



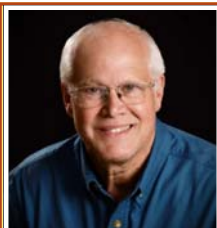
WAHI Fall 2016 Education House and Seminar

November 4th and 5th
The Wilderness in the WI Dells
Earn up to 15 credits!

Details and registration at: <http://wahigroup.com/event-2300489>



From the President



FALL IS HERE!

How can this be when summer just started! I haven't gotten through half of my "To Do" list yet. It's been great to hear that so many of you have been really busy this summer, but it's been tough to fit in the personal stuff too. Whenever business seems daunting, I remember those "lean years". At times I wondered what the future held. I always feel blessed for the work that comes my way because you never know what's around the corner. Remember to give thanks for the work you've earned.

Here's an update on the standard report push from the WRA and their desire to redefine what a Defect is. On the 15th of September the WAHI Board of Directors (BOD), our Lobbyist Kathi Kilgore and member Mark Thomas met with Attorney Roy Wagner. Immediately following the meeting with Roy, Kathi Kilgore shared her thoughts at a WAHI Special Board meeting.

Roy has been a strong ally for WAHI and has provided sound legal advice for many years - he is very familiar with our mission. Here are some of his points for us to consider:

- Buyers are really alone in the real estate transaction. Most everyone in the transaction has a vested interest in making the sale and closing the transaction. Home Inspectors are the only ones not relying on the completion of the sale to get a commission. We are our clients last, impartial hope to protect their interests.
- Roy questioned the need for a *Standard Report*. He felt we essentially already have one since we have the State Statute detailing the scope of an inspection. However, that doesn't stop potential legislation which could modify or change the Statutes.
- Roy recommended we have a "Swat Team" ready to respond at a moment's notice in case legislation is introduced without our knowledge.

In the presentation from our Lobbyist Kathi Kilgore, she advised that we be prepared with alternatives if things don't go as we'd like. We will need to determine what WAHI will agree to as we go. In a recent meeting she had with the WRA lobbyist, he stated they prefer to have legislation passed to enact the changes they would like. Since many elected legislators are also Realtors, WAHI may have an uphill battle. Since our September 15th meeting, Kathi reported the WRA may focus more on redefining the term "Defect".

Where is WAHI going from here?

First, the position of the WAHI BOD is to ensure the home inspection industry in Wisconsin remains unencumbered by efforts to make it easier for the other players in a real estate transaction to close deals rather than ensure the public is being properly protected.

Second, the WAHI BOD agreed to meet with members of the WRA. Recent correspondence from the WRA lobbyist indicates the WRA leadership may not meet with us - opting instead to have us meet with their lobbyist(s). Whatever happens, we will put our best foot forward and meet - date yet to be determined. WAHI has established an Ad Hoc committee for this effort.

(continued on pg. 4)

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Michelle Schwoch from the Marathon County Health Department was our September speaker. She spoke on the proper procedure to test for radon.

NEXT MEETING: **Wednesday, October 19**
Social at 6:00 p.m. & Dinner/Meeting at 6:30 p.m.
Meeting and meal is \$30; meeting only is \$10.
Palms Supper Club Steak House, 5912 Business Hwy 51, Schofield
Speaker: Affiliate member and Contractor Arbitrator, Buck Birkholz, Bob's Electric

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



NEXT MEETING: **Wednesday, October 5**
Buffet Dinner at 5:30 p.m. & Meeting at 6:00 p.m.
Jade Garden Restaurant, 3620 Gateway Dr., Eau Claire
Speaker: Greg Weiss, Certified Inc.
Greg is the supervisor for the HVAC Department and will be presenting information on furnaces, boilers and gas piping. Member are encouraged to bring photos!

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



Our September speaker was Fox Valley Education Chair, Scott Hanson, who hosted a refresher discussion on the WI Standard of Practice for Home Inspectors.

NEXT MEETING: **Tuesday, October 18**
Social at 6:00 p.m. & Meeting/Dinner at 6:30 p.m.
Stone Toad, 1109 S. Oneida St., Menasha
Speaker: Affiliate member Doug Newhouse, Sure Dry Basements

For speaker information, or to provide a suggestion/lead, please contact Chapter Education Chair, Scott Hansen at 920-716-3025.



Our September speaker was Chris Lukens, a realtor with Remax and also a contractor, which he feels helps him provide better service to his clients. He talked about the relationships between Realtors and Home Inspectors and how Realtors see home inspections as part of the home buying process. He went over how the "Offer to Purchase" defined a defect and talked about who should be scheduling a home inspection. He also addressed how to correct wood floor damage and how to find tile and other floor issues that could come up during an inspection. The chapter recently purchased projector to improve training at the meeting and attendees were able to bring up pictures for a great question and answer segment!

NEXT MEETING: **Thursday, October 20**
Roundtable at 6:00 p.m. & Meeting/Dinner at 6:30 p.m.
Alt n' Bach's Town Tap, 2602 Whalen Lane, Madison, WI
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 the Chapter President, Denny Kruger at 608-835-5395.



