



**Ric Thompson  
President**

March 2021

Vol. 25, Issue 3

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



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Happy Nice Weather all!

Legislation...there, I said it. I just wanted to keep the streak alive by using that word in my article. I may have missed a month or 2, but it seems like forever since I didn't have something substantial to say. If you haven't tired of the subject yet, see page 4 in this newsletter for an update from our Lobbyist Kathi Kilgore.

Now back to the nice weather. I am guessing that some of you may be receiving phone calls as a result of the nice weather - seepage in basements...roof leaks...ice damming...a myriad of options. We experience this every spring, but it seems that we will have a little taste of it here in February/March. Remember to be polite, be professional, be attentive and, if need be, admit you are wrong when you are wrong - we are all human and miss things from time to time. If you didn't miss something, fine, but be helpful in finding the solution. Refer your client to one of our affiliate members for assistance, it's why they are a part of our great Association.

On to safety! As always, mind your safe inspecting habits. Make sure you aren't relaxing on safety practices just because the sun is shining, grass is visible, and birds are singing! Be sure to set your ladders on safe surfaces. Watch your step as you make your way around the exterior of the home. Slipping may not always result in an injury but being covered in mud for the next 2 hours of your day can certainly bruise the pride a bit.

It's not too late to sign up for our Spring Seminar. This is a great opportunity to get your Wisconsin-based continuing education with a great line up of presenters! We have some new speakers and some familiar faces between the two days. Regardless, it will be education you can't get from a national online provider. This is the real deal!

Lastly, JJ Watt should sign with Green Bay for \$8M a year. The Packers should sign Lindsley and let Aaron Jones go, unless it is a hometown discount. The Broncos won 2 Super Bowls with a great quarterback, a great line that made mediocre running backs look good and a decent defense. Just my 2 cents worth.

Be Safe Out There!

Ric Thompson, WAHI President

**WAHI Spring 2021 Education House and Training Seminar**

**March 5<sup>th</sup> and 6<sup>th</sup>**

**Bridgewood Resort in Neenah**

**It's not too late to earn up to 15 credits - click [HERE](#) to register!**

The Coronavirus recommendations continue to advise against gathering in large groups but several chapters are able to resume in-person meetings. See below for chapter specifics.



**NEXT MEETING:** Wednesday, March 17  
Social at 6:00 pm & Meeting/Dinner/Education at 6:30 pm  
[Scanni's Alehouse & Eatery, 1239 Schofield Ave, Schofield, WI 54467](#)  
**Education: To Be Announced**

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

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**NEXT MEETING:** Wednesday, March 3  
Check-in by 5:15 pm. & Meeting/Dinner/Education to follow  
Meeting may be recorded and available online also - see your email for further details.  
In-person at [Hangar 54 Grill \(in CV airport\), 3800 Starr Ave, Eau Claire, WI 54703](#)  
**Education: Gene Wagner, Wagner's Chimney Service**  
Gene will be discussing "everything chimney" - brick repair, tuck pointing, flues, flashing, drafting and more!

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

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**NEXT MEETING:** Tuesday, March 16  
Social at 5:30 pm & Roundtable/Meeting/Dinner/Education at 6:00 pm  
[Waverly Beach, N8870 Fire Lane 2, Menasha, WI 54952](#)  
**Education: To Be Announced**

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

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**NEXT MEETING:** Tuesday, APRIL 13 - No March Meeting  
Check-in starts at 5:00 pm & Meeting/Dinner/Education at 5:30 pm  
[Maple Tree Supper Club, 3010 US-51, McFarland, WI 53558](#)  
**Education: Affiliate member Bob Stigsell, Advanced Health & Safety**  
Bob will address asbestos testing/remediation, mold remediation, as well as, lead safe work practices.

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

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**NEXT MEETING:** Tuesday, March 9  
Check-in at 5:30 pm, Dinner at 6:00 pm, & Meeting/Education at 6:30 pm  
[The Pallas Restaurant, 1657 S 108th St, Milwaukee](#)  
**Education: Affiliate member Barry Hintz, AdvantaClean**  
Barry will be speaking on what to look for regarding water and condensation issues, and the process to properly mitigate the problem.

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

## **An IMPORTANT Announcement regarding Chapter Meetings Online**

WAHI has been, and still is, a believer in our approach to education - what I call the “WAHI way”! We still see great value in holding our seminars and chapter meetings in person, with the speaker right there in the room for full interaction, Affiliate members and vendors in attendance to develop relationships of confidence and trust, and last but certainly not least, your fellow inspectors, many sole proprietors like you, to share experience, insight and lessons learned along the way!

