



# The WAHI Inspector

September 2021

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www.wahigroup.com



**Ric Thompson  
President**



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Hello esteemed colleagues!

And just like that, summer is over. As I saw on one social media post, “Summer went quicker than a new Kwik Trip gets built!”

As summer turns to fall, our inspection environments will improve – doing the job we love, will become far more comfortable. Attics will be cooler, roofs will be safer, and we won’t need to change into a fresh set of clothes between inspections! When it comes to safety though, do not become lax. Stay aware of your surroundings and make good decisions to ensure you make it to your next inspection.

WAHI is offering an excellent Pre-Licensing Training Course to educate and guide future Wisconsin inspectors to be the best they can be. As this portion of the legislation becomes official (once the rules are determined and approved) we will make any necessary changes to our existing program.

**WAHI is counting on our members to spread the word about our course being held September 20th through the 24th in Fond du Lac. See our website for all the details -**

<https://wahigroup.com/Pre-License-Training>

This is going to be a game changer for our association and the industry as a whole in Wisconsin. When you talk to prospective inspectors, speak of WAHI with pride! What you do and say as a WAHI member reflects on the image and reputation of our association. Together we make this association great!

As we continue in this new era (for some) of “Defect” and the required Summary Page, I am hearing that some inspectors are not adhering to the changes - some may not be WAHI inspectors, some may. WAHI has been very consistent in stating what the legislation requires, all the while acknowledging that our members are independent business owners and are entitled to make their own decisions. But, keep in mind that if you do not follow the new rules, you are in violation of state law. Be mindful that the wrong person may see your report and could make life very difficult for you. Since I adapted my report, I haven’t received much feedback. It appears the Realtors in my area are rolling with the punches and are making it work. Open communication has been key and has helped the other parties involved understand that my client is my primary focus during my inspections. As you perform your inspections, be open to changes that may make your life easier and put your client more at ease with your findings.

This month’s “Defect or Not?”...Kickout Flashing. I note this as a Defect EVERY TIME, and verbally inform the client why. Many municipal inspectors aren’t enforcing the code but we have the knowledge, thanks to great seminars and chapter meeting speakers, to know the affects of not having kickout flashing. I recently found rotted OSB behind siding where a kickout flashing was missing. I stand by calling it out as a “Defect” due to the fact you can’t see the damage happening. It is an easy fix and can save a client a lot of money in the future. I rely on my verbal skills a lot during an inspection, carefully explaining my notes.

Be safe out there and feel free to reach out with any questions!

Ric Thompson, WAHI President

# CHAPTER UPDATES



**NEXT MEETING: Wednesday, September 15**

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

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

Education: To Be Announced

For speaker information, or to provide a suggestion/lead, please contact the Chapter President, Mike Carson 715.212.4051

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**NEXT MEETING: Wednesday, September 1**

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: Brian Kelly, CertainTeed Corporation

Brian will be speaking on roofs, coverings and shingles.

For speaker information, or to provide a suggestion/lead, please contact Chapter Education Chair, Dan Kegley at 715.497.3458

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**NEXT MEETING: Tuesday, September 21**

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, September 14**

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 Lance Rule, Wisconsin Radon Services

Lance will address mitigation and testing, in addition to how they service and inspect existing systems.

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, September 14**

Check-in starts at 5:30, Dinner available starting at 5:45 pm & Meeting/Education at 6:30 pm

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

Education: Angie Kieta, Oscar Trejo and Jerimy New, LP Building Solutions

The 3 LP reps will address siding, trim and their other products assessed during an inspection.

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

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](mailto:julie@wahigroup.com) or 414.299.9766.

## August 2021

- **WAHI Marketing Videos:** Motivated by our upcoming Pre-Licensing Training Course, WAHI produced 2 marketing videos. One is intended to pique the interest of those considering a career in the home inspection industry. We were advised to keep that one *short and sweet* to hold the attention of viewers and, in the video, direct them to our website for further information - <https://youtu.be/K5Qly83IUwc> The 2<sup>nd</sup> one, while similar in content, goes further into the many benefits of membership in WAHI - <https://youtu.be/GTgKbdqYCCA> President Ric Thompson can add “Accomplished Actor” to his resume. 😊 Ric did a spectacular job representing WAHI in a very professional, yet comfortable, manner. I am certain you will agree!
- **Continued Website Enhancements:** Madison Home Inspector Member Misty Russell continues to update the appearance of our website. I encourage you to take a glance - remember to do a refresh when you get to the site. **All members are asked to update their profile – add a photo, add your logo, submit a Testimonial to be included as a Featured Member on the Home Page, detail your Services Provided, etc.** Misty and I would love to hear some feedback – send comments, further suggestions, and praise for Misty’s creative work to [julie@wahigroup.com](mailto:julie@wahigroup.com)



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

## September 2021 and Beyond

- **WAHI Pre-Licensing Education Program:** WAHI is proud to announce the association is embarking on a new educational program for incoming inspectors. Our focus has always been on continuing education but now that 40 hours of pre-licensing education is required it was a natural progression for WAHI to enter that arena as well. Our first training will be held the week of September 20<sup>th</sup> in Fond du Lac. Madison Chapter Home Inspector members Ron Miller and David Strandberg, both experienced educators, will be conducting the class. We ask all of our current members to “spread the word” to all family and friends interested in getting in the home inspection industry.
- **WRA Fall 2021 Convention:** PR Chair Bob Turicik will again coordinate the staffing of the WAHI booth this fall - Oct 5th and 6th. This event will be held in Milwaukee. See page 10 in this newsletter for info to volunteer your time in the booth.
- **Affiliate Membership Drive/Contest:** Please do not lose sight of this important effort. Without question, the Coronavirus has impacted our chapter meetings which are so instrumental in formulating relationships between our Home Inspector and Affiliate members. See details on page 4 in this newsletter. Due to the Coronavirus, we have extended the contest to the Fall 2021 seminar.
- **COVID-19 Safety Practices:** Please remember that regardless of your position on the virus, to be respectful of the position your buyer, the seller and/or agents involved may have – especially now with the Delta Variant bringing COVID back to the forefront. It’s important to continue to be mindful and respectful of those your job impacts.
- **WAHI Fall 2021 Education House and Training Seminar:** Mark those calendars for Friday, November 5<sup>th</sup> and Saturday, November 6<sup>th</sup> - we will be at Chula Vista in the WI Dells.

