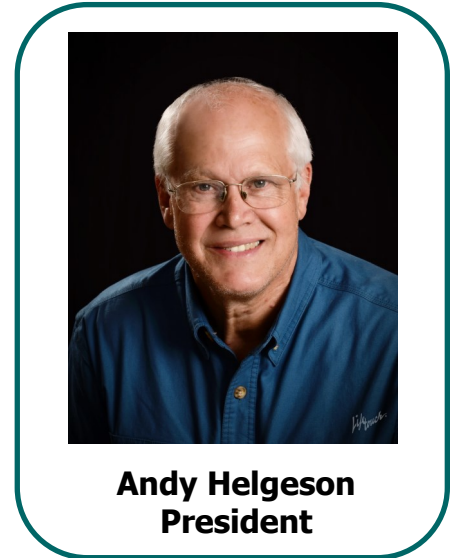




The WAHI Inspector

December 2017 Vol. 21, Issue 12 www.wahigroup.com



Andy Helgeson
President



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LET'S TALK BUSINESS ETHICS

Every decision we make has pros and cons. I've been on my own for closing in on 30 years soon. The biggest reason for going it on my own was that I was done with bad decisions made by company owners I worked for or their management. Those decisions were dumped on me daily. I knew I couldn't screw things up worse than them, and if I did, I could live with MY poor decisions.

So what's my point? As independent businesses, we make decisions every day, some good, some maybe not so good. The most important decision is our relationship with our clients. What do we as a "service" business offer to the public? An unbiased, educated opinion of the largest purchase they'll make! If our clients feel (learn) that we are not impartial, our value to them is gone. Getting a good reputation back will likely never happen!

There are as many ways to do business as there are people and each individual inspector must choose how they will make their mark. One of our business decisions is whether to refer service providers and contractors to our clients. By the end of a home inspection we inspectors have built a high level of trust with our clients, so it is natural for them to ask our opinion of who they should use to correct problems we've identified or to make improvements to their home. What should we do?

Our esteemed attorney, Roy Wagner, has addressed this very subject at our seminars over the years. He advises against offering specific names to your clients unless you have thoroughly vetted your referral to verify their competency and are willing to defend that referral in the event something were to go wrong. We are foolish to ignore his advice.

WAHI home inspectors highly value the relationships we have with our Affiliate members. Their advice (and answers!) are invaluable when you encounter something "strange" during an inspection. I have occasionally put an Affiliate member on speaker so my client can hear what the situation may require to resolve. My clients have truly appreciated the prompt, expert opinion. We all know that that Affiliate will be high on their list when it comes time to hire a contractor.

Contractors and service providers realize this relationship is a powerful way to get business, so much so that they will offer incentives to us for referrals. Over the years, and again recently, we (home inspectors) have been approached with financial incentives to refer business to purveyors of goods or services associated with the sale of a property. This is where each of us must make a decision as to how we will conduct our businesses.

(continued on pg. 6)



NEXT MEETING: Wednesday, December 20

[Palms Supper Club Steak House, 5912 Business Hwy 51, Schofield](#)

The Central Chapter will be hosting a Holiday Gathering for members and their spouses/significant others. For further information and/or to express your interest in attending, please contact Chapter President Rich Duerkop at americansentry1@charter.net or 715-241-8222.

For speaker information, or to provide a suggestion/lead, please contact the Chapter President, Richard Duerkop at 715.241.8222



NEXT MEETING: Wednesday, December 6

Buffet Dinner at 5:30 pm & Meeting at 6:00 pm

[Jade Garden Restaurant, 3620 Gateway Dr., Eau Claire](#)

Speaker: [Greg Weiss, Certified, Inc.](#)

Greg will be joining us and providing education on boilers and heating systems. Please bring some pictures on a flash drive to share with Greg - they make for excellent visual aids.

For speaker information, or to provide a suggestion/lead, please contact Chapter Education Chair, Pete Saltness at 715.829.7348



NEXT MEETING: Tuesday, December 19

Social at 5:30 pm & Meeting/Dinner at 6:00 pm

[The Stone Toad, 1109 S. Oneida St., Menasha](#)

Round Table Discussion: Future roundtable suggestions and pictures should be emailed to Dave VandenHeiden at thdlc7@gmail.com

Education: The Chimney Guy

For speaker information, or to provide a suggestion/lead, please contact Chapter Education Chair, Scott Hansen at 920.716.3025.