But, with all of that said, we recognize the need for online programming from WAHI, the ONLY continuing education provider **focused solely** on WI inspectors, WI Standards of Practice and WI rules and regulations (State Statutes)! Long before COVID entered our lives, we knew that some of our members found it difficult to attend their local chapter meetings for a variety of reasons.

Since COVID, many of our chapters have been recording and/or live streaming their meetings. As a courtesy to our members, as we coped with these strange, uncertain times, we offered continuing education credits for those meetings at no charge. This process has been by trial and error, while not perfect, the chapters did the best they could. We recognize how critical it is for speakers to speak clearly and at a reasonable volume for the value of the presentation to effectively reach our at-home viewers.

**Starting this month**, members not comfortable or unable to attend a meeting in-person may continue to connect with their chapter online (and we encourage that!), however, **to earn the 2 continuing education credits there will be a charge of \$20.00** - to be paid through your local chapter treasurer, in most cases. You will be notified by email if your chapter has a different plan in place. WAHI will also be **posting one “highlighted” chapter meeting per month on the WAHI YouTube channel** – for now, payment and certificates for that will be handled by WAHI Executive Director Julie Arnstein. Watch your email for specific details each month.

There are online service providers who can streamline this process but for now, we are “testing the water” to explore the response from our members and determine our best route going forward.

On behalf of WAHI, I thank you for your continued support of our educational programming and your patience as we embarked on this new path.

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## Home Inspector Legislation

The 2021 version of the home inspector bill has been introduced and given its bill numbers – [SB 74](#) and [AB 57](#). Senate Bill 74 was referred to the Senate Committee on Insurance, Licensing and Forestry and had a public hearing on February 17<sup>th</sup>. Assembly Bill 57 was referred to the Assembly Committee on Regulatory Licensing Reform and had a hearing on February 24<sup>th</sup>. WAHI registered as “neutral” at the hearings, as we did in 2020, and submitted a statement to each Committee. Because this legislation would have passed in 2020 but got caught up in the COVID-19 shut down of the Legislature, we anticipate SB 74 and AB 57 to move quickly through the Legislature.

## State Biennial Budget

On February 16th, Governor Evers introduced the 2021-2023 Biennial State Budget. Of the provisions included in the Governor’s version of the State Budget pertaining directly to the Department of Safety and Professional Services (DSPS), there is only one item that will impact all DSPS-regulated professions. The State Budget proposal would allow DSPS to require all credential holders to submit and maintain an email address with the Department for primary communication purposes. If a credential holder does not have reasonable access to email or the internet, he/she will be allowed to continue “paper” communication with the Department.

The State Budget has a long way to go before it becomes law and there will be many changes to this proposal along the way. We will continue to monitor it as it moves through the legislative process for issues that will impact WAHI members.

## Occupational License Fee Study

The Department of Safety and Professional Services (DSPS) has completed its biennial review of the fees it collects for occupational licenses. The home inspector initial registration fee and registration renewal fee will remain at the current amount, which is \$51, for the next two years.



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

### Questions or Concerns?

If you have questions about this legislation or other legislative or regulatory issues, please feel free to contact me at 608.286.9599 or [Kilgore@swandby.com](mailto:Kilgore@swandby.com)

I look forward to working with WAHI in 2021!

## ELECTIONS ARE HERE!!!!

Ahhhh, just what everyone has been waiting for...the WAHI 2021 election! But don't just sit on the side lines, waiting for the ballot to appear in your Inbox to cast your vote, you don't know what you're missing until you personally get involved in running WAHI!

While the only position on the Statewide ballot is President, each chapter's leadership positions are up for election on their local chapter ballot. The Chapter elections include each Chapter's Member-at-Large position, which represents your Chapter on the WAHI State Board of Directors.

Ric is doing a great job as State President, but if you want to take a shot at knocking him off the podium, have at it. Have some ideas for your Chapter, step up to chapter leadership! Just want to become a better Home Inspector, leadership will do that for you!

You know what they say, you don't have the right to complain unless you get involved personally or at a minimum participate in the election and cast your vote. And I'll go even farther, you shouldn't complain about something you don't like unless you're willing to step up and promote the changes you'd like to see.

Whether you are an old timer who has seen it all or just starting on your Inspector journey, all are very welcome at the WAHI table - "new blood" brings a fresh perspective! Please contact me or Julie if you want to talk it over. I look forward to talking with you and seeing many of you at our Spring Seminar in Neenah!

