



The WAHI Inspector

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**Ric Thompson
President**



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Howdy Partners!

One of the best benefits of being a WAHI member is right around the corner... our Fall 2019 Education House and Training Seminar! It's not too late to register... spread the word!

Education has long been the crowned jewel of WAHI. Providing quality, up to date education is what makes our members the best home inspectors in the state! Our seminars have such a great reputation that ASHI has been a consistent visitor to model their education in a similar format to ours.

Attendees have an opportunity for 2 full days of education. Our Education House Peer Review provides the chance of a lifetime...to have your skills reviewed by our most experienced home inspectors. This program helps ensure you, and your report, are meeting the demands of the State of WI Standards of Practice. The Education House Rotation Training provides "field training" on areas of a home we need to report on every day! Classroom training on Saturday always offers a variety of presentations ranging from technical to good business sense to legal protection. Being present, with the speaker in the room, results in an atmosphere of interaction and the opportunity for questions and answers that develop during the presentation. In addition, I would be remiss if I did not mention the benefit of fellow attendees sharing their hard knock stories at the cocktail party, during meals and breaks, as well as during the seminar. You DON'T get any of that with online education courses!

The camaraderie among our attendees (competitors if you want to get technical!) goes unmatched in any other industry. Based on my interaction with my fellow members at the seminars, I can with confidence pass along the name of a trusted WAHI inspector when someone is looking for a home inspector outside of my coverage area.

(continued on pg. 5)

WAHI Fall 2019 Education House and Seminar
November 8th and 9th
Chula Vista in Wisconsin Dells!
Earn up to 15 credits! Details and Registration - [HERE!](#)



NEXT MEETING: Wednesday, November 20

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

[Sconni's Alehouse & Eatery, 1239 Schofield Ave, Schofield, WI 54467](#)

Education: Sean Corsten, Radant Insurance

Sean will cover insurance coverage options and share information on the possibility of group coverage, like real estate brokerages have.

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



NEXT MEETING: Wednesday, November 6

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

LOCATION (as of June): [Pizza Ranch, 2451 Truax Blvd, Eau Claire, WI 54703](#)

Education: Jesse Greene, Water Source Heating & Cooling

Jesse will share his expertise on Geo-Thermal systems.

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



NEXT MEETING: Tuesday, November 19

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

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

Roundtable Discussion: Bring pictures on your smart phone or jump drive to load onto 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



NEXT MEETING: NO NOVEMBER OR DECEMBER MEETINGS

Meetings will reconvene in January.

Possible announcement of new location and new night?

Happy Holidays and stay tuned!

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, November 12

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: Eric Yanasak, Smoke Stacks

Eric will discuss masonry chimneys and fireplaces. Did you send your pictures to Eric?

If not, smoke_stacks@sbcglobal.net

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

LEGISLATIVE UPDATE

This past summer WAHI was made aware, through a magazine article, that some new legislation might be coming down the pipeline regarding home inspections in the State of Wisconsin. We immediately contacted our lobbyist, Kathi Kilgore, to discover that nothing was *official* at the time and the vast majority of Representatives and Senators were not aware of any such legislation.

We reached out to the author of the article and scheduled a meeting with him and the group named in the article as part of the legislation. Since that meeting, countless hours have been spent to ensure our concerns were heard and that we were very much a part of the discussion that would affect the very people that we represent, home inspectors in the state of Wisconsin.

At the time of this writing, WAHI's concerns with portions of the legislation remain but negotiations with the bill sponsor and other trade associations continue. However, the legislation may be circulated for co-sponsorship among the members of the Legislature very soon. The State Legislature will wrap up its work for the two-year legislative session in February 2020.