NEXT MEETING: **Tuesday, October 11**
Social at 6:00 p.m., Dinner at 6:30 p.m. and Meeting at 7:00 p.m.
Klemmer's Banquet Center 10401 W. Oklahoma Ave., West Allis
Speakers: Affiliate member & Master Plumber, Jessie Cannizzaro, Milestone Plumbing
She will address miscellaneous plumbing topics that are often misunderstood - most of which are common items found in most homes. Jessie will bring along her 'prop box' of assorted items her staff has been collecting at their shop.

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?

By Executive Director, Julie Arnstein



Here is the 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 or 877.399.WAHI

September 2016

- By now you should have received a postcard and email announcing our Fall 2016 Education House and Training Seminar! We are scheduled for Friday November 4th and Saturday November 5th at The Wilderness Resort in the WI Dells/Baraboo area. For details and registration go to <http://wahigroup.com/event-2300489>. The room block at The Wilderness lifts on October 4th – call 800-867-9453 to book your room – be sure to mention WAHI 2016 Fall Seminar at Glacier Canyon Lodge, Leader # 565691 when making your reservation. See you there!
- You have also received an email about the WAHI Arbitration program and our push to increase our pool of trained contractor and home inspector arbitrators. Attorney Roy Wagner recently met with the WAHI Board of Directors. He again stressed the value of our program and how critical it is that ALL WAHI home inspector members include the clause in their inspection agreement. In cases involving real estate transactions, lawyers will typically sue sellers and the home inspector. The lawsuit against the seller will go to court. If a home inspector has the arbitration clause in their contract the lawyers will also have to go through arbitration - that results in more work for the attorney... ummm, they don't like to do more work! Be smart and make sure you have the current arbitration clause in your agreement.
- Don't forget that WAHI has signed on 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.

October 2016 and Beyond...

- Your WAHI Board, with the assistance of founding Milwaukee member Mark Thomas and Lobbyist Kathi Kilgore are staying on top of the potential for a WRA introduced standardized report form and a revised definition of a Defect. Keep an eye on your emails, the newsletter and attend your chapter meetings to stay informed.
- Looking ahead to the Spring 2017 Education House and Training Seminar! WAHI is exploring locations in Eau Claire and Stevens Point. We're struggling a bit to find a location that can fit our needs - if you have a suggestion of a location that might work, please let me know asap – julie@wahigroup.com or 414.299.9766.
- It's never too soon to start thinking about our spring statewide and chapter elections. An association like WAHI counts on its longtime members to bring stability and history to the group but we look to new members to become involved and bring forth new ideas and energy. If a leadership position seems too daunting for your initial involvement, check out the last page of the newsletter – see if a certain committee looks of interest to you – we welcome your involvement!

(From the President continued from page 1)

An Ad Hoc committee is formed with a specific task/objective and will be dissolved after its commission has been completed and/or objective achieved.

Third, the WAHI BOD wants to complete an Inspection Report with a detailed description of what we currently address during the course of a home inspection, and why we address these items. The purpose of this report is to provide guidance to those who need to understand what we do and how we protect the interests of the public. We will enlist the services of a WAHI home inspector member to work on this one time task.

Fourth, a Call to Action! WAHI needs the help of each Chapter to identify WAHI members who have the talent and passion to assist with this very important effort. We all have realtor contacts that we trust and deal with every day. WAHI needs the name of anyone you think will help ensure we are able to continue to serve the public - the "movers and shakers" in the real estate industry - to enlist them in our effort to prevent harmful changes to the Statutes and Standards of Practice. The BOD is open to your thoughts - feel free to contact anyone on the Board, your Chapter representative, Julie, or myself. We need your involvement.

Finally, I want to needle everyone once again regarding the Arbitration Program. **This program is so important - we cannot drop the ball on this!** Attorneys are working continuously to find the weakness in our armor, and lawsuits against home inspectors are on the rise again. They are looking for ways to avoid arbitration and move to litigation. **This is a difference of many thousands of dollars to us in the event of a claim!** Roy Wagner could not stress enough the importance of our Arbitration program and that each member include the current arbitration clause in their agreement. We have been talking about this for months, but the end of the year is upon us and it is up to you to make this happen.

You cannot sit back and assume that other members, the WAHI Arbitration Committee or the WAHI BOD is going to make this happen. We are fast approaching the deadline to have our training program. **If we get to the training deadline and don't have an adequate number of qualified contractors to train, you are likely to not have an Arbitration Program when you need it most!** It's up to each of us to refer qualified contractors to WAHI - roofers, siding contractors, mold experts, foundation experts, electricians, HVAC contractors, chimney experts. Frankly, we need qualified "experts" in all areas we inspect. The goal is to have at least 3 Contractor Arbitrators from each trade. You all received an email from Julie on September 18th with details and an application form to share with potential candidates. Without these trained Arbitrators, the program will not function and you can plan on hiring an attorney for thousands of dollars. Not to mention your fate will be in the hands of a Judge who knows little or nothing about our Standards and a proper inspection. The judge may then award a judgment for thousands of dollars against you.

