonry, it's not the material; it's the installation," Bryan said.

He said moisture level during installation is critical, too. "Moisture level is one thing that leads to proper installation of masonry. If you are bone dry or too wet when installing brick or masonry, it will lead to failure," Bryan said. "There is a sweet spot for moisture level."

He said when masonry is properly installed, it won't leak. "It's an installation problem, not a system problem." He said a good understanding of the installation process will help home inspectors know what they are looking at when inspecting masonry. In these sessions, you can expect to learn to identify and describe masonry systems, recognize properly and improperly installed masonry units, and properly report masonry defects, deficiencies, and concerns.

### **Electrical Inspections: Beyond the Three Light Tester**

In this electrical session, Rushton digs deep. He said electrical is "one of the hardest subjects to learn and to really understand its details and semantics."

But Rushton is excited to develop home inspectors' knowledge further and expand and emphasize why semantics are important, particularly in reports, reminding us that there is a "difference between bonding and grounding... almost the same thing but not quite."

This session will share how experienced home inspectors can go beyond the minimum inspection requirements. Rushton will also share how to best report electrical defects to your primary client, the home buyer, ensuring it is clear, specific, and correct.

### **Correcting Crawl Space Environmental Issues for Better Indoor Air Quality**

Shannon Cory, retired ACI, research engineer, and instructor, will present this session on crawl spaces and indoor air quality.

Cory said the environment in crawl spaces needs to be controlled, as there could be many residuals from pesticides, mold, and other chemicals that affect air quality. "If your mechanical system is in the crawl space, 60% of the makeup of the air into the house is coming from the crawl space if you have it in the attic; about 40% of the makeup of the air into the house if it's coming from the crawl space. In both scenarios you have to control the makeup of the air."

He said the key is to keep the moisture from gaining access to crawl spaces. To prevent moisture, you may need to remove surrounding vegetation, change the outside grading, or change the direction of downspouts to keep moisture from accessing the crawl space.

Other sessions in the Advanced track will be led by Michael Conrad, Mark Parlee, Dan McLaughlin, and Conley. Sessions you can expect in this track include:

### **Inspecting the Exterior... The Hidden Problems**

### **Residential Heating, Cooling, and Ventilation Systems**

### **The Science of Air Conditioning and Heat Pumps.**





### **For Multi-Inspectors**

Our third track comes directly from InspectionWorld 2020 feedback, where participants experienced a great discussion panel with a mixture of leaders in the multi-inspector field. For 2022, we made the conscious decision to include a Multi-Inspector track and offer additional discussion panels to help answer questions and get insight from another great group.

### **Our Multi-Inspector track will have discussion panels focusing on different topics, including:**

**Business Development and Marketing**

**Operations and Legal**

**Diversification—Empowering the Inspector Knowledge.**

### **But we don't stop there! We also have leaders presenting on:**

**Growing into A Multi-Inspector Firm**

**The Structure of Empire Organizations**

**Preparing to Sell Your Company.**

### **Specialty**

This year we were also able to include some great specialty sessions.

#### **How to inspect Radon Mitigation System Using ASHI Standards.**

Cory will also lead a detailed session on radon mitigation at IW. Why is that important? Cory said that with a level of 4 pCi/L of radon exposure, "You're looking at 200 chest X-rays of radiation exposure per year," and you can't see, smell, or taste radon. "You are breathing radioactive elements," Cory said.

Fortunately, you can mitigate radon in the home. Home inspectors must know how to inspect those systems to ensure proper radon mitigation effectively. Cory said it's important to be aware of mitigation systems in crawl spaces that may be listed to control moisture and not radon. He said home inspectors need to read the label. These systems have radon control but cannot be written in the report as a radon mitigation system, Cory said. He also shared that moisture mitigation systems do not identify their pipes, but the radon system will have the pipes labeled. Join Cory to learn more about these critical mitigation systems and how to inspect each specific system properly. He also plans to share images of proper installations and improper installations of these systems.

With so many great sessions to choose from, this InspectionWorld is set to be another great one, especially after such trying times. I am thrilled to be a part of this exciting educational event, and I and the rest of the team look forward to seeing you all there.

### **Join us as we count down the days to InspectionWorld 2022!**



# HOME INSPECTION INFORMATION AT THE TOUCH OF A BUTTON

*Both NHIE manuals are now available as e-books:*

*Mechanical Systems and NHIE Content Manual*

*Structural Systems and Business Manual.*



Whether you're preparing to take the National Home Inspector Exam or are looking for reliable home inspection information on the go, the new NHIE e-books contain the same great content as the hard copies and have features that allow for an immersive experience, such as highlighting, creating notes and flashcards, a read-aloud feature, and more.