### **Important State Election Dates:**

- March 15th - Nominations for President Close
- March 20th - Deadline for Candidates to Submit a Bio
- March 25th through March 31st - Cast your vote! The election will be conducted via the WAHI Website Polling feature.
- April WAHI Inspector - Announcement of Results (State and Chapter)



**Andy Helgeson**  
**Nominations &**  
**Elections Chair**

### **Questions or Concerns?**

Please feel free to  
contact me at:  
414.315.0266 or  
helge4674@outlook.com

## UPCOMING MEETINGS

### BOARD MEETING

The next Board Meeting is scheduled for Friday, March 5<sup>th</sup> in Neenah. Due to COVID, we are limiting our attendance to Board Members only for this meeting. If you have something you would like shared with the Board of Directors, please contact your Chapter-Elected Member at Large or Executive Director Julie Arnstein at [julie@wahigroup.com](mailto:julie@wahigroup.com) or 414.531.3199.

### ANNUAL MEETING

WAHI will hold the 20th Annual Meeting on Saturday, March 6<sup>th</sup> in conjunction with the WAHI Spring 2021 Training Seminar during lunch at the Bridgewood Resort in Neenah. Public Relations Chair Bob Turicik has agreed to live stream the meeting via the WAHI State Facebook page at approximately 12:15 PM.

You MUST be a "participating member" of the WAHI State page to view the meeting - see page 14 in this newsletter if you need assistance from Bob.

Members not attending the seminar, but interested in the Annual Meeting minutes, should contact Executive Director Julie Arnstein at [julie@wahigroup.com](mailto:julie@wahigroup.com) or 414.299.9766.

## MEMBERS ONLY INTERACTIVE WEBPAGE

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 12 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.

## ARBITRATION COMMITTEE - SEEKING FEEDBACK!

In early 2019 the WAHI Arbitration Committee went through the process to find a new arbitration provider for our members. In April 2019, several WAHI members attended arbitrator training, and in May 2019, WAHI distributed a new Inspection Agreement to the membership naming Construction Dispute Resolution Services (CDRS) as the arbitration provider.

The primary reason for seeking out a new provider was to improve the arbitration process by only using arbitrators who are experienced in the construction and inspection industries and, in order to maintain impartiality, no connection to WAHI. After meeting with other industry professionals, the Committee decided to proceed with CDRS. The level of professionalism and training provided by CDRS were very important in the Committee's decision. The ability to have some oversight and obtain feedback was also important to the Committee to ensure that the program is serving the WAHI membership well.

The Committee has learned that there have been some home inspector cases brought before CDRS for resolution. For privacy reasons, the Committee is not given the personal or business names of the parties involved with the arbitration, only that the arbitration occurred, the complaint details and the decision made.

In order to maintain oversight of the program from the home inspectors perspective, the Committee is asking any inspector member involved in arbitration to provide feedback. The member may remain anonymous, if they desire, and can provide the amount of feedback they are comfortable with. Any information about the process will be very beneficial to WAHI and our members.



**David Nason**  
**Arbitration**  
**Committee Chair**  
See David's contact  
information below.

### 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:

**WAHI Arbitration Chair David Nason**  
**262.443.8958 or bestinspectionsllc@gmail.com**

WAHI was recently asked, and answered, a question presented by a Home Inspector member on the "cusp" of retirement.

*Must a home inspector continue his/her WAHI membership for the 2 year liability period following retirement to take advantage of the arbitration system in the event of a claim? If so, at what level...Home Inspector member or Retired member?*

While WAHI would appreciate your continued support and involvement as a Retired member, it is not required. Currently, if a Home Inspector member has not renewed their state license they are eligible to renew their membership in WAHI at the Retired status.

## NEW MEMBERS

**Craig Lucas (Fox Valley)**  
*Associate/Student Member*  
920.723.3877  
craiglr27@gmail.com

**Nicholas Livingston (Chippewa Valley)**  
*Home Inspector Member*  
REM Inspecting  
715.497.3458  
nickjlivingston@gmail.com

**Bob Stigsell (Madison)**  
*Affiliate Member specializing in asbestos*  
Advanced Health & Safety  
608.243.8466  
bob@madisonasbestos.com  
www.madisonasbestos.com

**Jordan Wieland (Milwaukee)**  
*Associate/Student Member*  
414.841.8502  
jordanwieland687@yahoo.com



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## WHICH CHAPTER will be the WINNER of the WAHI AFFILIATE MEMBERSHIP DRIVE?