A summary of the legislation as it is currently drafted:

1. **Licensing of Home Inspectors** - At present time, home inspectors are a profession that requires **registration** with the Department of Safety and Professional Services (DSPS). This bill would require home inspectors to be **licensed**. All current home inspectors would be grandfathered in as licensed home inspectors. There is some concern with licensure vs. registration in how that could affect WAHI's continued ability to provide what WAHI has considered to be its strength: education to our members. The fine details of that would not be spelled out in the bill, but would be determined in the DSPS rule-making process that WAHI and its members would have input in.
2. **Pre-Licensing Education** - Future home inspectors would be required to complete 120 hours of instruction and 40 hours of field training in addition to the current requirements for home inspector registration. Current home inspectors would not be subject to this requirement because they will automatically be considered "licensed." WAHI hopes this provision could prove to be an opportunity for WAHI to become involved in pre-licensure education and create a new revenue stream in doing so. However, the uncertainty of the "fine details", as stated above regarding continuing education, is the same here.
3. **Reciprocity** - Inspectors from other states with comparable or more restrictive licensing requirements would be able to do inspections in Wisconsin and, likewise, Wisconsin-licensed home inspectors could do inspections in other states with comparable or less restrictive licensing requirements.
4. **Required use of the word "Defect"** - Currently, home inspectors are not required to use the term "defect" in their home inspection reports. This legislation would require the use of the term "defect" when a condition aligns with the definition of Defect as defined in existing statute s. 440.97 (2m). This particular item has been the topic of many of the discussions and negotiations as WAHI takes strong issue with this section of the bill.
5. **Required use of a Summary Page** - The bill requires a summary page be included as part of the home inspection report with a specific order of information and references to the item or page number in the home inspection report. WAHI has indicated that we would be open to use of a summary page. However, WAHI leadership does **not** agree with the prescribed order, headings and reference requirement. We believe the design of the summary page should be left up to each individual home inspector and that a Buyer should be informed that the summary page is not to be used as a substitute for reading the entire report. We are open to suggested headings of subject matter but, not required to use those exact terms. We also have concerns with referring to parts of the home inspector report by item or page number and have requested more flexibility, such as referring to a heading or section of the report.

Again, this is a brief synopsis of the legislation and a reminder that we are STILL negotiating on the use of the word defect and the summary page. Because the bill draft hasn't been released yet, many of your Representatives and Senators don't even know this is out there yet. They will not become aware of it until the bill is circulated for co-sponsorship. Watch your email for an action alert from WAHI in the near future! We will provide information on how to contact your state legislators about this bill.

Watch your email for an action alert from WAHI in the near future! The introduction of the bill and the public hearing can pop up very quickly - pay close attention. We will provide information on how to contact your state legislators about this bill.

We continue to represent the best interests of our members to legislators and other trade associations. Our voice is not going unheard! Watch your email for more information.



David Strandberg
WAHI Legislative Chair

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

October 2019

- **Potential New Legislation:** We have touched briefly on the *potential* legislation impacting the home inspection industry in previous newsletters. WAHI has continued to meet and discuss our “position” as a Board, and with the other parties involved. At the time of this newsletter the bill has not been circulated yet and thus we are uncertain on the progress of the legislation. See page 3 in this newsletter for a full report from WAHI Legislative Committee Chair David Strandberg. Be sure to monitor your email for time-sensitive updates and announcements.
- **Future WAHI Education House and Seminar Training:** I have been on a mission to arrange locations for the next 2 years. 2020 dates and locations are listed below. ☺ I am exploring locations in the Fox Valley area for Spring 2021 and we will most likely return to Chula Vista in Fall 2021.

November 2019 and Beyond...