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# 5 REASONS TO ATTEND IW '22

By Chris Karczewski, Content Manager



**W**ith InspectionWorld 2022 coming back in person, we are more than excited to be back in conference mode again. In-person events are so enriching, as you get to experience the best of educational offerings as well as rub shoulders with other attendees between events.

*As we ramp up for the conference, here are some reasons why you should attend this year's InspectionWorld.*





# INSPECTIONWORLD

JANUARY 16-19, 2022 | ORLANDO, FL

[INSPECTIONWORLD.COM](https://www.inspectionworld.com)

## 1. LEARN SOMETHING NEW.

First and foremost, InspectionWorld is an educational conference, and ASHI is dedicated to bringing in leaders from across the home inspection profession to instruct our sessions. The educational portion will feature specific tracks that will offer instruction for every level, whether you want to focus on the fundamentals or branch out into more advanced topics. Even veteran inspectors will tell you “there’s always something new to learn,” and you will surely bring some new ideas or techniques with you that will improve your home inspection business.

## 2. SHARE YOUR EXPERIENCE.

During the sessions, instructors will encourage you to share your experiences and provide real-life examples. At InspectionWorld, we find that the best learning comes when attendees actively participate in sessions. It is an excellent way for others to learn and bring different perspectives to similar situations. Your input can take the discussion to the next level and encourage others to get involved, all while getting helpful feedback from your fellow inspectors who face the same obstacles and challenges as you.

## 3. MEET YOUR FELLOW INSPECTORS.

After an off year and a global pandemic, there is just no substitute for in-person interaction in a conference setting. The halls of InspectionWorld will be again filled with the upbeat energy of attendees eager to make new connections and meet colleagues from across the country. Take this opportunity to talk shop with your fellow home inspectors. Not only can you learn from each other by sharing your insights, but you can also swap stories from the field and get to know one another better, building lifelong relationships in the process.

## 4. TEST OUT DIFFERENT EQUIPMENT.

The exhibit hall will feature various affiliates and vendors who offer products and services to help you perform inspections and run your business more efficiently. This is an excellent occasion to get your hands on the latest tools and tech in the industry and try them out to see if they will make a valuable addition to your business. The best part? You get to discuss the products and services with knowledgeable reps or sometimes even the actual creators themselves—learning the ins and outs from the experts on the spot.

## 5. RELAX AND UNWIND.

Attending a conference often comes with long days full of classes, special events, networking, and more. It’s easy to get carried away with the opportunities available for professional and personal development, but you should also find some time to unwind throughout the conference. Onsite, the Caribe Royale Resort offers some incredible amenities, from pool and spa services to treat yourself to a nice meal at one of the resort’s restaurants. For those wanting to explore further, Disney Springs is not far from the resort and gives you even more shops, restaurants, and attractions to check out while you enjoy a change of scenery.

**HAVE A GREAT CONFERENCE!**

# SERIOUS COMMITMENTS

**WE RECOGNIZE AN ASHI EMPLOYEE  
FOR HIS SERVICE—TO THE MILITARY  
AND TO A LIFETIME OF LEARNING.**

By Laura Rote, Editor



**E**ducation is a big deal for Jazz Schools. The 30-year-old joined ASHI in March 2021 as education administrator, but it's his time in the military that ignited his love of learning and brought him to where he is today.





"It sparked something in me," he said. "And I was able to get my bachelor's degree and a master's in the military. Ever since then, I just never wanted to stop learning. My end goal is one day to end up getting my PhD."

Schools grew up in Washington, DC before joining the US Air Force after high school. His first job in the military was nothing short of intense; he worked in aircraft fuel systems maintenance. "I crawled inside of aircraft fuel tanks and fixed things," he said.

For six years Schools was in that role, before going on to teach aircraft fuel systems maintenance in the military for several more years. Working on aircraft is high stakes, and his experience taught him not to be afraid to ask questions, and to study, learn, and pay attention to detail.

***"In the military if you don't know something, you have to figure it out. There's not really another option," he said. "The difference between me saying a jet can fly and it can't has repercussions down the line."***

The experience taught him discipline, hard work, focus, and endurance, to say the least. "I spent my entire 20s in the military," Schools said. "It taught me a lot. I definitely don't make a lot of excuses for anything. And it would take a lot for me to quit something."