As of the WAHI Spring 2020 Education House and Training Seminar WAHI will be conducting an **Affiliate Membership Drive**. The goal of this effort is to increase our pool of qualified contractors and product or service providers. To bring out everyone's *competitive spirit*, we have decided to make this a **contest!** The original contest end date of November 13th has been extended to the WAHI Fall 2021 seminar weekend due to COVID-19.

The rules are simple...

1. Each chapter will need to increase their affiliate membership by at least 5% of their total chapter membership as of March 5th. Based on counts at that time:
  - Central chapter will need at least 3 new affiliate members
  - Chippewa Valley chapter will need at least 3 new affiliate members
  - Fox Valley chapter will need at least 4 new affiliate members
  - Madison chapter will need at least 4 new affiliate members
  - Milwaukee chapter will need at least 8 new affiliate members
2. The new Affiliate member must be a paying member, not the recipient of a complimentary membership for speaking at a chapter meeting or seminar.
3. Direct interested parties to the Member Benefits page on the WAHI website to complete an online application - <https://wahigroup.com/Member-Benefits>

The chapter with the largest percentage of new affiliate members, over the minimum, will be deemed the winner!

The “prize” for the winning chapter is a complimentary chapter meeting - paid for out of the WAHI state coffers - AND more importantly, will be known as THE BEST CHAPTER IN WAHI, complete with bragging rights!

Watch for “progress reports” in the newsletter each month to see which chapter is in the lead. **Let the games begin and may the BEST chapter win!**



**Ron Miller**  
Membership Chair

**Please contact me with  
any questions:**

**608-235-9836  
or  
ronmiller547@gmail.com**

# SURVEILLANCE CAMERAS

A realtor contacted me regarding a WAHI inspector who turned off 2 video cameras in a home he was inspecting. The agent was calling for clarification as she was not certain what the rules are concerning recording devices. At the time of the inspection, the inspector explained he disengaged the 2 cameras in order to be compliant with the State Statutes - he explained that if his actions and any commentary were recorded and viewed by a party of than his client he would be in violation of State Statute 440.975 (7)(b):

(7) A home inspector may not do any of the following:

(b) Deliver a home inspection report to any person other than the client without the client's consent.

In the inspector's mind, by being filmed, he was "delivering" contents of his report to someone other than his client. I reached out to the Department of Safety and Professional Services (DSPS) to see how they would view this situation should someone file a complaint.

The Department would not view it as the inspector did. They said that video surveillance does not fall under sharing contents of the inspection and/or an inspection report. State Statute 440.975 (3) reads as follows:

After completing a home inspection, a home inspector shall submit a WRITTEN report to a client that does all of the following: etc. etc.(See 440.975 (3) (a-d) for remaining details)

In January 2020, Senate Bill 247 passed and a portion reads as follows:

995.60 (2) USE OF SURVEILLANCE DEVICES. Except as provided under sub. (3), an owner of real estate may use a surveillance device in or on the real estate to observe or record an individual who is present in or on the real estate for a private showing, open house, or other viewing of the real estate in connection with the owner's attempt to sell the real estate.

At the WAHI Spring 2019 Training Seminar, a speaker touched on surveillance cameras. He suggested attendees seek legal advice regarding privacy/disclosure rules in our state and/or add a disclaimer to their report. Something along the lines of:

*We will make every reasonable effort to keep the results of the inspection confidential and will provide a report to you only (unless otherwise directed by you in writing). However, we have no control over home security surveillance systems that may be present and activated during the inspection, and it is possible that other parties might observe the inspection without our knowledge.*

Please contact me with any questions or concerns – [julie@wahigroup.com](mailto:julie@wahigroup.com) or 414.299.9766



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# 7 WAYS TO ENCOURAGE CLIENTS TO READ REPORTS

By Stephanie Jaynes, Marketing Director at InspectorPro Insurance

Clients in the home inspection industry are notorious for not reading their inspection reports. And, when they neglect to read their reports, they are more likely to complain and file claims.

Michael Ashburn from [Ashburn Inspections, LLC](#) in Pennsylvania can attest.

“People who call and complain about my inspection are usually the people [who] don’t read the report,” Ashburn said.

He isn’t alone. Many other home inspectors have had clients assert that they missed something during the inspection when, actually, the defect was carefully outlined in the report.

