



**Ric Thompson
President**

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Good evening Troops!

Last month, I asked all of you to talk to the Realtors you do business with to see how they work with Buyers regarding what is and isn't a defect, when it comes to our inspection reports. I hope that you all took some time to listen to what they had to say and then shared it with your chapters. As I was talking to my Realtors, I was wondering if you were all hearing the same thing I was...a lack of consistency.

I was finding a lack of consistency on "both sides" - Realtors and inspectors weren't consistent on their side of the transaction. This led me to wonder, what we can do, as WAHI, to make sure we aren't making things more complicated. Well, here it is: Inform, don't opine! (I think that is the one word form of "give your opinion"!)

We have a duty to inform the Buyer what is, as I put it to my clients, not perfect in the home. We take pictures and note things that aren't as they should be. It is not our job to tell the Buyer what to do or who to call after we inform them of our findings. If the Realtor asks, then by all means, answer honestly but, there isn't a need to overload with too much of your opinion. Point out what the indication is that an expert should further evaluate and move on. I have found the term "qualified professional" does a great job of letting the Realtor select who is brought in. For instance, a carpentry contractor versus a structural engineer for a cut floor joist. The contractor will know if they need an engineer to come in to give the repair specs.

Once we give them the information, it is then the Realtor's job to "guide" their client as to what is, and is not, an item that a Buyer should ask for. Legally, a Realtor can't tell a Buyer what he or she can or can't ask for but they can inform them on what may happen on the other side of the request.

I also found that Realtors handle things differently, which may cause more issues but that is out of our hands. One Realtor, will write up anything the Buyer asks for, while another has said that if the home inspector doesn't call it a defect, it's not a defect and can't be asked for. One office has stated that anything that isn't a "Major Concern" or "Safety Hazard" is off the table for negotiations. My response, I recite the new definition and let them go from there.

In short, consider the K.I.S.S method when inspecting. We aren't there to show the depth of our knowledge regarding a particular item but, our knowledge of the fact that it should be further evaluated. Less is more when it comes to describing your findings.

Next month...Education...the next step to helping the great Defect Debate! An update on what WAHI has planned to further ease our burden after the inspection is complete!

Be safe out there!
Ric Thompson, WAHI President



NEXT MEETING: Wednesday, July 17
 Social at 6:00 pm & Meeting/Dinner/Education at 6:30 pm
[Sconni's Alehouse & Eatery, 1239 Schofield Ave, Schofield, WI 54467](#)
 Education: To be determined

For speaker information, or to provide a suggestion/lead, please contact the Chapter Education Chair, Tyler Groshek at 715.212.7341



NEXT MEETING: Wednesday, July 3
 Buffet Dinner at 5:30 pm & Meeting/Education at 6:00 pm
 "New" LOCATION (as of June): [Pizza Ranch, 2451 Truax Blvd, Eau Claire, WI 54703](#)
 Education: Jason Janc, Gibson Water Care
 Jason will talk about clean water and systems.

For speaker information, or to provide a suggestion/lead, please contact Chapter Education Chair, David Welch at 715.382.6058



NEXT MEETING: Tuesday, July 16
 Social at 5:30 pm & Roundtable/Meeting/Dinner/Education at 6:00 pm
[The Stone Toad, 1109 S. Oneida St., Menasha](#)
Roundtable Discussion: Specific topic yet to be determined. Bring pictures on your smart phone or jump drive to load onto the projector!
 Education: Donna Holewinski, Country Financial
 Donna will share her expertise on wise investing and planning for retirement.

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



NEXT MEETING: Thursday, July 18
 Roundtable at 5:30 pm & Meeting/Dinner/Education at 6:00 pm
[Great Dane Pub and Brewing, 2980 Cahill Main, Fitchburg](#)
 Education: Affiliate member Torrence, Accurate Air-Tight Exteriors
 Torrence will address building science.

Calling all Madison members! We need your help to find speakers for our future meetings - we accept a wide range of topics.
 Please contact Chapter Education Chair, Ron Miller at 608.235.9836



NEXT MEETING: Tuesday, July 9
 Social time starts at 5:30 pm, Buffet Dinner available from 6:00 - 7:00 pm
 Meeting/Education at 7:00 pm
[The Pallas Restaurant, 1657 S 108th St, Milwaukee](#)
 Education: To be determined

For speaker information, or to provide a suggestion/lead, please contact Chapter Education Chair, Ryan Eigenfeld at 414.795.9018

WHAT'S HAPPENING IN WAHI?

