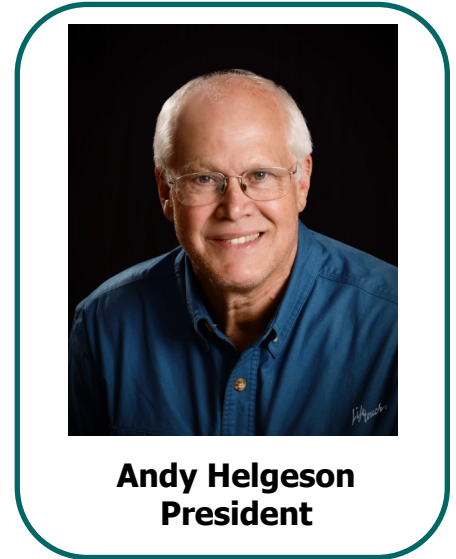




May 2018

Vol. 22, Issue 5

www.wahigroup.com



**Andy Helgeson**  
**President**



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### WHERE DO YOU WANT TO GO WITH WAHI?

For years now, I've been wondering what WAHI membership means to our members, and equally important, to the public we serve.

WAHI takes a "big tent" approach to membership in the association - we welcome most, if not all, licensed home inspectors. It is the goal of WAHI to raise the education level and knowledge of all home inspectors to enable you to better serve your clients. In addition to being more proficient at your trade, more knowledge can help reduce your liability which benefits the entire profession. WAHI does an excellent job providing practical, every day education to raise your professionalism.

What about public perception? Unlike ASHI, who requires a minimum number of inspections and a review of completed home inspection reports before accepting an applicant as a full member, WAHI has no such requirements. WAHI does not provide credentialing of our members and cannot certify if a member is truly qualified. We had a situation recently where the unhappy client of one of our members came to WAHI looking for resolution. The buyer felt that WAHI had responsibility for the member's poor inspection. Clearly, this consumer felt that WAHI had a level of responsibility for the actions of our members.

I have had conversations with government officials and Realtors who had the understanding that we do have "credentialed" members - I believe that "misunderstanding" is in part based on the reputation we have earned and the very professional organization WAHI is seen as.

WAHI members enjoy many great benefits, including but not limited to:

- quality education at affordable cost and in convenient locations
- frequent interaction with expert Affiliate members who can provide invaluable information in a pinch and provide honest, fair service to our clients
- obtain advice from seasoned Home Inspector member with answers to almost any question
- the consistent goal of WAHI to help all members improve their business and the industry as a whole
- the **exclusive use** of the WAHI Inspection Agreement, which is tried and true in reducing or even eliminating potential liability - there is nothing else like it available locally or nationally

*(continued on pg. 5)*



We have rescheduled our meeting time to the **4th Wednesday of May** because our venue will be closed for renovations.

**NEXT MEETING: Wednesday, May 23 (4th Wednesday in May only)**

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

Meeting and meal is \$30; meeting only is \$10.

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

**Education: To be determined**

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

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**NEXT MEETING: Wednesday, May 2**

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

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

**Education: Mike Denman, Hearth Shoppe**

Mike will be talking about fireplaces, inserts and stoves.

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

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Our April speaker was longtime Affiliate member, Cassidy Kuchenbecker, from Environmental Initiatives, Inc. Cassidy is a well-known supporter of WAHI and a great speaker! He addressed "The Sensitive Buyer" and spoke about how clients are often physically and emotionally sensitive and alert to indoor contaminants in a home. He explained the various types of disorders the contaminants may trigger, as well as, how to respond to these situations/people as we perform an inspection. Further questions about this subject and any environmental issues, please call Cassidy at 977.653.6847



**NEXT MEETING: Tuesday, May 15**

Round table at 5:30 pm & Meeting/Dinner at 6:00 pm

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

**Round Table Discussion:** *Testing of electrical outlets and systems with various types of testers. If you have pictures bring them on your smart phone and directly load to the projector.*

**Education: To be determined**

**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: Thursday, May 17**

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

**NEW LOCATION:** [Great Dane Pub and Brewing, 2980 Cahill Main, Fitchburg](#)

**Education:** **Affiliate members Kirk & Lindsay Mefford, Madison Radon Testing, LLC**

Kirk and Lindsay will share information on the different types of radiation, ionizing radiation exposure and radon testing.