When Schools was considering his next move after the military, he thought not about inspecting aircraft, but about home inspection. At the time he was moving from Phoenix to just outside of Atlanta.

After purchasing their new home, Schools headed to Georgia to get the house ready for his wife and young daughter. "I moved in first because I wanted to clean and do stuff like that. I didn't have any hot water, and nowhere in my home inspection report did it say anything about my hot water heater," he recalled. "Then I started looking and Georgia is not a licensed home inspector state. So that got my gears turning. I was like, imagine if I could have done this myself, if I could have inspected my own home."

While Schools isn't currently studying to be a home inspector, he has a deep respect for the profession, and his home-buying experience led him to find ASHI. Here he does everything from provide support to ASHI chapters with events to ensuring state continuing education is up-to-date. Most recently he's been working on ASHI Edge, a new learning management system (LMS). The online platform launches this fall and will make it even easier for inspectors to complete their online continuing education. "The changes are exciting, especially our new LMS," he said. "I'm very excited that I can be hands-on with the course creation side of it."

Schools has worked with the instructional designers as well as engineers to get that LMS up and running. "I've looked forward to being able to learn from them, because I'm not an instructional designer, but it's definitely interesting to learn from them and see the process," he said.

Prior to this role managing LMS training plans and education unit certification projects, School worked as a training coordinator for Chris 180—a nonprofit in the Atlanta area that provides housing, counseling, and addiction treatment for traumatized youth. Today he trains home inspectors instead of counselors, therapists, and social workers. It's fulfilling in a different way.

***"It's definitely a tight-knit community," he said of ASHI. "Sometimes I'll call a home inspector or they'll call me, and they're great storytellers. Occasionally I'll end up talking to an inspector who's a veteran, too. They're all great people, so I'm just glad I get to help them."***

Education is big for the Schools family in general—no pun intended. Schools' wife also values education and works as a sixth grade teacher. Schools himself has a bachelor's degree from Southern New Hampshire University and a master's from Liberty University, both in business.

Talking to people, helping them learn, and continuing to learn himself is all part of the joy of his new role, Schools said. "Home inspectors need the continuing education; it's vital to their livelihood," he said. "Certain states require these inspectors to have X amount of hours of continuing education and without it, they can't renew their license. And if they can't renew their license, they can't work."

# SHIFTING THE FOCUS ON SOCIAL MEDIA

By Chris Karczewski, Content Manager



## WHY THE NEW DIRECTION?

Coinciding with the arrival of Director of Communications Marianne Sackett, the team at ASHI is working to give ASHI's communication channels more direction and purpose. We currently have several platforms that deliver content dedicated to our members, including the *Reporter* and the ASHI discussion forum, that focus directly on home inspection topics and often get into specialized, in-depth discussion of these topics.

With our member-centric channels covered, we saw the potential for ASHI's social media platform to generate more awareness about home inspection, especially to groups outside of the home inspection industry. Our goal with the consumer content is to use our social media platforms to reach this consumer audience.

**O**ver the past few months, you may have noticed a shift in the content being posted on ASHI's social media. Instead of posting content directly related to home inspection, ASHI has created content discussing the larger real estate market topics. A key detail about this content is that it is designed specifically for consumers who are in the market to buy a home—or, in other words, the potential clients of our members.



## ***Joining the conversation across a broader range of topics gives ASHI more opportunity to reach new consumer audiences by meeting them on their level.***

### **CONSUMER CONTENT AND SOCIAL MEDIA**

The articles written for ASHI's social media platforms cover everything from real estate trends and home buying tips to home maintenance guides and digestible introductions to technical topics. From the consumer's perspective, their home inspection is one small step in a large home buying process. We realized that focusing solely on the home inspection as part of our social media strategy was only giving ASHI and our members a small window to reach potential clients.

Joining the conversation across a broader range of topics gives ASHI more opportunity to reach new consumer audiences by meeting them on their level. Tailoring our content to be more relevant and approachable, we can begin to reach these audiences. We can then drive the conversation toward ASHI's main takeaway: the importance of an ASHI home inspection and promoting home safety.

### **OUR PHILOSOPHY**

Offering helpful, relevant content to home buying consumers during the home buying process is a means to build a reputation for ASHI as an informative resource. Ultimately, becoming a go-to place for consumers to educate themselves on these topics is a win-win. When it comes time for home buyers to find a home inspector, the hope is that they will come back to find an ASHI member in their area.