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 or 414.299.9766

June 2019

- **Membership Renewal:** Membership renewal began June 1st. Members were encouraged to submit their renewal payment by July 1st to avoid a \$25.00 late fee.
- **Updated Inspection Agreement:** As a reminder, training for the new arbitration program was conducted in April - WAHI now has qualified arbitrators around the state. The WAHI Inspection Agreement has been updated to reflect the new program and administrator and was distributed to all Home Inspector members via email on May 22, 2019. Incoming members receive the updated agreement in the membership confirmation email. It is also posted in the Members Only section of the WAHI website.
- **Board Meeting Minutes:** The minutes from the May 1st meeting in Eau Claire have been posted in the Members Only section of the WAHI website - see page 5 in this newsletter for step-by-step log-in instructions.

July 2019 and Beyond...

- **Membership Renewal:** To maintain your membership in WAHI, renewals must be received by August 1st. Following that date, unpaid members will be removed from the website. Please be aware that according to the WAHI Bylaws, Section 8c: "Upon resignation or revocation, the Member shall cease the use of the Association name, materials, emblems, or any other insignia, and shall promptly return all properties of the Association." This would include the WAHI logo and/or any reference to yourself, and/or your company, as a member of WAHI on any and all marketing materials, websites, email signatures, Face Book page, LinkedIn profile, etc.
- **WAHI Chapter Facebook Pages:** As previously announced WAHI is starting local Facebook pages for each chapter - all chapter members and local realtors will be invited to join the page. Fox Valley member, WAHI Public Relations Chair and WAHI Facebook guru J Bob Turicik will set up each page, then Bob and I will serve as "behind the scene" administrators. We are still seeking a "chapter moderator" in our Central, Madison and Milwaukee chapters. Contact me with questions or interest - julie@wahigroup.com or 414.531.3199.
- **WRA Conference:** WAHI has had a presence at the annual WRA Convention each fall for many years now but this fall WAHI has been invited to participate in a panel discussion of real estate professionals during the convention on September 10th. This invitation is due to the efforts of WAHI President Ric Thompson and is another GREAT opportunity to increase WAHI awareness.
- **Upcoming Board Meetings:** The Board will meet online in July and in the WI Dells at the time of the WRA Convention. Specific dates are yet to be determined.
- **Fall 2019 Education House and Training Seminar:** Save the date.....Friday, November 8th and Saturday, November 9th at Chula Vista in the WI Dells!
- **2020 Education House and Training Seminar:** The WAHI Board is looking at Eau Claire, La Crosse and Steven's Point for our spring event and the WI Dells again in fall - stay tuned!



Julie Arnstein
Executive Director

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

LICENSING FEES REDUCED...AMAZING, BUT TRUE!

Kathi Kilgore, WAHI's longtime lobbyist, informed WAHI that the Department of Safety and Professional Services (DSPS) announced reduced registration fees for Home Inspectors starting July 1, 2019. The new rate will be \$51.00.

Apparently the new Secretary-designee, Dawn B Crim, who we met with last month, determined that computer technology has reduced the cost of processing fees and passed that savings on to license holders. This decision, which affects nearly half of all regulated Business and Health Professions, also enhances commerce by making professional fees more accessible - the reduced fees will impact an estimated 361,000 people applying for a Wisconsin license.

Home inspectors entering the industry will see the new fees first, currently licensed inspectors will benefit as they renew.



David Strandberg
WAHI Legislative Chair

NEW MEMBER

Eric Pitt (Milwaukee)
Home Inspector Member
Wisconsin Property Inspections
262.818.1410
ericpitt@inspectwi.com

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EXCITING NEWS FROM SMOKE STACKS!

After working for the company for 15 years, Eric Yanasak has taken ownership of Smoke Stacks, Inc.

Eric is excited to CELEBRATE his new endeavor with family, friend and business associates by sharing DRINKS and HORS D'OEUVRES at his shop in Butler.

Please join the celebration on Friday, July 19th from 4:00 to 9:00 PM at
4712 N. 125th St, Unit A, Butler, WI 53007

RSVP to 262.389.8214 (call or text)

LOG IN & UPDATE YOUR WEBSITE PROFILE IN 5 EASY STEPS

1. Go to www.wahigroup.com.
2. From the Home Page - upper right corner, **select "LOG IN."**
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.