NEXT MEETING: Thursday, JANUARY 18 (2018)

From the Madison Chapter leadership - Enjoy the holidays ahead and we look forward to seeing everyone when we resume in January!

Roundtable at 6:00 pm & Meeting/Dinner at 6:30 pm

[Alt 'n Bach's Town Tap, 2602 Whalen Lane, Madison](#)

Speaker: To be determined

The Madison Chapter meets only the following months: January, February, May, June, September and October.

For speaker information, or to provide a suggestion/lead, please contact Chapter Education Chair, Ron Miller at 608.235.9836



NEXT MEETING: Tuesday, JANUARY 9 (2018)

From the Milwaukee Chapter leadership - Enjoy the holidays ahead and we look forward to seeing everyone in January!

Social time from 5:30 - 6:30 pm, Buffet Dinner available from 6:00 - 7:00 pm

Business Meeting and Educational Presentation at 7:00 pm

[Klemmer's Banquet Center, 10401 W. Oklahoma Ave., West Allis](#)

For speaker information, or to provide a suggestion/lead, please contact Chapter Education Co-Chairs, Ryan Eigenfeld at 414.795.9018 and Troy Beasley 414.737.2721

WHAT'S HAPPENING IN WAHI?

November 2017

- **Fall 2017 Education House and Training Seminar:** Another successful WAHI event has come and gone! Thank you Education House Chair Mike von Gunten & your volunteer crew and Education Co-Chairs Tom Kruse and John Moore & committee members Mike Carson and Pete Saltness - **GREAT** job! Special thanks to Madison member, Adam Maier for finding the home in the WI Dells area to serve as our Education House...that task always creates a certain level of stress and, Adam, you really came through! See page 4 in this newsletter for a recap of the seminar weekend/evaluation forms from John Moore.
- **Board Meeting:** The minutes from the Friday, November 3rd Board Meeting will be posted on the WAHI website after December 10th - in the Member Only tab. You will need to log-in to view the minutes - see page 10 in this newsletter for detailed log-in steps.
- **Zoom, online meeting provider:** Remember, for any "long distance meetings" WAHI has an account with an online meeting provider, Zoom. This service is available for use by the Board of Directors, Chapter leadership and State and Chapter committees. Contact me for further information or to schedule a meeting for your group.

December 2017 and Beyond...

- **Arbitration Training:** WAHI is planning an all-day training for Home Inspector and Contractor Arbitrators in spring 2018. The exact location is yet to be determined - Milwaukee and Fox Valley have the greatest number of candidates in place. This training will train new arbitrators, as well as previously trained individuals. It has been many years since our last trainings were conducted and some current arbitrators have never been called upon to serve - a refresher course seems appropriate. Contact me with questions or interest in participating - julie@wahigroup.com - there are eligibility requirements that must be met.
- **Spring 2018 Elections:** It's not too early to start thinking about stepping up to a leadership position in WAHI. We will hold the election of the State President and Vice President in March.
- **Spring 2018 Education House and Training Seminar:** We are confirmed for the Holiday Inn in Stevens Point - March 9th and 10th. More details to come!



Julie Arnstein
Executive Director

This is a brief recap of activity in the past month and a preview of what lay ahead.

If anyone would ever like further information on something mentioned in this piece just let me know...

julie@wahigroup.com
414.299.9766

You can **add your photo and/or a link to your website** to your WAHI profile!

Submit photo and/or company website info. to:
julie@wahigroup.com

FALL SEMINAR 2017 SUMMARY

Thank you to all who attended the WAHI Fall 2017 Education House and Training Seminar...and a special thanks to those who completed the evaluation form at the end of the day. We know you're all anxious to head out after 1-2 days of training, but your feedback is extremely helpful in planning future (successful!) seminars. So, next time, please fill out the evaluation sheet.

Overall it was a very good seminar. For the subjects covered - 57 thought it was excellent, 25 satisfactory and no one thought it needed improvement. There were a lot of comments about how good the topics were. Truly, the biggest complaint was sitting through the raffle after the last break. With your help, we are only getting better in putting these things together. We (the Education Committee) really appreciate all of the suggestions for future seminar topics. Electrical was the most requested, followed by specialty roofing, specialty heating systems and report writing.