Reviewing threads from members on the Discussion Forum, a consistent ask has been to increase awareness nationally. A common sentiment we hear is that people outside the industry do not know what ASHI is or what we stand for. Similarly, many home buyers may not think twice about their home inspection or its implications before their real estate agent informs them about it. This social media strategy is the first step in addressing that disconnect, and while it will take time to build this reputation through our brand, we believe it will be a worthwhile endeavor to increase awareness of ASHI and the importance of home inspections.

With more consumers learning about ASHI and what we stand for, more people will be asking and searching for ASHI members to conduct their home inspections, which means more business for our members!

### **USE THIS CONTENT FOR YOUR OWN BUSINESS**

You can utilize the same strategy that ASHI is implementing but for your own home inspection business. By sharing this ASHI social media content, you can attract consumer engagement and inspire confidence in your prospective clients.

### **HERE ARE A FEW WAYS TO TAKE ADVANTAGE OF THIS CONTENT:**

#### **1. SHARE THE CONTENT ON YOUR SOCIAL MEDIA PLATFORMS.**

Suppose you already follow ASHI across our various social media platforms. In that case, the easiest way to take advantage of this content is to share or repost the original posts to your business' page. While the article will take them to ASHI's Newsroom, you can add your call to action in the shared post and highlight the services you offer and the value it can bring your clients.

For example, if you wanted to share the article "The Homebuyers' Guide to Roofs," your post's body could read something like: "Looking to buy a new home? Hire Company X for an inspection to make sure the roof over your head keeps your family safe and sound."

#### **2. USE THE CONTENT DIRECTLY.**

Another way to utilize the content is by reprinting or reposting it directly onto your platforms. You can add any of ASHI's content to your own website or blog by following ASHI's reprint policy to give ASHI proper attribution. If you come across an article or even a small section from one, feel free to reach out to the communications team at [communications@ashi.org](mailto:communications@ashi.org).

We understand that it can be hard to find the time to write your own content between your inspections and taking care of business operations. As an ASHI member, you can save time on content creation and use what we have already created for your business. Keeping an active, well-maintained online presence for your business is an excellent way to get more clients coming your way.

### **IN SUMMARY**

Using the articles like these on your platforms is a way for your business to show potential clients that you are here to help them and build trust with them. It shows that you understand what your clients are going through during the home buying process, and offering these types of articles makes you and your business more relatable and knowledgeable to your clients.

After reading this article, I hope I have shed some light on the new strategy we are implementing for ASHI's social media and the greater effort to increase awareness about ASHI to consumers. We have received some requests for content reprinting already, and we are excited for more members to use ASHI's content to bolster their businesses. If you have any topics that you think would resonate well with your clients, please share them with us, and we will try to cover the subject in an upcoming article.

**HAPPY POSTING!**

# HONORING VETERANS DAY 2021

By Frank Lesh

**E**very year I try to share an experience with other veterans. I usually show some old 126 Instamatic photo I took while in service with a little caption. Occasionally, another vet will post a photo or experience to share. I appreciate that many non-vets write back to show their support for the ones who've served.

For the past few years at ASHI's InspectionWorld, I've helped to organize a small recognition ceremony for all the Swabbies, Flyboys, Gyrenes, Coast Guardsmen, and Dogfaces. We pin everyone who attends with a lapel pin and thank them for their sacrifice. As time goes by, our roster of vets dwindles, but replacements have helped to fill the ranks.

When Past President and Vietnam vet Howie Pegelow left us, we were fortunate to have Bronson Anderson, a veteran of the war in Afghanistan, move up. What's been great about the ceremony is that the Vietnam and Afghan era veterans can get together to share their stories. Much like old-time home inspectors share with the newer home inspectors. "Keep your head down and your eyes and ears open" is good advice coming from a service veteran and a home inspector veteran to a newbie.

Passing on knowledge to the next generation is key to civilization's success, just as it is key to an association's success. We didn't all voluntarily belong to ASHI. Whether it's former ASHI Treasurer Don Lovering sacrificing his health in Vietnam to go on to serve ASHI or Scott Johnson repairing wounds in Afghanistan to later give of his time as ASHI Director, all of us need to remember those who have and continue to serve.