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 other 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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SAVE THE DATE...

November 8th and 9th
WAHI Fall 2019 Education House and Training Seminar
in the WI Dells!

OFFICE DEPOT

Office Max and Office Depot merged some time ago. The Office Max discount program offered to WAHI members no longer exists – the savings became spotty as the merger was coming together and then finalized.

Office Depot has come to WAHI with a new, improved program.
See page 13 for information on their in-store program and page 14 for a program overview and the contact person to establish an online account.

From one of our Central Chapter members. "I needed 2,000 copies made – they quoted me \$160.00. After I presented my WAHI card, the cost dropped to \$50.00! What an AWESOME savings!"



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See page 8 for an informative article provided by InspectorPro

WORKERS' COMP FOR HOME INSPECTORS: EVERYTHING YOU NEED TO KNOW

By *Stephanie Jaynes*, Marketing Director at [InspectorPro Insurance](#)

Several months ago, we were reviewing a home inspector's workers' compensation policy. Unbeknownst to that home inspector, their insurance carrier wasn't familiar with the property inspection industry. Despite their lack of experience in the inspection space, the carrier didn't want to turn the home inspector away. Instead, the insurance company categorized (or grouped) the home inspector in what they perceived to be the closest type of business they already insured: window blind installation.

With a window blind installer's workers' comp policy, the home inspection business lacked coverage for many of the unique risks their employees faced. For example, since there's no need for a window installer to mount a roof, the home inspection company didn't have coverage in case their employees fell off an inspection property's roof. Thus, by pairing up with a workers' compensation provider unfamiliar with their business, the home inspection company's needs were not being met.



What is workers' compensation insurance?

Since 2050 B.C., governments have granted sick and injured laborers payment after workplace accidents. Ancient Greek, Roman, Arab, and Chinese law all dictated precise payments for both bodily impairments and disabilities. Thus, their legislation laid the foundation for the workers' compensation insurance we have today. (For more on workers' comp's history, see Gregory P. Guyton's ["A Brief History of Workers' Compensation"](#) or AmTrust Financial's summary ["The History of Workers' Compensation Insurance."](#))

Workers' compensation insurance provides employees who suffer from work-related injuries or diseases with access to medical and wage benefits. Unlike general liability (GL) insurance, which covers inspection-related bodily injury and property damage claims for non-employees, workers' compensation looks out for people who work for your company.

By covering job-related injury and illness costs, workers' comp protects both employees and employers. Employees work under less financial risk knowing they're protected on the job. Additionally, employers limit their liability and deter litigation.

Recognizing the need for workers' comp in the home inspection industry, we launched our own workers' compensation insurance program in June 2019. In this article, we go over some of the common questions inspectors do (and should!) ask when shopping for a workers' comp policy. We hope that the information outlined here can help you make an educated workers' comp purchase with us or another provider.

[READ MORE](#)

To learn more about InspectorPro Insurance, please see our ad on page 7 of this newsletter.

Attorneys Roy Wagner and Lauren Triebenbach have joined the law firm of Michael Best and Friedrich. Both have expressed interest in continuing to work with WAHI and to provide their risk-free, initial legal counsel to WAHI members with legal concerns.

Contact Lauren at latriebenbach@michaelbest.com or 414.225.4929 and Roy at rewagner@michaelbest.com or 414.270.2707

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 or ronmiller547@gmail.com



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MEMBERS ONLY INTERACTIVE FORUM

It has come to our attention that many of you may be unaware 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 page 5 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.



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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.

For information, please contact: Executive Director Julie Arnstein
414.299.9766 or julie@wahigroup.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

Kyle Zimmerman - 715.387.1815 or kyle@royaltinspections.com

CHIPPEWA VALLEY

Jon Hempel - 715.210.3217 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 Reinart - 608.535.9206 or thehomeinspectorllcwi@gmail.com

MILWAUKEE

Brian Derewicz - 262.343.1614 or briandthehomeinspector@gmail.com

Nick Hammetter - 414.412.2637 or humblehomeinspector@gmail.com

Andy Helgeson - 414.315.0266 or helge4674@outlook.com

Scott LeMarr - 262.424.5587 or scott@honesthomeinspections.com

Brittany Thomas - 414.486.2367 or thomasradontesting@gmail.com

Mike von Gunten - 262.945.2446 or mike@lahigroup.com

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

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Welcome

See page 12 in this newsletter

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