By interviewing your fellow inspectors, we bring you answers to why clients don’t read their inspection reports and what can be done to encourage them to do so.



### Why Inspection Clients Don’t Read Reports

There are a whole host of reasons why clients choose to not read their home inspection reports. However, according to our interviewees, we found the following reasons to be the most common:

- They don’t understand the language used in the report and, therefore, don’t have interest in reading it in its entirety.
- Clients feel like they are too busy to read their reports—especially during a real estate transaction.
- They don’t want to receive bad news, so they put off reading the report.
- Real estate agents discourage home inspection clients from reading the report because they don’t want the sale to fall through.

Ultimately, all of these reasons boil down to clients associating their inspection reports with stress in some form. Once you understand this, you can start to ask the right questions, like:

- How can I communicate the importance of the report?
- How can I make my reports easier to read?
- What can I do to help after I send over the report?

Fortunately, the inspectors we interviewed had some answers.

### How to Encourage Inspection Clients to Read Reports

The following seven tips are proven methods to encourage clients to read their inspection reports.

#### *Establish expectations.*

As a home inspector, setting expectations is essential to helping clients understand that the reports are valuable to them. Jameson Malgeri from [Another Level Inspection](#) in Massachusetts has found that when he establishes expectations about his inspection reports, his clients are more likely to read them.

“I take some time at the inspection to talk to about the report, what to expect [in it], and the importance of reading it entirely,” he said.

[READ MORE](#)

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## UPDATE YOUR WAHI PROFILE IN 5 EASY STEPS

1. Go to [www.wahigroup.com](http://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](mailto: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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**Affiliate member Attorney Lauren Triebenbach of Michael Best and Friedrich offers a risk-free, INITIAL consultation to WAHI members with legal concerns. WAHI members have the right to contact any attorney of their choice. Should a WAHI member decide to work with Lauren, the steps below, provided by Lauren, provide an explanation of her services.**

1. If you receive an email, letter, text, or pleading from a customer, please contact my office.
2. I will ask that you provide me with the communication you received plus your inspection agreement and report. If there are other communications related to the claim, I will ask for those too.
3. After I review your documents, I will schedule a time to talk to you. Calls generally last 15-30 minutes. I will discuss with you your options, which could include working it out on your own, engaging me to respond on your behalf, or tendering the claim to your insurance company. The strategy I discuss will be based on your specific claim, whether litigation or arbitration has already been initiated, and whether your inspection agreement specifies arbitration as the method of dispute resolution.
4. If you don't hire me, you don't get a bill. If you do hire me, the time spent reviewing the case will be included in the final billing.
5. Knowledge is power. I want inspectors to know their options so they can the decision that's best for them and their business.

**Visit the WAHI Affiliate Member page to contact Lauren: <https://wahigroup.com/Affiliate->**

## OFFICE DEPOT/MAX

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 17 for information on their in-store program and page 18 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!"**

**From one of our Madison Chapter members - "I recently had printing done at my local Office Depot/Max. Cost before WAHI discount = \$137.00. AFTER the WAHI discount was applied = \$36.00!!! WOW!"**

## Stay in touch with the WAHI Facebook page!

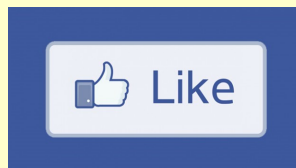
Our WAHI Facebook community provides the perfect opportunity to post minutes, make chapter announcements, post meeting changes, start a dialog/ask questions of other inspectors or just see what your fellow WAHI members have been up to.

If you have any questions, please contact:

**Bob Turicik**

**920.892.7654**

**homeview@wi.rr.com**



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Website: [www.inspectorproinsurance.com](http://www.inspectorproinsurance.com)

See page 11 for an informative article provided by InspectorPro

## 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

Marc Steig - 715.797.1475 or inspectormarc3@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

Ryan Eigenfeld - 414.795.9018 or flarsbar@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

Mike von Gunten - 262.945.2446 or mvgbvg@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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1. Begin every sale transaction. Sell Service copies may be prepaid at the register for discount.  
2. Print, "Add" and the select, "Change" or "OfficeMax Account" (both screens only).  
3. Enter SPC # and wait for register to re-print.  
4. Purchase with card do not qualify for Office Depot® Office Max® Rewards.  
Use of this card constitutes acceptance of the terms and conditions.  
Please visit [business.officedepot.com/spc](http://business.officedepot.com/spc) for full terms and conditions.