# **PHILIP C. MONAHAN AWARD**

***GET RECOGNIZED FOR YOUR  
CONTRIBUTIONS WITH  
THE MONAHAN AWARD***

The American Society of Home Inspectors (ASHI) is looking for qualified nominees for the 2021 Philip C. Monahan Award to recognize an exemplary ASHI Member who has made exceptional and innovative contributions to the association. We are excited to celebrate notable individuals within our membership and offer this award to show our appreciation and gratitude.

***TO BE CONSIDERED FOR THE MONAHAN AWARD,  
THE NOMINEE MUST:***

***Be an ASHI Certified Inspector (ACI)***

***For at least five years, offer outstanding contributions through their time, talent, or expertise toward the benefit of ASHI and those we serve.***

ASHI is now accepting nominations, and we encourage our ASHI Certified Inspectors to submit nominations for themselves or other deserving candidates in the association. The deadline for entries is December 10, 2021, and you can access the nomination form on the ASHI website by following [About > Awards > Philip C. Monahan Award](#).



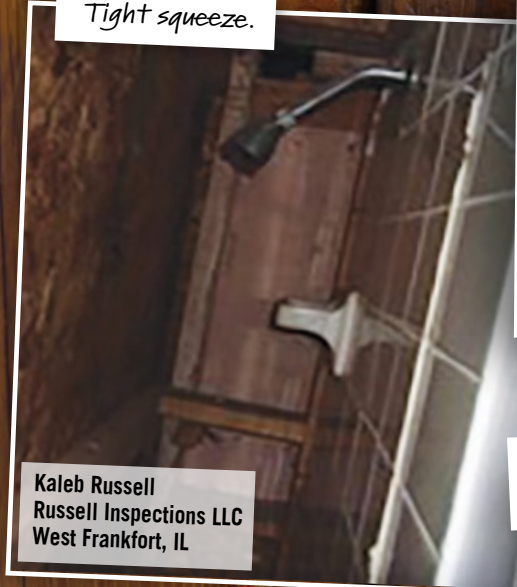
# Postcards from the Field

You can never have too much cement.



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

Tight squeeze.



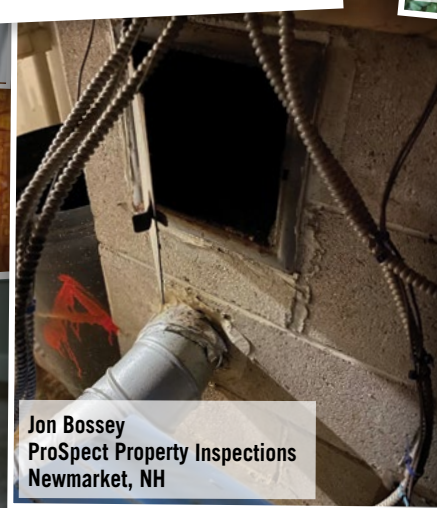
Kaleb Russell  
Russell Inspections LLC  
West Frankfort, IL

Trees 1, Fence 0



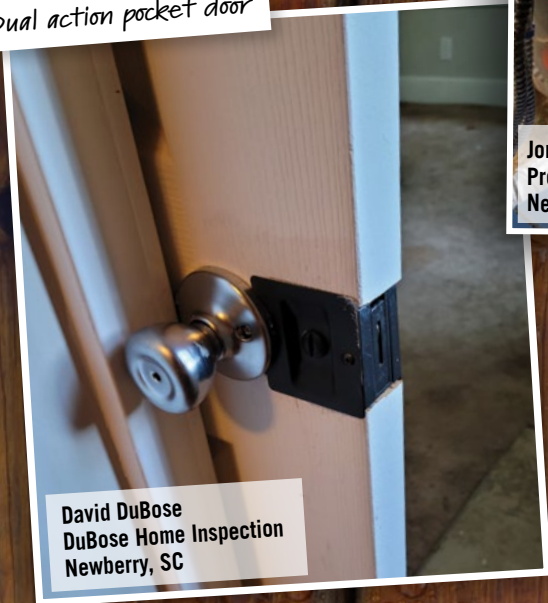
James Brock  
Boston Home Inspectors  
Boston, MA

The boiler exhaust goes in,  
the boiler exhaust goes out.



