



**Ric Thompson
President**

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Good day Troops,

Around the corner, comes the crown jewel of WAHI, our Fall 2019 Education House and Training Seminar! Two great opportunities to get hands-on education from great partners of our association and some of the most experienced inspectors in the state! With two full days of education and camaraderie, WAHI educational seminars provide our attendees the opportunity to be the best-informed inspectors in the state!

As you interact with fellow members, remind them of this great event! Share your experiences and the value that you, as a member, attach to our seminars. We bring in great speakers to provide up-to-date information on our industry and theirs. Be it topics directly related to things we encounter each day in the course of our inspections, items we may occasionally see, business and marketing sense or sound legal advice, our seminars have provided it all over the years!

And of course, there is the bonus, the “free” education that is offered at every seminar...learning from other experienced inspectors! The camaraderie that I have found in WAHI has allowed me to learn from the senior members who have forgotten more about inspections than I have done! Their wisdom can help all of us as we work to raise the quality of home inspecting in the State of Wisconsin.

And last but not least, one final reason to push our seminar weekends...raising funds! Our seminars are a huge revenue source for our association. Without our seminars, we wouldn't have our great legal counsel! We wouldn't have a lobbyist keeping us abreast of all of the inner whisperings in Madison! We wouldn't have Julie! We wouldn't be able to pursue growth of our great association through technology and education which would in turn, lead to increased membership!

Mark the seminar on your calendar now (November 8th and 9th!) and book your room at Chula Vista! If you haven't attended before, you don't know what you are missing! If you have, you know the value of in-person education provided by WAHI.

Be safe out there!

Ric Thompson, WAHI President

**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, October 16

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

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

Education: Roundtable discussion with inspectors and affiliates about *interesting cases/situations and outcomes!*

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



NEXT MEETING: Wednesday, October 2

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: Bingo Emmons, Creative Construction of Wisconsin, Inc.

Bingo will share his expertise on EIFS and stucco finishes.

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



NEXT MEETING: Tuesday, October 15

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: Thursday, October 17

The chapter will not meet in November, so don't miss the October meeting!

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

[Great Dane Pub and Brewing, 2980 Cahill Main, Fitchburg](#)

Education: To be determined

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, October 8

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

Meeting/Education at 6:30 pm

[The Pallas Restaurant, 1657 S 108th St, Milwaukee](#)

Education: Diane Krueger, Accent Restoration

Diane will address fire and water restoration basics.

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

September 2019

- **Proposed Legislation:** The proposed legislation we have touched on briefly is still just that - proposed. WAHI continues to meet and discuss “positions” as a Board and with the parties involved but know that a bill has not been circulated yet. Stay tuned for further information as new details come to light.
- **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. See a few pictures of the event on the next page of this newsletter.
- **WAHI Chapter Facebook Pages:** As previously announced, WAHI has been planning to start local Facebook pages for each chapter - well, that time has arrived! Fox Valley member, WAHI Public Relations Chair and WAHI guru 😊 Bob Turicik has now set up each chapter page. Bob and I will serve as “behind the scene” administrators with local chapter “moderators” overseeing the day to day activity. Since Bob is our FB expert he will also serve as the moderator for the Fox Valley chapter, Marc Steig volunteered for Chippewa Valley and Bob Schulz in Milwaukee. We’re still looking for a volunteer in the Madison and Central chapters. All chapter members and local nonmember realtors will be encouraged to join the page. Watch your email and the November newsletter for instructions on joining your local page.



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

October 2019 and Beyond...

- **Upcoming Board Meeting:** The Board will meet in the afternoon on Friday, November 8th in conjunction with our WAHI Fall 2019 Education House and Training Seminar at Chula Vista. Contact me by Wednesday, October 30 if you are interested in attending.
- **Fall 2019 Education House and Training Seminar:** Friday, November 8th and Saturday, November 9th at Chula Vista in the WI Dells! [Register](#) on the WAHI website today!
- **2020 Education House and Training Seminar:** We’re expanding our search for the location of the spring event - stay tuned!

WRA Presence Grows at WRA Convention

Our Public Relations Chair, Bob Turicik, again coordinated the WAHI booth at the WRA Convention last month. We couldn't do it without him!