The accommodations are getting better scores as well - 45 thought Chula Vista/Dells was excellent, 35 satisfactory and 7 thought it needs improvement. Some thought it was tough to get around in the Chula Vista. Many felt the sound system needed improvement. The food was liked by many, but some said the chicken was under-cooked.

The Education House was also quite the success this year according to you - 39 excellent and 11 satisfactory. The biggest complaint being the noise between the groups. That is difficult to control with 70+ people in one house. A couple of the inspectors that went through the morning session (inspection/Peer Review) wished they could have had more time for the inspection portion. There were also a few that felt 2 segments on radon was too much, but overall, most thought it was one of the best thus far.

On Saturday, *How to Book More Inspections* was very well-received - 48 excellent, 34 satisfactory, 1 needs improvement. Most thought there was some useful information to be had.

Residential Heating had 43 excellent, 35 satisfactory, 8 needs improvement. Some felt he needed more time to cover his presentation. Others thought he was sometimes not very focused and got off track.

Legal Situations received all favorable comments - 59 excellent, 24 satisfactory, no needs improvement. Many would have welcomed MORE information on the legal stuff we all hope we never have to use!

And last, but definitely not least, *Frequently Misunderstood Plumbing*, what more do I need to say than 73 excellent, 8 satisfactory and no needs improvement. All comments were good!

You just can't beat our WAHI seminars for quality continuing education. Not only do you get immediate, live feedback from knowledgeable speakers, but you also get feedback from experienced, fellow inspectors - you sure don't get that online! The interaction amongst the attendees is fantastic, so much knowledge at your disposal. We are working on another great line up of speakers for spring in Stevens Point. Mark those calendars for March 9th and 10th and get any of your colleagues that typically don't attend involved. Thanks, we will see you in the spring!

~John Moore, Education Committee Co-Chair

New Personal Property Tax Exemption for Machinery

The 2017-2019 State Budget that became law earlier this year contained a provision to exempt “machinery” from the personal property tax effective January 1, 2018.

The repeal includes exempting all personal property previously included under Schedule C of the “Statement of Personal Property” and includes machinery, tools and patterns. Specifically, “machinery” is defined in the State Statutes pertaining to general property taxes as “a structure or assemblage of parts that transmits force, motion, or energy from one part to another in a predetermined way by electrical, mechanical, or chemical means. ‘Machinery’ does not include a building.”

With this new exemption, it has been recommended that business owners take a look at every piece of personal property and determine if it could be exempt because it falls under the definition of “machinery” or another item under Schedule C.

By law, assessors have the right to view personal property based on the “Statement of Personal Property”, so be prepared to justify items previously reported as taxable that are now exempt and any items that are re-classified to Schedule C.

I am not an attorney or an accountant so I encourage you to contact your accountant and/or attorney about this new exemption. In the meantime, compile and review your personal property list to see how your business can benefit from this new tax exemption.

Here is a link to the new “Statement of Personal Property” form to be filed by March 1, 2018: <https://www.revenue.wi.gov/DORForms/pa-003.pdf>



**WAHI Lobbyist
Kathi Kilgore,
Swandby/Kilgore
Associates, Inc.**

Questions or Concerns

As always, feel free to contact me about any issues related to the State Budget, legislation, laws or rules that may affect you as a home inspector.

I can be reached at 608.286.9599 or at Kilgore@swandby.com.

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The Online Guide to Booking More Inspections by Josh Fulfer

For anyone looking to book more home inspections, be sure to download *"The Online Guide to Booking More Home Inspections."* Within this guide you will learn how to leverage your website, and Google, to attract new customers and book more inspections. This 23-page guide is FREE to all WAHI members, compliments of Josh Fulfer of KVF Marketing, a Milwaukee Chapter Affiliate.

[Click HERE to download](#)
["The Online Guide to Booking More Inspections"](#)
[by Josh Fulfer](#)

Believe me, I as much as anyone would like a couple hundred bucks of easy money for just referring someone to a client. But if we look at it from the clients perspective, how are you going to maintain your integrity when they find out you were paid to tell them “so and so” was the right person to help them? Was the referral just about the money????