## WAHI Group Associates, get access to your special pricing and more with your Store Purchasing Card:

### Unlock savings in the store

When you shop at any Office Depot or OfficeMax store, your Store Purchasing Card enables you to get the lower of the retail store price or your custom-discounted price.

### Receive discounts on Print & Copy Services™

With the Store Purchasing Card, you will receive discounts on black & white copies, color copies, binding, folding and cutting at our in-store Print & Copy Services™ Center.

### Access your card via your mobile phone

In addition to your printed version, your Store Purchasing Card can be accessed via your mobile device.

## Contact your Account Manager for more information.

**Contact:** Paul Gomez  
**Phone:** (855) 337-6811 ext. 12809  
**Email:** paul.gomez1@officedepot.com

## FREE Lamination of your Store Purchasing Card

This coupon entitles the Office Depot Business Solutions Customer to free lamination of their Store Purchasing Card only. Not valid for lamination of any other product(s).

**Valid in store.** Must present this original coupon and your program card to cashier. Photocopied/reproductions not valid. Not valid for purchases made in Office Depot outlet/clearance stores. Coupon is good for one-time use only, is not transferable, is not for resale or auction and cannot be combined with other offers or promotions. No cash back. Void where prohibited. Limit 1 coupon per customer.

**Coupon Code 82677141**

Visit [stores.officedepot.com](http://stores.officedepot.com) to find a store near you.



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## BUSINESS SAVINGS PROGRAM

### Pricing Summary & Program Advantages



20% to 55% off  
retail on cleaning  
& break room items.



**Wisconsin  
Association of  
Home Inspectors, Inc.**



20% to 55% off  
item office supply  
core list.



**Free next-day shipping**  
on orders of \$50 or more.



10% off branded;  
20% off private brand  
ink & toner core list.



#### Special pricing on copy and print services

- \$0.025 black and white copies
- \$0.22 color copies
- 40% off finishing services



Average 10% off  
retail on 200  
technology core items.

Plus, 10% off an expansive in-store assortment of 6,000+ items.



**Office  
DEPOT**

For assistance with gaining on-line access, please contact:

Paul Gomez

WAHI National Program Manager | Office Depot

Tel: (855) 337-6811, Ext 12809 | [paul.gomez1@officedepot.com](mailto:paul.gomez1@officedepot.com)

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### Welcome

See page 16 in this newsletter

## E&O INSURANCE FOR INSPECTORS

### Allen Insurance Group

Phone: 800.474.4472 x172  
Great service. Many choices and fee schedules. Covers radon too.

### Associations Liability Insurance Agency

Phone: 800.882.4410  
Offers competitive rates, a low deductible and a package of  
Other benefits. Rates for commercial and residential inspections, not  
based on volume or revenue.

### Coverra Insurance Services

535 Industrial Drive, Sparta, WI 54656  
Contact: Jeff Ascher, 608.269.2127  
Fax: 267.647.3247  
jascher@coverrainurance.com  
[www.coverrainurance.com](http://www.coverrainurance.com)

### Hanover Insurance

330 E. Kilbourn Avenue, #650, Milwaukee, WI 53202  
Contact: Jeff Frank, 414.221.0364  
jfrank@robertsonryan.com  
[www.robertsonryan.com](http://www.robertsonryan.com)

### InspectorPro Insurance

2600 W. Executive Pkwy, Suite 500, Lehi, UT 84043  
Contact: Brianna Meagan, 801.610.2723 or bmeagan@citadelus.com  
Fax: 801.610.2701  
[www.inspectorproinsurance.com](http://www.inspectorproinsurance.com)  
Our free pre-claims assistance and risk management education decrease  
how often claims arise. And our E&O and general liability insurance  
policies serve your unique business needs. Insuring elsewhere isn't worth  
the risk.

### OREP

Phone: 888.347.5273  
Includes premises coverage and most incidental coverage.  
Competitive rates.

### Radant-Advantage Ins Svs of Wausau

2703 Rib Mountain Dr, Wausau, WI 54402  
Contact: Sean Corsten, 715.845.9204  
seanc@aisofwausau.com  
[www.advantagewausau.com](http://www.advantagewausau.com)

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Phone: 920.432.7246  
Many types and companies. Services individual inspectors, fee based on  
volume. Covers radon too.

### Zolofra Insurance Agency

Phone: 888.858.1777  
[www.allprocoverage.com](http://www.allprocoverage.com)  
Multiple carriers. Coverage on mode and lead testing, septic, pest and  
pool inspections, prior acts, workers comp., commercial auto and more.