- **Upcoming Board Meeting:** The Board will meet in the WI Dells on Friday afternoon, November 8th in conjunction with our WAHI Fall 2019 Education House and Training Seminar at Chula Vista. Contact me by Wednesday, November 6th if you are interested in attending.
- **Fall 2019 Education House and Training Seminar:** It's **NOT TOO LATE** to join us... Friday, November 8th and Saturday, November 9th at Chula Vista in the WI Dells! [Register](#) on the WAHI website today!
- **WRA Conference:** WAHI will again be represented at the WRA Convention in January – Lac du Flambeau. For many years WAHI has had a presence at WRA conventions via our WAHI booth. This fall WAHI was invited to participate in a panel discussion of real estate professionals during the convention. As a result of that going so well, we have now been invited to be a presenter during one of their many breakout sessions for the January event. Quite an honor!
- **State Election 2020:** WAHI conducts a State election each year to avoid a complete turnover of the Board of Directors. In even-numbered years, the voting membership elects our 4 Member-at Large positions to serve a 2-year term. Please consider increasing your level of involvement. Contact Nominations and Elections Chair Andy Helgeson with any questions or to put your name on the ballot! helge4674@outlook.com or 414.315.0266
- **2020 Education House and Training Seminars:** SAVE the DATES! It's official... Spring 2020 will be March 6th and 7th in Milwaukee and Fall 2020 will be November 13th and 14th in Stevens Point!



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

PRESIDENT (continued)

How can I forget the education and business enhancement opportunities offered by our vendors? Where else can you get the opinions of multiple experts in home inspector related fields, in one room? The answer, nowhere that I am aware of!

The benefits I have personally experienced during this great event could fill the entire newsletter. I encourage you to come and see for yourself! Our education seminars played a large part in my decision to serve as President. I am proud to lead such a reputable association and great group of members! I "brag" about our seminar weekends at realty office meetings when I talk about the importance of using a WAHI inspector.

So, register to secure your spot now! After that, remind other inspectors of this fantastic opportunity. Share your experience of how attendance has impacted you. I don't think an inspector can put a value on what they have received once they have come to a WAHI seminar.

See you all November 8-9 in the Dells! Bring your stories and work ethic to be a part of the best home inspector event in the State of Wisconsin!

Be safe out there-
Ric Thompson , WAHI President

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If you are interested,
please send your resume & cover letter to:
Deb@ShamrockWi.com

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



NEW MEMBERS

Barbara Basaj (Milwaukee)

Affiliate Member offering home diagnostics
Dialed-In Home Diagnostics
414.491.3383
barb@dialedinhome.com
www.dialedinhome.com (Coming soon!)

Mark Henry (Milwaukee)

Home Inspector Member
Integrated Home Inspections, LLC.
414.378.9105
markh1894@gmail.com

Diane Krueger (Milwaukee)

Affiliate Member offering full service general contracting
Accent Property Restoration
262.293.2646
diane@accent24hr.com
www.accent24hr.com

Garrett Martell (Milwaukee)

Affiliate Member offering interior and exterior painting and prep repair/services
Two Day Painting
262.312.2182
garrett.twoday@gmail.com
twodaypainting.com

Eric Yost (Milwaukee)

Home Inspector Member
My Guy Home Inspection Services, Inc.
224.717.4600
eric@myguyhomeinspections.com

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**

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.

IMPORTANT MADISON CHAPTER ANNOUNCEMENTS

- As a Madison Chapter member you were recently asked to participate in a chapter survey. The survey was conducted to guide the chapter leadership in determining a new location and/or meeting night. Thank you to those members who completed the questionnaire! Leadership will meet to discuss the findings. Stay tuned - you will receive an email with all of the details for the 2020 Madison meetings.
- Chapter Vice President Jeff Loree has made a career (and home base!) change. We wish Jeff the best in his new endeavor in northern WI and thank him for his service to WAHI. 😊 Education Chair Ron Miller has graciously volunteered to fill Jeff's position until the next chapter election. Thank you, Ron!

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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Visit our website for more details to see photos of our work - www.smokestacks.net

November 8, 2019 - Chula Vista Resort, Wisconsin Dells

Lead Con '19 is a 1-day conference covering changes in the Wisconsin lead-based paint rules for 2020. Learn about these changes from industry professionals!