The **Standards of Practices in the Wisconsin State Statutes** reads as follows:

440.975, (7), (e)

[A home inspector may not...] Pay or receive, directly or indirectly, in full or in part, for a home inspection or *for the performance of any* construction, repairs, maintenance or improvements regarding improvements to residential real property that is inspected by him or her, *a fee, a commission, or compensation as a referral or finder's fee*, to or from any person who is not a home inspector.

The **WAHI Code of Ethics** also addresses this issue:

Section 2 - Each member shall uphold the honor and dignity of the profession and avoid association with any enterprise of questionable character or an apparent *conflict of interest*.

Definition of a Conflict of Interest: *A situation that has the potential to undermine the impartiality of a person because of the possibility of a clash between the person's self-interest and professional or public interest*

Section 11 - Each member shall make every effort to uphold, maintain and improve the professional practice, integrity and reputation of the Wisconsin Association of Home Inspectors, Inc., and the home inspector profession. Each member shall report any violation of this Code of Ethics to the Association for necessary action.

One of the objectives of the Wisconsin Association of Home Inspectors, Inc. (WAHI) is to “promote and maintain high standards of conduct in the home inspection profession”. To that end, inspectors who join WAHI “agrees, as a condition of Membership, to thoroughly familiarize himself or herself with the Code of Ethics, the By-Laws, and the Rules and Regulations of the Association”, and requires that the member “will abide by the Code of Ethics.”

So, the long and short of it is that WAHI considers receiving a fee, or goods, in return for making a referral to be a conflict of interest and thus in violation of the WI State Statute and our Code of Ethics. We highly value our Affiliates, but we should be sure we're referring them because we honestly believe the referral is in the best interests of our clients.

If you have any thoughts on this, I welcome them.

~Andy Helgeson, WAHI President

The Milwaukee Chapter Education Team

The Milwaukee Chapter has 2 new Education Co-Chairs, Ryan Eigenfeld and Troy Beasley. Both members stepped up to fill the vacancy when longtime Education Chair Steve Knoebel resigned due to a reoccurring scheduling conflict.

Steve - Thank you for your many years of service to the Milwaukee chapter. Lining up the speakers for chapter meetings is an extremely important position and requires a lot of attention each month. Your dedication resulted in countless hours of quality education for all in attendance....not to mention the personal bits of advice and cautionary tales you would share as well. Join us at a future meeting when your schedule allows - you can sit back, relax and enjoy the education.

WISCONSIN RENTAL WEATHERIZATION PROGRAM

The Rental Weatherization Program in WI is ending January 1, 2018.

If a property owner has a rental property involved in a real estate transaction during the remainder of 2017, and it falls within the regulations of the Rental Weatherization Program, the Registers of Deeds throughout Wisconsin will need a Certificate of Compliance to be able to transfer the property.

Real estate transactions after January 1, 2018 will no longer require a Certificate of Compliance.

Companies that have offered Weatherization inspections are being told to maintain their records for 5 years. Unfortunately, refunds of any unused stamps/stickers will not be issued.

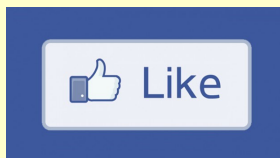
Feel free to contact me if you have any questions or comments - dstrand8@charter.net or 608.255.3966

Sincerely, David Strandberg, Madison Chapter WAHI Legislative Committee Chair



David Strandberg
Legislative
Committee Chair

Stay in touch with the
[WAHI Facebook page!](#)



Our WAHI Facebook community provides the perfect opportunity to post minutes, make chapter announcements, post meeting changes, start a dialog/ask questions of fellow inspectors or just see what your fellow WAHI members have been up to.

If you have any questions, please contact:

Bob Turicik
920.892.7654
homeview@wi.rr.com



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raupp13@gmail.com

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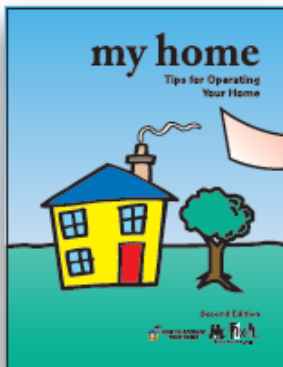
John Zirzow (Fox Valley)

Home Inspector Member

Homestead Inspections

920.221.3037

john@foxvalleyhomeinspector.com



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Members Only - Interactive Forum

It has come to our attention that many of you may be unaware that the WAHI website hosts an interactive forum on the Members Only page. We encourage all members to check it out! This is a very useful tool for communicating directly with fellow members and with our large membership, chances are very good that you will find someone who has a shared experience similar to yours or an answer to your question! To access the forum section of the website you need to log-in to the website.