*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**

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**NEXT MEETING: Tuesday, May 8**

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](#)

**Education: Dan Merkel and Ryan Lettau, Current Electric**

Dan and Ryan will share their expertise on the workings of solar panels and what to look

**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**

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# 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

## April 2018

- **Board Meeting:** The minutes from the Friday, March 9th Board Meeting have been posted on the WAHI website on the Members Only page – scroll down toward the bottom of the page. You will need to log-in to view the minutes - see page 7 in this newsletter for detailed log-in steps.
- **Signing of Act 338:** WAHI Lobbyist Kathi Kilgore informed us that Governor Scott Walker would be signing Assembly Bill 812 (the defect and real estate condition report bill) into law on Monday April 16<sup>th</sup>. State President Andy Helgeson, Kathi Kilgore and myself were honored to attend the signing - unfortunately, due to the short notice, WAHI Legislative Chair David Strandberg was unable to join us. We were joined by several representatives from the WRA and legislators/their staff in support of the legislation. See page 4 for a photo from the day.
- **Arbitration/Claims Management Meeting:** Arbitration Committee Chair Mark Thomas, State President Andy Helgeson, Trained Home Inspector Arbitrator Scot McLean, Mike Weinzierl of Resolute Systems and myself met with Adam McGary of Capitol Claims Management to discuss the WAHI arbitration program. It was a very enlightening meeting for all parties. WAHI will use the information obtained to monitor and possibly revise aspects of the arbitration program. Adam expressed an interest in speaking at a future seminar. Based on the meeting, a presentation by Adam would be very beneficial to our members.



**Julie Arnstein**  
**Executive Director**

## May 2018 and Beyond...

- **Accounting Meeting:** State Treasurer Tom Kruse, President Andy Helgeson, WAHI Accountant Jeff Barber and myself will meet on Friday, May 4th to discuss current accounting and report methods, online banking, chapter and state accounts and discuss ideas to streamline finance-related communications.
- **Membership Renewal:** Watch your email and future newsletters for important updates and deadline dates...to avoid a \$25.00 late fee!
- **Leadership Training:** WAHI is proud to announce the **1<sup>st</sup> Leadership Training Day** will be held on **Thursday, June 7<sup>th</sup> in Mauston**. This event is intended for Board members, chapter officers, committee chairs and **all members** interested in serving in a leadership role in the near or distant future. WAHI's future **DEPENDS** on members stepping up to serve. The WAHI Board of Directors understands and appreciates that each chapter is different - this training will be a great opportunity to exchange ideas and very possibly increase involvement and attendance at your chapter meetings. All members have received an invitation via email - please let me know by Thursday, May 10<sup>th</sup> if you would like to attend! Hope you do!
- **Fall 2018 Education House and Training Seminar:** We are confirmed for Friday, November 2<sup>nd</sup> and Saturday, November 3<sup>rd</sup> at the Holiday Inn, Manitowoc. For now, **SAVE THE DATE**...more details in late summer!
- **Spring 2019 Education House and Training Seminar:** We also have this seminar date and location locked in...Friday, March 29<sup>th</sup> and Saturday, March 30<sup>th</sup> at the Four Points Sheraton in Milwaukee!
- **Fall 2019 Education House and Training Seminar:** Déjà vu...we also have this seminar date and location locked in...Friday, November 8<sup>th</sup> and Saturday, November 9<sup>th</sup> at Chula Vista in the WI Dells.

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](mailto:julie@wahigroup.com)

# LEGISLATIVE REPORT

## What is a Defect?

Definable or not, Realtors' Offer to Purchase documents make "defect" an important item in the transactions of their trade. Hence, the Wisconsin Realtors Association (WRA) asked WAHI to join forces to ensure that Realtors **and** Home Inspectors mean the same thing when they speak of *defects*. After nearly two years of meetings and negotiations we agreed on the definition and the legislation to change our Standards of Practice to include this new definition. Last week, Governor Walker signed the legislation into law.

Defect now means:

"a condition of any component of an improvement [meaning home, garage, shed, etc.] that would significantly impair the health or safety of future occupants of a property or that, if not repaired, removed, or replaced, would significantly shorten or adversely affect the expected normal life of the component of the improvement."

Previously, we were to "describe the condition of any item [required to be observed] that if not repaired, will have significant adverse effect on the life expectancy of the identified item," and to list "any material adverse facts that a home inspector has knowledge of or has observed."