This year, in addition to our booth presence at the convention, President Ric Thompson represented WAHI and all state home inspectors as a participant on a panel fielding questions from realtors in the audience. The other panelists were an appraiser, mortgage lender, and a real estate attorney. It was a very informative program and Ric's performance made WAHI members in the audience very proud. Our thanks to Bob (of course!), Bruce Low (of course...he assists Bob each year ☺), all of the volunteers, and Ric for volunteering their time increasing WAHI awareness.



WAHI Table Top Display



Selfie of our fearless Co-Chairs, Bob Turicik and Bruce Low



Booth Volunteers (L to R): Tom Beatty (FV), Bob Turicik (FV), Denny Kruger (Mad), Bruce Low (FV), and Dan Glaubig (FV)



The WAHI Gang, aka booth volunteers and a few board members (L to R): Tom Beatty (FV), Julie Arnstein (State Board), Bruce Low (FV), David Strandberg (State Board - Mad), Ric Thompson (State Board - FV), Terry Elliot (State Board - CV), Bob Turicik (FV), Dan Glaubig (FV), and Tom Greenwaldt (State Board - Milw).

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, October 30th if you would like to attend -
julie@wahigroup.com or (414) 299-9766

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HOW TO IMPROVE YOUR MARKETABILITY WITH REFERRING PARTY INDEMNIFICATION

By Stephanie Jaynes, Marketing Director at InspectorPro Insurance

During a recent home inspection, you missed the polybutylene pipes in the attic. When your clients, the home buyers, discovered your error, they were furious. They didn't just sue you; they sued everyone involved in the home's sale. That included the real estate agent that referred the job to you.

What is referring party indemnification?

In home inspection policies that include referring party indemnification, should there be a claim about inspection findings, the insurance company assumes liability for not just the home inspector but the referring party.

If your insurer offers third party indemnification, your insurance policy will define referring real estate agents, real estate brokers, mortgage lenders, relocation companies, and other relevant third-party referral sources as limited additional insureds. As such, these referral sources can receive insurance coverage from claims arising from your inspection services.

Common conditions to these endorsements include:

- You and the referring party didn't give notice of the claim to another insurance carrier before your current policy began.
- The inspection related to the claim occurred on or after your retroactive date and before the end of your policy period.
- Before you started carrying insurance, you and your referring party couldn't reasonably predict that your clients were going to file the claim.
- The referring party reports the claim in writing to your carrier during the policy period.
- The claim doesn't involve any services the referring party performed independent of you, the home inspector.
- The claim is subject to your insurance limits.

How can referral coverage improve my marketability?

As a home inspector, Paul Stratton, Owner of [Stratton Inspection Services, LLC](#) in Arizona, finds that realtors worry about potential claims. Many are concerned that, if the home inspector they refer to the client misses something, they'll be liable. Stratton calms brokers' nerves by explaining that his insurance policy protects them, too.

"Realtors want to know that they're covered and that their client is covered as well," Stratton told us in an interview for our article "[How to work with more realtors.](#)" "[Referring party indemnification] gives them more peace of mind."

In Stratton's experience, having protection through the inspector's insurance can make real estate agents less hesitant to recommend them to clients. Recognizing how he could use referring party indemnification as a marketing tool, Stratton designed a presentation for realtors about it. Furthermore, by educating real estate agents about the benefit, Stratton opened himself up to more realtor relationships.

"You can better educate [realtors] and, at the same time, market yourself a bit," Stratton said. "If they know that you're adding value to what they want and you're not just tooting your own horn, I think they're more apt to you use."



READ MORE

To learn more about InspectorPro Insurance, please see our ad on page 10 of this newsletter.

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Registration is underway on our website for
November 8th and 9th at Chula Vista in WI Dells.

Click Here

TO REGISTER!

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education, fun and camaraderie in the WI Dells!



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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 LEGAL SUPPORT

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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See page 6 for an informative article provided by InspectorPro

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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 14 for information on their in-store program and page 15 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!"**

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

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 9 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 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!

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Welcome

See page 13 in this newsletter

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