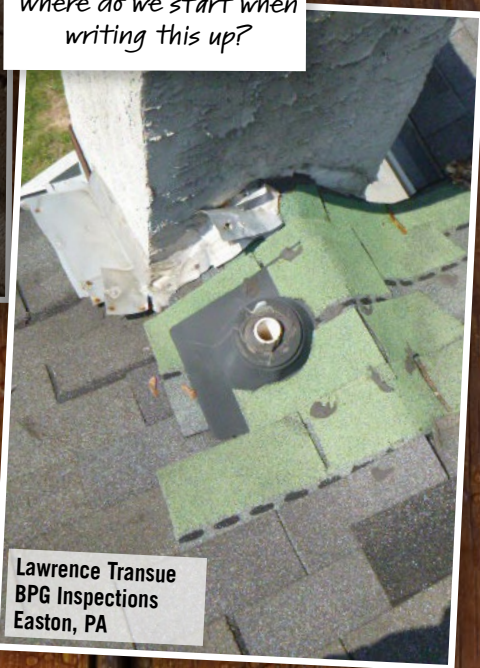
Jon Bossey  
ProSpect Property Inspections  
Newmarket, NH

Dual action pocket door



David DuBose  
DuBose Home Inspection  
Newberry, SC

Where do we start when  
writing this up?



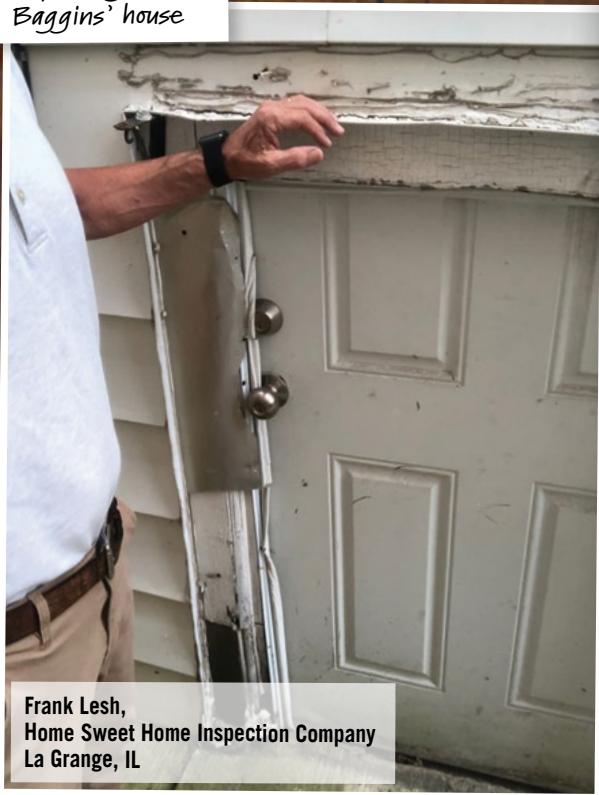
Lawrence Transue  
BPG Inspections  
Easton, PA



**NEW POSTCARDS EMAIL!** Please send your name, city, state, photos, headings & captions to: [postcards@ashi.org](mailto:postcards@ashi.org)

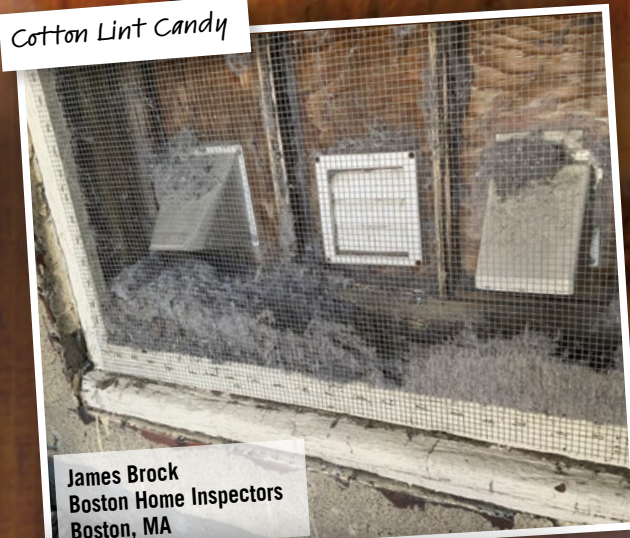
Note: By sending in your postcard(s), you are expressly granting ASHI the right to use the postcard and your name with it in the ASHI REPORTER and in other publications ASHI may select.

