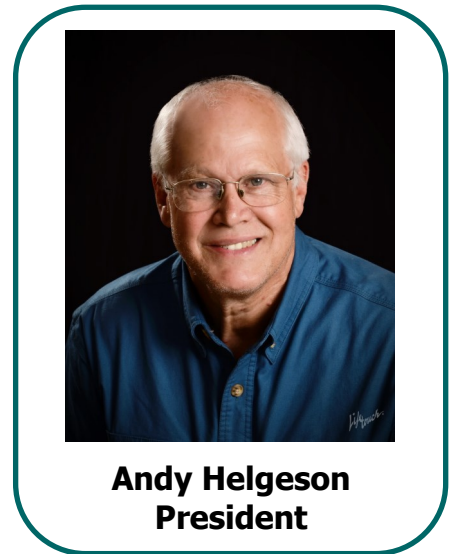




The WAHI Inspector

July 2017 Vol. 21, Issue 7

www.wahigroup.com



Andy Helgeson
President



INSIDE THIS ISSUE

Chapter Meetings 2

WAHI News 3

NEW Welcome Committee 4

ON THE ROAD AGAIN

Julie and I have been doing road trips to all the WAHI Chapters - it's been fun and a learning experience. From the WAHI State perspective, it is our obligation to empower each Chapter to be the best it can be, so seeing each Chapter in action is invaluable. Plus, it was great to see everyone besides at a spring or fall seminar. Thank you to everyone for your hospitality!

We are using our experiences to put together new ideas and suggestions on how to improve WAHI now and into the future. As we've stated previously, it is our goal to grow and strengthen WAHI to ensure our members get the best value for their money and find their membership experience to be worthwhile. WAHI is the "big dog" in the State of WI when it comes to home inspection issues. Making WAHI stronger will make it easier to ensure our voice is heard. A stronger WAHI, with greater public awareness, will help you as a member and as a home inspector.

An extremely important issue came to light during our "visits"...not all WAHI members are using the WAHI Inspection Agreement which contains the WAHI Arbitration clause. In my opinion, this is the number one benefit of your membership. Arbitration clauses authored by others (AHIT, etc.) do not compare to the clause in our Inspection Agreement. This is not shocking - agreements which must be somewhat generic for use in all states cannot be tailored to just Wisconsin.

The WAHI Inspection Agreement is unique. It was designed by WAHI for Wisconsin, using input from top Wisconsin attorneys, and most important, has been put through a number of legal challenges, has been thoroughly tested, and has been upheld in all cases. A recent challenge, which went all the way to the Appellate Court, was found in favor with our agreement/arbitration clause! See page 3 of the June 2017 WAHI Inspector for full details.

(continued on pg. 5)



NEXT MEETING: Wednesday, July 19

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](#)

Speaker: Vince Hopkins, BNB Basement Repairs

For speaker information, or to provide a suggestion/lead, please contact the Chapter President, Richard Duerkop at 715-241-8222.



NEXT MEETING: Wednesday, July 5

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

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

Speaker: Scott Schmidt, Pillar Construction Group

Scott will be discussing manufactured/pre-fab homes vs. stick homes...
how they differ and what it means to our clients.

For speaker information, or to provide a suggestion/lead, please contact Chapter Education Chair, Pete Saltness at 715-829-7348.



NEXT MEETING: Tuesday, July 18

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

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

Speaker: 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, SEPTEMBER 21 - Have a great summer everyone!

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

[Alt 'n Bach's Town Tap, 2602 Whalen Lane, Madison](#)

Speaker: To be determined

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.



NEXT MEETING: Tuesday, July 11 - Back to the regular meeting schedule!

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](#)

Speaker: Affiliate member Mark Meiling, owner of Foresight Home Performance

Mark's presentation is titled Home Performance Concerns and the Home Inspection.
Mark will share how to recognize, what to report and where to direct your clients.

For speaker information, or to provide a suggestion/lead, please contact Chapter Education Chair, Steven Knoebel at 414-828-4217.

WHAT'S HAPPENING IN WAHI?