See WAHI 101 on page 10 for step-by-step instructions to log-in to your profile and make use of this additional "tool" and benefit WAHI offers to their members.

WAHI 101 - INSTRUCTIONS TO UPDATE YOUR PROFILE IN
5 EASY STEPS:

1. Go to www.wahigroup.com.
2. From the Home Page - upper right corner, **select "LOGIN."** **ENTER** your **email address** on file with WAHI **and password.** *If you have questions, contact Julie at julie@wahigroup.com.
3. Once logged in, the upper right corner shows your name, "Change Password" and "Log Out." **CLICK on your name.**
4. You should now be on the "My Profile" page. **Select "EDIT PROFILE"** in the gray rectangular box.
5. After making your updates, **select "SAVE"** in the gray rectangular box at the bottom of the page.



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WAHI Arbitration Program

Not every homeowner/inspector interaction goes smoothly. Although all members are encouraged to make every effort to resolve disputes on their own, we know that is not always successful.

WAHI's Dispute Resolution Program is here for you during those difficult times.

The process begins when the complainant (homeowner) contacts the Program Administrator at Resolute Systems by one of the following ways:

Mail: 1550 N. Prospect Ave, Milwaukee, WI 53020

Email: info@ResoluteSystems.com

Website: www.resolutesystems.com

For more information, please contact:
Arbitration Committee Chair, Mark Thomas at
414.486.2367 or mark@thomasbuildingconsulting.com



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WAHI Legal Support

Attorney Roy Wagner, of von Briesen and Roper, continues to offer risk-free initial counseling to members with legal concerns.

If further legal assistance is requested, the cost of the initial consultation will be included in the bill.

Contact Roy Wagner at
414.287.1250 or rwagner@vonbriesen.com

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DISPUTE PROCESS

All member-to-member or member-to-association disputes must go through the Membership Committee.

A member going public, with disputes of these types, risks disciplinary action.

The Membership Committee will implement this policy.

**For more information on this process contact Membership Committee Chair:
 Ron Miller at 608.235.9836
ronmiller547@gmail.com**



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WAHI WELCOME COMMITTEE

Our Welcome Committee is intended to do just that....*welcome* our new members into WAHI. As a new member, expect a call from a member from your chapter. If you are a "newer" member – maybe you joined a while ago but haven't yet attended a meeting - feel free to reach out to a committee member from your chapter and make arrangements to meet at the next or an upcoming meeting.

We want our new members to feel "welcome", feel a connection with the group... and the members listed below are the right people to do that!

CENTRAL

Mike Carson - 715.212.4051 or carsonhomeinspector@gmail.com

Rich Duerkop - 715.241.8222 or americansentry1@charter.net

Nate Petersen - 715.218.6365 or nppmpp01@yahoo.com

Kyle Zimmermann - 715.897.3636 or royalthomes@gmail.com

CHIPPEWA VALLEY

Jon Hempel - 715.894.7304 or jhempel@newageinspection.com

Joel Markeson - 715.225.0385 or jpmarkuson@gmail.com

FOX VALLEY

Dave Brading - 920.889.2120 or dave.brading@yahoo.com

Bob Turicik - 920.946.0433 or homereview@wi.rr.com

MADISON

Sean Martinsen - 608.206.1108 or sktailhook@yahoo.com

Rich Reinhart - 608.535.9206 or thehomeinspectorllc@outlook.com

MILWAUKEE

Andy Helgeson - 414.315.0266 or helge4674@outlook.com

Steve Knoebel - 414.828.4217 or stevek@knoebelinspect.com

Scott LaMarr - 262.424.5587 or scott@honesthomeinspections.com

Mike von Gunten - 262.945.2446 or mike@lahigroup.com

Chuck Weber - 414.536.1300 or cweber81@wi.rr.com

Thank you all for stepping up to serve on one of the **most important** committees within the WAHI organization!



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Mike von Gunten
262.945.2446

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715.241.8222

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715.212.4051

Terry Elliott, **Chippewa Valley**
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