*Inspecting Bilbo Baggins' house*



Frank Lesh,  
Home Sweet Home Inspection Company  
La Grange, IL

*Cotton Lint Candy*



James Brock  
Boston Home Inspectors  
Boston, MA

*Soon-to-be can-crusher*



John Weiburg  
GreenLink Home Inspections  
Seaford, NY

*Assisted heating  
cooling for fridge*



James Brock  
Boston Home Inspectors  
Boston, MA

*This is what happens when  
the clothes dryer is vented  
into the garage.*



Don Randazzo  
Inspection Services LLC  
Ypsilanti, MI





### THIRTY-FIVE YEARS

John C. Cronin Jr, P.E.  
John Cronin, P.E.

Stanley Harbuck  
A Better Home Inspection Service

### THIRTY YEARS

Graham W. Bailey  
Affordable Home Inspection Inc

Michael Boyd  
Architective Home Inspection, Ltd.

Harris Breit  
Affordable Home Inspection Co.

Mark Cramer  
Mark Cramer Inspection Service Inc

Thomas Moore  
Multi-Spec

Dean Morekas  
BPG Inspection LLC

Craig Poindexter  
Pacific Home Inspections, Inc.

Janis (Yanis) Putelis, Jr.  
Pro-Tek Inspections, Inc.

Gerald Simmons  
Gerald Simmons & Associates

David Swartz  
Advantage Inspection Service, Inc

### TWENTY-FIVE YEARS

Roy Burst III  
Home Inspections, LLC

Paul Furman  
AJF Engineering, Inc.

Lesley (Les) W. Glowacz

Stephen Zimko  
H & J Freile Home Inspection Inc.

### TWENTY YEARS

John Bouldin Ph.D.  
Inspection Grad School

Michael Burla  
Eastern Home Inspections

Robert Frederick  
A Closer Look Real Estate Inspections

Raymond Kershaw  
A-1 Home Inspection

Raney Archer Owen Jr.  
Southern Home Consultants, Inc.

Nicholas A. Politis, P.E.  
ALPHA ENGINEERING, PLLC

James Richards  
Inspection Connection, Inc.

Thomas Scheidler  
Alltech Inspection Services, LLC

### FIFTEEN YEARS

David Arrington  
Valley Home Inspections

James Childre  
RedPoint LLC

Blaine DeVoy  
DBI Building Inspections Inc

Dale Hyman  
Five Star Home Inspection Services, LLC

Richard A. Onega  
Amerispec Inspection Services

Eric K. Rode  
Camelot Inspections

Kyle D. Rodgers  
A+ Home Inspections, LLC

James Taylor  
Elevation Home Inspections, Inc.

### TEN YEARS

Scott Fidel  
Fidelity Home Inspection, Inc

Robert Greeley  
Home Inspections Plus LLC

Mark Kenney  
Mark Kenney Inspections

### FIVE YEARS

Vlad Atamanenko  
Pillar to Post

Randall Atchison  
Hargrove Inspection Services

Kevin R. Bestler  
Best Inspections

John DeBusk  
Accurate Home Inspection

Daniel Walter Gibson  
Detailed Home Inspections

Matthew R. Grigg  
Arkansas HomeTech Inspections, Inc.

Jacob A. Hardbarger  
King Inspection Services, LLC

Richard Harris  
Home Inspectors of Columbus

Zachary Nash  
Crown Home Inspections

Jennifer Ohmes  
Happy Home Inspections

Stephen G. Sheldon  
Probe Home Inspections, LLC

Mark Sylvester  
Inspection Professionals

Charles (Buddy) Watson  
Hargrove Inspection Services

Rick Weyandt  
Matrix Home Inspection





# FEATURED EDUCATION TRACKS

MULTI – INSPECTOR TRACK

ADVANCED TRACK

ESSENTIALS TRACK

SPECIALTY TRACK

**JANUARY 16-19, 2022  
ORLANDO, FL  
THE CARIBE ROYALE**

**INSPECTIONWORLD.COM**





# **INSPECTIONWORLD**

## 2022 ORLANDO FLORIDA

INSPECTIONWORLD GATHERS ALL THE LEADERS AND INNOVATORS OF THE HOME INSPECTION INDUSTRY IN ONE PLACE, GIVING YOU COUNTLESS OPPORTUNITIES TO LEARN AND DEVELOP FURTHER AS A HOME INSPECTOR. EDUCATION IS AT THE CORE OF OUR CONFERENCE AND ASHI TAKES PRIDE IN OFFERING AN ENGAGING EDUCATIONAL ENVIRONMENT FOR ALL ATTENDEES.

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