Now, we shall "describe any defect that is detected...during the inspection." However, "a home inspector is not required to use the term *defect* in describing a defect in the written report required under this subsection." Furthermore, "a home inspector may not use the term *defect* unless that use is consistent with s.440.97 [the definition above]."

Really, no actual difference except we look for **defects** instead of **material adverse conditions** and we still are not required to not label anything a defect even though it fits the new definition. When we do use **defect**, it must align with the new definition. This fully understandable and agreeable new definition is thanks primarily to the legislative background and negotiating skills of Mark Thomas, our President Andy Helgeson, and the keen support of our Executive Director, Julie Arnstein.



**David Strandberg**  
**WAHI Legislative**  
**Committee Chair**

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



Pictured from left to right behind Governor Scott Walker: Joe Murray - WRA, Kathi Kilgore - WAHI Lobbyist from Swandy-Kilgore Associates, Inc., Julie Arnstein - WAHI Executive Director, Andy Helgeson - WAHI President, Christina Nelson - Rep. Horlacher staff, Debbi Conrad - WRA, Tom Weber - Realtor, Anna Schwarz - Rep. Horlacher staff, Cori Lamont - WRA, Sen. Luther Olsen (R-Ripon), Jenna Zantow - Sen. Olsen staff, Tom Larson - WRA, Shelby Schmuldach - Sen. Olsen staff

## PRESIDENT (CONT'D)

I think it may be time to take things a step further though! I am in support of WAHI providing credentials that members could attain to differentiate themselves and elevate their public perception. This is, however, not an easy undertaking.

WAHI would not try to compete with a group such as ASHI - who has a much higher level of credentialing than we could provide at this point. WAHI does not have the resources of a national group nor do we charge the *much higher membership fees needed to fund a bigger program*.

Yet WAHI could consider offering a multi-tier membership...

1. Beginner - essentially our current Home Inspector membership
2. Credentialed Level - may require a minimum number of inspections be completed, successful completion of a specific course (i.e. the WAHI Education House Peer Review), and/or a written statement acknowledging full compliance with the State Standards of Practice and proof of insurance
3. Master Inspector - may require a larger numbers of inspections completed and/or continuing education credits beyond the state requirements

This endeavor would take effort and potentially raise the level of liability to WAHI - who would police the members to ensure compliance? What would home buyers/sellers expect of WAHI if an inspection went bad?

How could this idea help you? People who are perceived as being "a cut above" are generally paid accordingly and are in higher demand - be it doctors, lawyers, roofers or home inspectors. We have many members who have reached a higher level of expertise but currently WAHI has no official recognition of this.

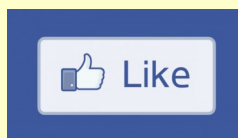
I would really like to hear your thoughts on this - if you think this is a valuable course of action or you think I'm just nuts! Personally, I think this a necessary step in the evolution of WAHI, but it cannot happen without member interest and involvement.

But wait, there's more! WAHI is offering a Leadership Training Day to all members on Thursday, June 7th in Mauston. Look for more information on this from Julie via email. By then we should be done with snow and winter, although this is Wisconsin and you never know!

Live long and prosper.

Andy Helgeson  
WAHI

### 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 at 920.892.7654 or [homeview@wi.rr.com](mailto:homeview@wi.rr.com)

# MEMBERSHIP RENEWAL

It's that time of year...time to renew your commitment and support of your association! System-generated email notices will go out in late May/early June with a renewal date of July 1, 2018 to void a \$25.00 late fee. Members can submit their renewal conveniently through the website using MasterCard, Visa or Discover but payment by check via US Mail is certainly still an option as well.

The Board voted and approved a slight increase in dues (\$25.00) for Home Inspector and Affiliate renewal, effective this year. Dues for Associate/Student and Retired membership will not be increased at this time.

WAHI has not increased dues in 10 years (2008) and the cost of membership in WAHI remains very low given the programs offered to our members. Some of the benefits of membership are noted in Andy's May President's article. Member benefits and existing/new programs do come at a cost - the inspection agreement, the arbitration program, the website, the potential for a new tiered membership program, and quality continuing education at chapter meetings, the Education House and seminars.



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\$100,000

Deductibles:  
\$250 General Liability  
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General and Professional Liability are both written by the same carrier.

There are no sublimits on any of our endorsements.