June 2017

- Renewals have been coming in. Thank you all for your continued support of WAHI - we couldn't do it without you!
- I attended the Madison and Central Chapter meetings this month. It was great to meet some members I only know by voice, email address or website profile...always nice to meet and put a name with a face. The primary focus of my visits is to find out the needs of the chapter and to address membership - growth and involvement. I offered my service to increase affiliate membership based on leads provided by the chapter members. Please keep those leads coming in!
- Welcome Committees have been established at each chapter. The purpose of this committee is to invite their new members to a meeting, give them a friendly face in the crowd to look for/sit with at a meeting....make them feel...**welcome!** WAHI is an unique organization - it is made up of the most congenial "bunch of competitors" I have ever seen! The sharing of experiences, be it something encountered during a home inspection or with a client (often with a theme of...Don't let this happen to you!) is amazing and the way the members work together for the good of the industry is really commendable. Members who do not attend meetings truly do not know what they are missing. See page 4 in this newsletter for a listing of all the Welcome Committee members and their contact info.
- Remember, for any "long distance meetings" WAHI has an account with an online meeting provider, Zoom. This service is available for use by the Board of Directors, Chapter leadership and State and Chapter committees. Contact me for further information or to schedule a meeting for your group.

July 2017 and Beyond...

- Membership Renewal: Hopefully you have renewed your membership in WAHI for July 2017 through June 2018, but if not...renewals can be done very easily through the WAHI website until July 31st using MasterCard or Visa (info in the email you received). Anyone interested in renewing using cash, check or credit card through me still has that option as well. Renewal payments made after July 1st will result in the addition of a \$25.00 late fee. Anyone renewing after July 31st must do so through me.
- Fall 2017 WI Realtors Association (WRA) Convention: Our Public Relations Chair, Bob Turicik, will again be coordinating the WAHI booth at this conference. The WRA is not meeting in the Dells, as they have for many years - they will be in Milwaukee this fall. Watch for Bob's request for volunteers in the August newsletter.
- Fall 2017 Education House and Training Seminar: Stay tuned for details as the event gets closer, but for now know that we are scheduled for November 3rd and 4th at Chula Vista in the WI Dells. Plan ahead...Chula Vista has a great indoor water park and with our reduced sleeping room rates it's a perfect opportunity for a little family-fun too!
- Spring 2018 Education House and Training Seminar: We are confirmed for the Holiday Inn Convention Center in Stevens Point again - March 9th and 10th. Our Spring 2017 event there received such "high marks" on our evaluation forms and resulted in such a great turnout that we decided to go that direction again. More details to come!



Julie Arnstein
Executive Director

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
414.299.9766

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

WAHI WELCOME COMMITTEE

Our new 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

Kyle Zimmermann - 715-897-3636 or royalhomes@gmail.com

CHIPPEWA VALLEY

Tom Draper - 715-834-2656 or inspectordraper@gmail.com

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!

PRESIDENT (cont'd)

The WAHI Inspection Agreement is **available only to our members**. You can contact Julie to obtain one, but it is also available on the WAHI website under the Members Only tab. Our most recent revision was in October 2015 – make sure that is the one you are using. The WAHI Arbitration Clause is literally worth thousands of dollars in the event you find yourself in a dispute. I highly encourage you to take advantage of this incredible member benefit!

With each chapter visit, we stressed the importance of our ongoing effort to increase Affiliate membership and participation. Strong Affiliate membership provides direct benefits to our home inspector members. Through my observations, as relationships develop with Affiliate members, they welcome questions (and calls during a home inspection!) and can provide answers at a moment's notice. This benefit is of course in addition to them being the foundation of our pool of expert Contractor Arbitrators.

There are many new WAHI initiatives in the works also. I am planning to announce several of them at the Fall 2017 WAHI Seminar in the Dells. My thought is to give you an opportunity to share your opinions with us face-to-face. I'm hoping you will make time to join us November 3rd and 4th.

As I write this, we are still awaiting a response from the WRA on our proposed language for the home inspector legislative changes. The Wisconsin State budget proposals in the Legislature are in full-on negotiations, so while we have this at the top of "our" list, we realize it's probably not at the top of theirs. As previously reported, there aren't any significant changes which will affect how we do our thing – primarily just tweaks on the definition of defect. We are planning to provide training on any changes at the seminar this fall to ensure everyone is in compliance and doesn't put themselves in harm's way.

It's been a busy year so far, and everything points to it staying that way, but as usual, feel free to email or call me.



Providing the **best**
protection at the **best** price.

The InspectorPRO insurance program has been specifically designed for property inspectors.

By providing insurance solely to inspectors, InspectorPRO helps members achieve substantial savings on their E&O Insurance.