You can **add your photo, logo, services provided, a testimonial and/or a link to your website** to your WAHI profile!

See page 14 in this newsletter for step by step instructions OR submit additions to me at: [julie@wahigroup.com](mailto:julie@wahigroup.com)

## 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 contest end date 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**

## NEW MEMBERS

**Mike Bright (Milwaukee)**  
*Associate/Student Member*  
262.719.4774  
mbright68@yahoo.com

**Matt Pfeifer (Chippewa Valley)**  
*Home Inspector Member*  
WisPRO Home Inspections, LLC  
920.988.0419  
pfeifer\_76@yahoo.com



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### **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.

Any member 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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## 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.



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

See page 11 for an informative article provided by InspectorPro



## 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 14 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 BOOTH at WRA CONVENTION



The 2021 WRA Convention is scheduled for October 5th and 6th at The Wisconsin Center in Milwaukee and WAHI will have a booth during the show!

WAHI Public Relations Chair, Bob Turicik, is again coordinating the booth and the WAHI volunteer "staff".

Booth hours are Tuesday, October 5th, from 8:30 AM to 6 PM and Wednesday, October 6th, from 8 AM to 12:30 PM.

If you are interested in volunteering for a shift to represent our great association, please contact Bob Turicik at [homeview@wi.rr.com](mailto:homeview@wi.rr.com).

Be sure to include the day and time-frame you are available to help!

### 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](mailto:homeview@wi.rr.com)**



**This article is the sole opinion of the author. WAHI strongly advises you to explore any specialized training and/or certification necessary to perform additional services as a part of your inspections.**

# EIFS INSPECTIONS: A WAY TO SPECIALIZE

*By Stephanie Jaynes, Marketing Director at InspectorPro Insurance*

Exterior Insulation and Finish Systems (EIFS), or synthetic stucco, is a multi-layered exterior finish that gives homes curb appeal and additional insulation. Popularized in the United States in the 1980s, EIFS once did 30 percent of its business in the residential market. According to [Walls & Ceilings Magazine](#), the EIFS market segment for residential construction is [less than five percent](#) today.

Why the colossal decline? [Water damage](#), our most common type of claim against home inspectors, holds the answer.

Installation and design flaws in early EIFS products led to pervasive water intrusion and damage. Incidental moisture—from bad weather, roof runoff, leaky windows, you name it—found its way behind the synthetic stucco and couldn't get out. Thus, these EIFS-clad houses suffered from a plethora of issues, from mold and mildew to degradation and rot.

While technology has significantly improved EIFS products, home buyers still need help. Many homes on the market still have poorly manufactured or, more commonly, poorly applied EIFS. As such, there's a demand for experienced EIFS inspectors to identify existing defects and damage so consumers can make informed purchasing decisions.

### Why home inspectors offer EIFS inspections.

The home inspectors we interviewed perform EIFS inspections for the following reasons.

#### 1. They want to meet demand.

Some of the home inspectors we surveyed indicated that they started offering EIFS inspections in response to requests from real estate agents. Depending on the prevalence of homes built in the 80s and the concern regarding water damage in your area, you may see a higher demand for EIFS inspectors.

#### 2. They wanted to differentiate their businesses.

Other home inspectors we surveyed, like Mike Leggett of [The BrickKicker of Georgia](#), began offering EIFS inspections to expand on their offers to clients.

"We introduced most of our ancillary services—[including EIFS]—to differentiate ourselves from other inspectors in our market," Leggett said.

For Scott Patterson of [Trace Inspections](#), it was particularly important to offer an additional service that his competitors weren't offering. In so doing, he hoped to capture clients looking for a one-stop shop.

"In my area of middle Tennessee, we only have four inspectors that are doing this type of specialized inspection," Patterson said.

### Investments inspectors make

#### Education & Licensing

Inspectors and claims specialists alike recommend that home inspectors take a class that focuses on EIFS. Even if your state doesn't require coursework or certifications, the knowledge you obtain by taking a class about EIFS can differentiate your business, better your inspection and reporting skills, and manage your risk.



[READ MORE](#)

**See our ad on page 8!**

# 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

## 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!"**

## WAHI LEGAL SUPPORT

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-Members/>



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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.

## 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](mailto: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.

## 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

### 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

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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## 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)

## BOARD OF DIRECTORS

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Ken Smith  
608.352.0530

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414.299.9466

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Dave Welch  
715.382.6058

### Treasurer

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262.377.0751

### Chapter Presidents

**Central**  
Mike Carson  
715.212.4051

### Members-at-Large

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Attorney Lauren Trienbenbach

### Rules & By-laws

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Roger Kautz

### Legislative

Ken Smith, Chair  
David Strandberg

### Website

Julie Arnstein  
Nick Hammetter • Misty Russell

### Welcome

See page 15 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)

### Vincent, Urban & Walker

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 mold and lead testing, septic, pest and pool inspections, prior acts, workers comp., commercial auto and more.