

The Home Inspectors REPORT™

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Happy Holidays to you from the Institute!



I'm Back!!!

Hello everyone!!! I returned from my semester abroad on December 12 and came back to work at the Institute on Monday, December 15. Studying abroad in London proved to be the most amazing, eye-opening, awesome three months of my life! (But then again, I'm only 21)... of course, I missed all of you guys out there – my favorite inspectors! I trust that you have all been working hard and doing a booming business while I have been away. I wanted to share some of my adventures with all of you by putting some pictures in the newsletter. The first one is of me at Castle Urquhart on Loch Ness in Inverness, Scotland. My friends and I took a boat ride in search of Nessie, but no luck! But the majestic beauty of Scotland totally made up for it! The day was perfect – sun in the sky, snow on the mountains, and mist on the water! It is so gorgeous there – the air is so clean you can taste it! The second picture is of my roommate (Britta Hallberg of Peterborough, New Hampshire) and me at Stonehenge out in the West Country. We visited Stonehenge at the end of November and it was SO WINDY! I couldn't believe we didn't fly away! You can see our hair flying around in this picture. And look at that gorgeous sky! We arrived at Stonehenge at a perfect time of day for photos. I hope you enjoy these pictures. It's good to be back and I look forward to hearing from you all again. Until then, **Happy Holidays** to all and **HAPPY INSPECTING!!!** -Jill-



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GET SIGNATURES!!

An Institute Senior Certified Home Inspector (I'll call him/her "A") recently received a photocopy of a report done on *The Home Inspectors Premier Reporting System*.

"A" became concerned that perhaps the inspector who had done the inspection and report (I'll call him/her "B") may be plagiarizing or photocopying our reporting system. He was concerned, as all good inspectors should be, that "B" might not be buying the forms and thus would be placing "A" at a disadvantage and also might not be using current reports for the benefit of the consumer.

After checking with me, he faxed a copy of what he had received for my review.

It was not difficult to determine who "B" was and to check and find that "B" had purchased over 200 report forms this year. With that information, "A" was satisfied that "B" was indeed buying forms and not plagiarizing them. GREAT!!

I think both inspectors are satisfied.

Just in case you are wondering, "A" has also bought in excess of 200 forms this year. Both inspectors are high volume inspectors and are a credit to our industry. I hold them both in equally high esteem.

BUT, when it comes to the Pre-Inspection Agreement, in this case, there was no signature showing for the buyer. I don't know if it was missing or had been blocked prior to it being given to "A."

"B" – if it was left blank, don't ever do another report without the customer's signature! A couple of years ago, we had an article about an inspector who had not gotten that all-important signature and had a claim for two or three thousand dollars, a claim which would not have been possible had the Pre-Inspection Agreement been signed.

Let's all learn from the mistakes of others. Get the customer's signature or do not do the inspection. Go fishin' or something! No signature should mean NO INSPECTION, PERIOD.

Dave Hetzel, Institute President
Retired and living in Florida

Connecticut Continuing Education

It's never too early to get started on your continuing education requirement for 2005! We'll be holding a series of classes from January 28 – 30, 2004. All of these classes meet the minimum requirements as set forth by the Home Inspection Licensing Board in Connecticut. They also meet continuing education requirements for Massachusetts and Wisconsin Home Inspector Licensing (except CT Laws Rules, & Regs course). Courses are also approved NAHI CEU's. For a complete course schedule, please contact the Institute at 203-284-2311 or visit our online schedule at <http://www.inspecthomes.com/schedule.asp>

NEED E & O INSURANCE?

- ✓ OFFERS COVERAGE LIMITS UP TO \$1 MILLION
- ✓ RADON COVERAGE IS INCLUDED
- ✓ WOOD DESTROYING INSECTS & LEAD PAINT ENDORSEMENT OFFERED
- ✓ INCLUDES A REALTOR REFERRAL ENDORSEMENT
- ✓ SMALLER COMMERCIAL PROPERTY INSPECTIONS OKAY
- ✓ PRIOR ACTS COVERAGE AT NO ADDITIONAL CHARGE

At the Institute, we use this insurance for our inspectors.

INTERESTED?

Call Judy Ragaini
J.P. Svendsen Agency
27 Lucy Street
Woodbridge, CT 06525
203-397-3993 or
j.ragaini@snet.net

Recognized Agency for this policy.

Upcoming dates for *The Home Inspector Training Program (HI-100)*

January 5 -10, 2004
January 19 - 24, 2004
February 9 - 14, 2004
February 23 - 28, 2003

Continue to check www.inspecthomes.com for more dates!

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Unique Sales Techniques Contest

First runner up in our Unique Sales Techniques Contest is Rick Schwankl of CDR Improvements, Inc., in Denver, Pennsylvania. Rick says, "I've decided to avail myself to intelligent home buyers in the area. The local Lowes and Home Depot stores have seminars on Saturdays showing people how to paint, lay flooring, etc. Why not give a short presentation on home inspection for potential home buyers? Naturally, my cards and brochures will be handed out, and sometimes home buyers meet other home buyers while touring homes and in realtors offices."

Good thinking, Rick! Rick wins a package of five of *The Home Inspectors Premier Reporting System*.

The grand prize winner in our Unique Sales Techniques Contest is Clifford Steelman, Sr. of Contented Ewe Home Inspections in Prosser, Washington. Cliff wins a package of 5 of *The Home Inspectors Premier Reporting System*, 25 copies of *The Home Buyers and Sellers Guide to Radon*, and a can of smoke.

Cliff writes, "I put my name and logo on everything possible. On my truck, I have signs on both sides and the back. I have had one sale from the sign on the back of the truck as I was driving down the freeway! He happened to be a mortgage banker. I have done inspections since then for four of his family members and numerous borrowers of his. Note the bumper stickers on the ladder in the back of the truck." Way to go Cliff! Now **THAT** is marketing!!!



Kentucky

In 2002, activity began in regards to licensing home inspectors in the state of Kentucky.

According to the Kentucky Real Estate Inspectors Association (KREIA), "A Home Inspector Licensing Bill has been pre-filed with the Kentucky Legislature for the January, 2003 legislative session to consider licensing Home Inspectors in the State of Kentucky.

"There will be a Statewide meeting of Home Inspectors on January 8, 2004 in Frankfort, Kentucky to discuss this issue.

"Information on the meeting (reservations are required to ensure a big enough room is reserved), along with a PDF copy of the meeting notice, map, driving directions, can be obtained by visiting the link below."

Kentucky Real Estate Inspection Association website:

<http://www.kreia.org/KYLicensinginfo.html>

Holiday Hours!!!

In honor of the holidays, the office here at the Institute will close at 12 noon on Wednesday, December 24, 2003. We will be closed on Thursday, December 25 and Friday, December 26, 2003. We will also be closed on Thursday, January 1, 2004 in celebration of the New Year. We will resume regular business hours starting January 2, 2004. Please plan accordingly. We wish you and your families all the best for a very joyous holiday season.

-Joan Rinkavage, Office Manager

Need Home Inspector Report Forms or other products?

Click here: <http://www.inspecthomes.com/order.htm>

Want to get listed on the Institute web site, or need to update your current listing?

Click here: <http://www.inspecthomes.com/form.htm>

Tip of the Month!

Get a jump-start into the New Year!

Market yourself !!!