General & Professional Liability

Coverage Limits Available:

\$2,000,000
\$1,000,000
\$500,000
\$300,000
\$100,000

Deductibles:

\$250 General Liability
\$1,500, \$2,500, or \$5,000 Errors & Omissions

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!
7. Energy Audits, Infrared, 203K Inspections, etc. Included
8. Diminishing Deductible
9. Aggressive Claims Process
10. Financing Available

Call or Go Online Today to Apply

phone: 801.610.2735
www.InspectorPROinsurance.com

Don't Leave Money on the Table

**\$1,000
COMPLETE POLICY**
\$300,000 COVERAGE LIMITS

Comprehensive Home Inspector E&O/GL Coverage

INCLUDES:

- E&O, General Liability, termite/pest, commercial, radon, lead paint, pool/ spa, EIFS/stucco, indoor air quality testing, green building inspections, infrared thermography, rodent inspections, and more. Mold and Septic/Water testing available (most states). Easy Financing: Low Monthly Payments.
- Prior Acts: Keep Coverage for all Your Past Work
- Free Risk Management and Pre-Claim Assistance: "First Defense" defends and protects insureds against frivolous complaints, potentially saving you deductible expense, higher premiums and a negative claims history.
- Coverage for all inspectors employed by the firm, Additional Insured for Agents and other Referring Parties. Independent Contractors are free.
- OREP Professional Support Network: free on-demand technical support, savings on professional contracts, discounted approved CE, Working RE Magazine, corporate rates on office supplies, technology and more.

**"A" RATED,
ADMITTED
CARRIER,
IN BUSINESS
SINCE 1852**



OREP

ORGANIZATION OF REAL ESTATE PROFESSIONALS

Visit OREP.org today! (888) 347-5273

Members Only - Interactive Forum

It has come to our attention that many of you may be unaware that 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 8 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.

Madison Radon Testing, LLC



Let us take care of your radon tests!

Lindsay & Kirk Mefford

MadisonRadonTest.com

(608) 438-7831



ACCURATE

BASEMENT REPAIR

We're not just good, we're Accurate!

Foundation Restoration and Waterproofing

We've never missed a closing deadline!

After your inspection is complete, if your buyer's/seller's property has signs of possible foundation repair or water seepage, we are ready to respond.



Nationally Certified Foundation Repair Staff

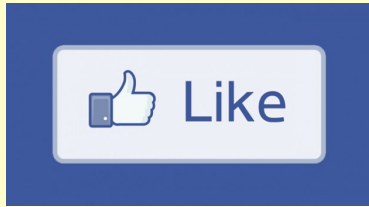


FULL SERVICE

Call: (414) 744-6900

www.accuratebasementrepair.com • Milwaukee, WI

Stay in touch with WAHI's Facebook Page



Our WAHI Facebook page 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 members have been up to.

If you have any questions, please contact:

Bob Turicik
920-892-7654
homeview@wi.rr.com

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

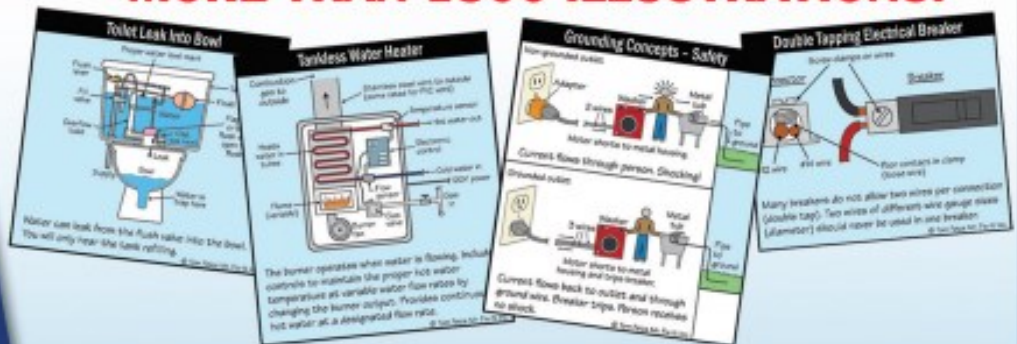
1. Go to www.wahigroup.com.
2. From the Home Page - upper right corner, **select "LOGIN."** **ENTER your email address** on file with **WAHI and password.** *If you have questions, contact Julie at julie@wahigroup.com.
3. Once logged in, the upper right corner shows your name, "Change Password" and "Log 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.

NEW!

FOURTH EDITION



MORE THAN 1500 ILLUSTRATIONS!



More than 1,500 detailed JPEG illustrations of home systems and common problems on a CD/DVD. These illustrations will enhance your reports, marketing materials, presentations and website.

Includes more than 250 color illustrations, more than 150 Spanish illustrations, and a 336-page reference book. Impress your customers and save time. "An illustration is worth a thousand words!"
Price: \$295.95.

Visit www.htoyh.com to see all of our books and marketing products that can give your business a boost.