#### HIGHLIGHTS

1. Policy covers both E&O and GL
2. Retro-Active coverage included (proof of retro required)
3. Realtor and Referring Party Indemnification included
4. Multi-inspector coverage available on one policy
5. Residential and Commercial inspection coverage included standard
6. There are endorsements for the following:  
Mold, Water Testing and Septic, Pool and Spa, Radon, Termite/Pest/WDI And More!
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## NEW MEMBERS

**R John Balian (Milwaukee)**  
*Home Inspector Member*  
Amelia's Home Inspections  
414.698.3846  
rjohn.ahi@gmail.com

**Brad Belmas (Central)**  
*Home Inspector Member*  
Superior Home Inspections, LLC.  
715.203.9008  
brad@superiorhomeinspections.net

**Jason Gurgul (Milwaukee)**  
*Home Inspector Member*  
Park Hill Home Inspection, LLC.  
414.975.9351  
mgahomeserviceswi@gmail.com

**Nicholas Hammetter (Milwaukee)**  
*Home Inspector Member*  
The Humble Home Inspector, LLC.  
414.412.2637  
humblehomeinspector@gmail.com

**Michael Jonas (Milwaukee)**  
*Home Inspector Member*  
The BrickKicker  
800.821.1820  
mjonas@brickkicker.com

**Chuck Pulaski (Out of State)**  
*Affiliate Member offering training to  
become a Home Inspector*  
Inspection Certification Associates  
888.374.4096  
support@icaschool.com

**Robert Voitula (Fox Valley)**  
*Home Inspector Member*  
Turn Key Home Inspections, LLC.  
920.655.5585  
rob@turnkeyinspectionsllc.com

## OFFICE DEPOT

As many of you know, Office Max and Office Depot merged this past year. 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.

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

1. Go to [www.wahigroup.com](http://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](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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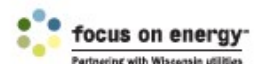


For more information, call 855.339.8866 or email [homeenergyscore@focusonenergy.com](mailto:homeenergyscore@focusonenergy.com)



With the Home Energy Score, inspectors can give homeowners a clear picture of a home's comfort level and energy costs. It's a simple service, and a great way to stand out from the competition. The advantages include:

- **NEW** No maximum score fee and only \$25 per score QA fee
- Direct customer referrals using Focus on Energy's contractor locator tool
- Access to local and statewide marketing materials
- Partnership with Focus on Energy and the Department of Energy
- Program mentoring, including online and in-person support





## 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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## 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](mailto:rwagner@vonbriesen.com)

## WORD OF CAUTION...

Two large national firms, working together, have been reaching out to local inspection companies with the promise of many inspections per month.

**The advice from some members who have taken the bait:**

- **Be sure you have a contract in place with each company**
- **Determine payment arrangements in writing and in advance - include in the contract(s)**

The recommendations are prudent business practices in any business relationships you form.

Thank you, WAHI members, for looking out for each other....no surprise there 😊



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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 WAHI 101 on page 7 for step-by-step instructions to log-in to your profile and make use of this additional "tool" and benefit WAHI offers to its members.

## WAHI Board Meeting - Friday March 9, 2018

The Board Meeting minutes have been posted on the WAHI website on the Members Only page. See page 7 in this newsletter for step-by-step log-in instructions.



**NEW!**  
**2018**  
**\$295**



**Deck Terms, Part #2**



**Tankless Water Heater**

The burner operates when water is flowing. Includes controls to maintain the proper hot water temperature at variable water flow rates by changing the burner output. Provides continuous hot water at a designated flow rate.



**Cap Flashing Details #2**

Cap or head flashings and horizontal trim should never be caulked. Caulking traps water.



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**Deck Stair Railing**

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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](mailto:info@ResoluteSystems.com)

**Website:** [www.resolutesystems.com](http://www.resolutesystems.com)

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



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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

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**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.

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**Office  
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### Pricing Summary & Program Advantages



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Association of  
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20% to 55% off  
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10% off branded;  
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**Office  
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For assistance with gaining on-line access, please contact:

Paul Gomez

WAHI National Program Manager | Office Depot

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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

### 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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### Welcome

See page 15 in this newsletter

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jfrank@robertsonryan.com  
[www.robertsonryan.com](http://www.robertsonryan.com)

### Mutual of Omaha

N7365 Lost Nation Road, Elkhorn, WI 53121  
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bblum1031@yahoo.com  
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