Who should attend this conference?

- Lead abatement companies! There will be at least 4 times more lead abatement work in 2020. Find out where the work will be, and how you can submit a bid.
- A renovation company with only lead renovators on your staff! Learn what training your staff will need to qualify to work on lead grants.

This is a great opportunity to find out how to get started growing your business.

For more details about the conference, call 414-747-0700, email tia@MLAIC.com or visit http://www.mwcti.com/Lead_Con_19.html



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TOP 5 GENERAL LIABILITY CLAIMS AGAINST HOME INSPECTORS

By Stephanie Jaynes, Marketing Director at InspectorPro Insurance

If you've followed our series on the top claims against home inspectors, you know that most industry allegations involve errors or omissions, which mean they are filed against inspectors' E&O coverage. (For those of you who've missed them, check our articles on the industry's top claims [here](#). We recommend starting with the [Top 5 Claims](#).) However, like E&O claims, there are certain types of general liability (GL) claims that are more prevalent than others. We discuss the top 5 general liability claims against home inspectors and how you can avoid them.



What is general liability insurance?

Unlike errors and omissions (E&O) claims, general liability claims don't typically question the quality of your home inspection or service. Rather, GL claims involve any bodily injury or property damage that result from the inspection. (Learn more about the two coverage types and why they're important [here](#).)

There are many reasons to carry general liability insurance coverage. In our survey of over 450 home inspectors, we found that the top three reasons inspectors choose to carry both E&O and general liability insurance are to:

1. **Avoid large payouts for claims.** According to [The Hartford](#), a general liability claim can [average more than \\$75,000 per case](#) to defend and settle when a lawsuit is involved.
2. **Receive claims handling and defense.** When you work with an insurance company familiar with the home inspection industry, their claims team can minimize or eliminate your potential liability by properly handling claims. In many cases, our claims team's industry knowledge enables them to resolve liability claims quickly, saving insured precious time and money.
3. **Fulfill licensing and state requirements.** As of September 2019, the following states have general liability requirements: Alabama, Arkansas, Florida, Indiana, Kansas, Kentucky, Louisiana, Maryland, Mississippi, Montana, Nevada, New York, North Carolina, Ohio, Oklahoma, Oregon, Rhode Island, Tennessee, Virginia, and West Virginia.

What types of liability claims against home inspectors are most common?

Here at InspectorPro, the vast majority of GL claims result from:

1. Water damage
2. Power outage
3. Ceiling hole
4. Garage door
5. Frozen plumbing

We go through each one of these common general liability claims scenarios in detail in our infographic. See the infographic by clicking the [READ MORE](#) button below.

[READ MORE](#)

To learn more about InspectorPro Insurance, please see our ad on page 12 of this newsletter.

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.



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WAHI BOARD MEETING

The WAHI Board of Directors will meet on the afternoon of
Friday, November 8, 2019.



This meeting will be held in conjunction with the Fall 2019 Education House and
Training Seminar at Chula Vista in the WI Dells.

All WAHI members are welcome to attend. Please contact Julie Arnstein by
Wednesday, November 6th if you would like to attend -
julie@wahigroup.com or (414) 299-9766



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See page 10 for an informative article provided by InspectorPro

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.

1. If you receive an email, letter, text, or pleading from a customer, please contact our office. Lauren is generally more accessible than Roy, but feel free to call either of us.
2. We will ask that you provide us with the communication you received plus your inspection agreement and report. If there are other communications related to the claim, we will ask for those too.
3. After we review your documents, we will schedule a time to talk to you. Calls generally last 15-30 minutes. We will discuss with you your options, which could include working it out on your own, engaging us to respond on your behalf, or tendering the claim to your insurance company. The strategy we 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. Knowledge is power. We want inspectors to know their options so they can the decision that's best for them and their business.

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



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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

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!

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 11 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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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 16 for information on their in-store program and page 17 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!"

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

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