HOW TO OPERATE YOUR HOME

www.htoyh.com • 800-201-3829

Marketing products that help your customers ... and boost your business!

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

Website: www.resolutesystems.com

For more information, please contact:

Arbitration Committee Chair, Mark Thomas at

(414) 486-2367 or mark@thomasbuildingconsulting.com



WANT TO BOOK MORE INSPECTIONS?
FIND OUT HOW WE CAN HELP YOUR BUSINESS!

LEAD GENERATION
WEB DESIGN
SEARCH MARKETING

KVF
marketing
LOCAL LEAD GENERATION
// SPECIALISTS //

KVFmarketing.com

[The Online Guide to Booking More Inspections](#) by Josh Fulfer

For anyone looking to book more home inspections, be sure to download "[The Online Guide to Booking More Home Inspections.](#)" Within this guide you will learn how to leverage your website, and Google, to attract new customers and book more inspections. This 23-page guide is FREE to all WAHI members, compliments of Josh Fulfer of KVF Marketing, a Milwaukee Chapter Affiliate.



[Click HERE to download](#)
["The Online Guide to Booking More Inspections"](#)
by Josh Fulfer

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.

Contact Membership Committee Chair,
Ron Miller at 608-235-9836 or
ronmiller547@gmail.com

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

Impress your agents.
Get more business.

HomeGauge.com/CRL



Services



- ◇ Water damage assessments*
- ◇ Fungal (mold) analysis & testing*
- ◇ Asbestos testing
- ◇ Allergen & chemical sampling
- ◇ Industrial hygiene

* Results provided immediately on-site

Come join us in the hospitality suite during the WAHI convention and enjoy complimentary test tube shots & microbrews at our BIOBar.

Environmental Initiatives LLC

(414) 651-6653 | (608) 790-2665 | (847) 293-7554 | (920) 253-1247

Toll Free: (877) OK-ENVIRO (653-6847)

www.enviroinit.com

SPECIAL SPACES FOR KIDS

Longtime Milwaukee Chapter member and Embassy Homes architectural designer, Andrew Risch, is involved in the Special Spaces organization.

Special spaces, is a non-profit that creates dream bedrooms for children with life threatening illnesses.

The program is always looking for volunteers. If you would like to give of your time and talents, please contact Andrew at 262-841-8510 x111 or Andrew@embassyhomes.com

specialspacesmilwaukee.org



17425 Gebhardt Rd.
Brookfield, WI 53045
Office: (262) 797-8181
Cell: (414) 588-5800
www.smokestacks.net



The only chimney company in WI to win the BBB Torch Award for Business Ethics and Integrity .

EXPERT CHIMNEY AND FIREPLACE REPAIR, INSPECTIONS AND SWEEPING!

We know recommending the right contractor to your clients can be risky...at Smoke Stacks, Inc. we have multiple certifications and are highly rated with the Better Business Bureau and Angie's List. Smoke Stacks, Inc. has proudly served thousands of homeowners in Milwaukee and Waukesha counties.

Below are a few of the services offered at Smoke Stacks:

- Chimney and Flashing Repair
- Fireplace Repair and Service - Indoor and Outdoor
- Decorative Masonry
- Chimney Sweeping and Inspections
- Water Leak Diagnosis and Repair

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



OfficeMax®

GET DISCOUNTS WITH YOUR RETAIL CONNECTSM CARD

Below is your new OfficeMax Retail ConnectSM Card. This card provides you with access to your company's prices on office supplies and printing services from OfficeMax ImPressTM at any of the nearly 900 OfficeMax retail locations.

To take advantage of your special pricing:

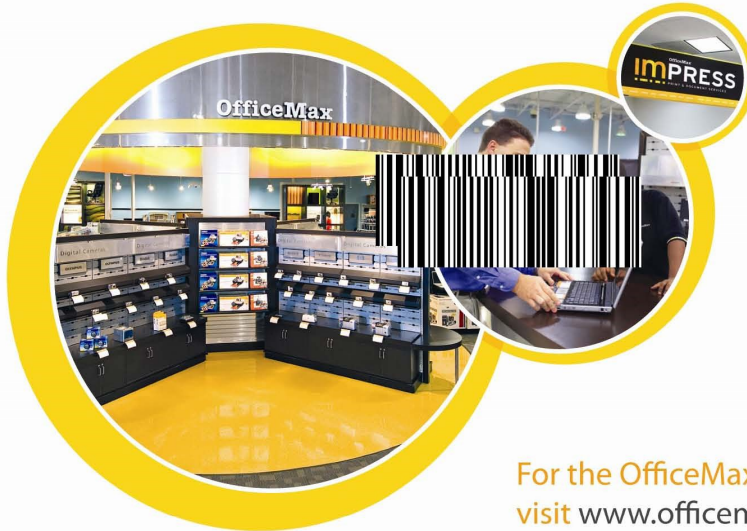
1. Take your card to the OfficeMax ImPressTM counter. With your first purchase, we'll laminate it for free.
2. The cashier will scan your card to pull up your company's pricing.
3. All items included in your agreement will be automatically priced at your special pricing, and instantly displayed at the register.



OfficeMax ImPress is your printing services resource. Whatever your printing needs, we can do it. And do it better. From training manuals to banners, our services deliver more than you ever imagined.

Some of the services available to you include:

- Digital Color
- Digital Black and White
- Binding and Finishing Services
- Posters, Banners and Signs
- Business Cards and Stationery



For the OfficeMax retail store nearest you, visit www.officemax.com and use the store finder.



OfficeMax®
Retail ConnectSM Card

WAHI

8888-0001-0594-8967-61

Present to any OfficeMax retail store. Receive your company's price on office supplies and print services.



OfficeMax®



888800010594896761

Present to any OfficeMax retail store. Receive your company's price on office supplies and print services. Take your card to the OfficeMax ImPressTM counter. With your first purchase, we'll laminate it for free.

BOARD OF DIRECTORS

President

Andrew Helgeson
(262) 377-0751

Ron Miller
(608) 235-9836

Brian Opelt
(715) 937-2002

Dave Pribyl
(920) 660-3000

David Strandburg
(608) 255-3966

Mike von Gunten
(262) 945-2446

Chapter Presidents
Rich Duerkop, **Central**
(715) 241-8222

Terry Elliott, **Chippewa Valley**
(715) 577-4211

Dave Pribyl, **Fox Valley**
(920) 660-3000

Dennis Kruger, **Madison**
(608) 575-0371

Jay Paulson, **Milwaukee**
(262) 751-5992

Vice President

Tom Greenwaldt
(262) 547-3678

Secretary & Executive Director

Julie Arnstein
(414) 299-9766

Treasurer

Tom Kruse
(608) 782-8831

Members-at-Large

Mike Carson
(715) 212-4051

Tom Dempsey
(262) 367-1536

Dennis Kruger
(608) 575-0371

Scot McLean
(414) 228-6573

WAHI COMMITTEES

Arbitration

Mark Thomas, Chair
Dave Brading • Ron Nohre
Attorney Roy Wagner
Kyle Zimmerman

Audit

Tom Kruse, Chair
James Davis • George Finch
Danny Kruger • Nathan Peterson
Dave Stoinski

Education

Tom Kruse, Co-Chair
John Moore, Co-Chair
Mike Carson
Pete Saltness
Mike von Gunten

Education House

Mike von Gunten, Chair

Legal Support

Ron Miller
Attorney Roy Wagner

Legislative

David Strandberg, Chair
Joy Bott
Tom Dempsey
Scot McLean
Ron Miller
Mark Thomas

Membership

Ron Miller, Chair
Mike Carson
Roger Kautz
Scot McLean
Brian Opelt
David Pribyl

Nominations/Elections

Andy Helgeson, Chair
Rich Duekop
Terry Elliott
Dennis Kruger
Jay Paulson
Dave Pribyl

Public Relations

Bob Turicik, Chair
Troy Beasley
Bruce Low
Nick Petrie
Chuck Weber

Rules & Bylaws

Andy Helgeson, Chair
Tom Dempsey

Website

Julie Arnstein, Chair

Welcome

See page 4 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.

Citadel Insurance Services, LLC.

826 E. State Road, #100, American Fork, UT 84003
Contact: Jason Fiack, 801-610-2735
Fax: 801-610-2701
www.inspectorproinsurance.com
General liability and E&O insurance for home and building inspectors.

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

Hanover Insurance

330 E. Kilbourn Avenue, #650, Milwaukee, WI 53202
Contact: Jeff Frank, 414-221-0364
jfrank@robertsonryan.com
www.robertsonryan.com

Mutual of Omaha

N7365 Lost Nation Road, Elkhorn, WI 53121
Contact: Bruce Blum, 262-215-9123
bblum1031@yahoo.com
www.BruceBlum.biz

OREP

6760 University Ave, #250, San Diego, CA 92115
Contact: Isaac Peck
Phone: 888-347-5273
Fax: 619-704-0567
info@orep.org
www.orep.org
Includes premises coverage and most incidental coverages.
Competitive rates.

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