All of us must go to the best contractors we know and invite them to participate - the rewards for them will make their efforts well worth their time. For your October Chapter meeting, resolve to bring along a contractor. If they are unable to attend your meeting WAHI would be happy to go through the requirements with them - feel free to have any referral call the Arbitration Committee Chair Mark Thomas, Julie, any BOD member, or myself. The alternative is.....I hope you have great insurance.

I know I just gave you more work to do but fall in Wisconsin makes the bad weather worth being here - make time to enjoy the season!

Andy Helgeson, President

We encourage members to keep in contact and make sure their information is current!

We want other members and potential clients to be able to contact you. Also, we send interesting and timely emails that you may miss out on if your contact information is out of date. If your information has changed, please see page



BOARD MEETING

The next board meeting will be **Friday, November 4th from 2:00 - 5:00 pm**, in conjunction with the WAHI Fall 2016 Education House and Training Seminar at The Wilderness Resort in WI Dells/Baraboo.

All WAHI members are welcome - please contact Julie Arnstein by Friday, October 28th, if you would like to attend - julie@wahigroup.com or 877.399.WAHI.

If you are unable to attend, but have a concern/thought you would like the Board to address, please contact your Chapter Elected Member at Large.

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

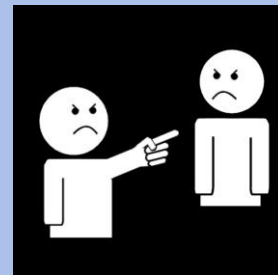
WAHI Legal Support



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**

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 Joy Bott at
414-395-0639 or email her at
joy@thoroughinspectionsservices.com

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— Alan, HousePro Home Inspections

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— Henry "Sonny" Toman



NEW WAHI MEMBERS



Jared Guess (Milwaukee)
Home Inspector Member
Right Angle Home Inspections
414-374-9890
jared@rightanglehomeinspections.com

Bill Kneebone (Madison)
Home Inspector Member
BK Home Inspections
608-239-0104
kneebone8@charter.net

Rebecca Laird (Madison)
Home Inspector Member
Eco Habitate Services, LLC.
608-577-5649
inspectorbex@gmail.com

Richard Reinart (Madison)
Associate/Student Member
715-897-7593
richreinart@gmail.com

Jared Suckow (Chippewa Valley)
Associate/Student Member
jsuckow@hotmail.com



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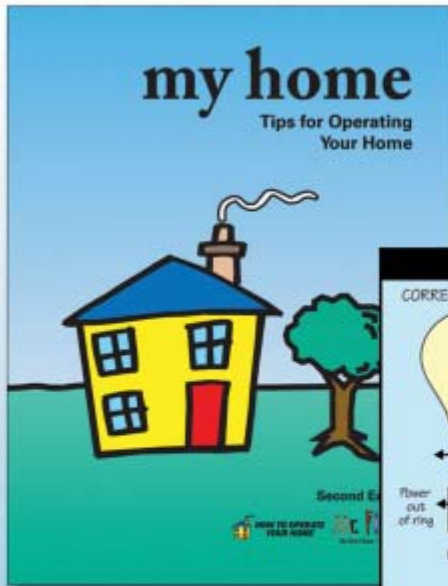
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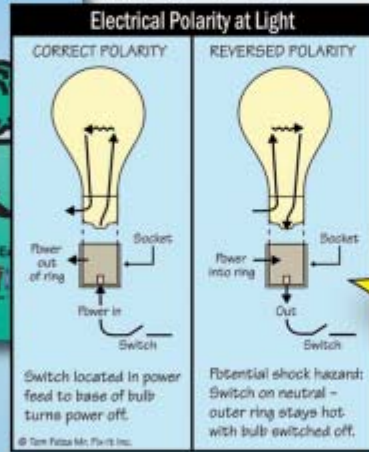
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WAHI 101 - INSTRUCTIONS TO UPDATE YOUR PROFILE IN 5 EASY STEPS:



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 multiple email addresses or are uncertain of your WAHI email address, contact Julie at julie@wahigroup.com - she can provide your WAHI address or update it for you.
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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Office Max/Office Depot revised their online program.

Based on these changes, we would encourage members to shop in-store to take advantage of any discounts offered (see page 13).

Please let Julie know if any of your frequently purchased items are not included in the program: julie@wahigroup.com

Special Board Meeting Minutes

The minutes from the Special Board Meeting held September 15, 2016 will be posted soon on the WAHI website. You can access the minutes on the Members Only page of the WAHI website - scroll down toward the bottom of the page.

- Log-in as instructed on page 8 of this newsletter - Website 101.
- From the Home Page, go to the far right - "hover" your mouse on the 3 horizontal lines.
- As you "hover," 3 options will appear on the drop down menus - select Members Only.
- Scroll down to the bottom section of the page to view Board Meeting Minutes. The September 15th minutes will be found at the bottom in the 3rd column.

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 page 8, of this newsletter 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.

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



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Should the metal roof flashing on a cultured stone/brick pre-fabricated wood chase chimney be on top of the cultured stone/brick or behind it?

It should definitely be behind it. Cultured stone/brick does very little (really nothing) to stop water penetration. Furthermore, behind the cultured product there should be a water tight membrane over the wood structure to stop any water, sending it down over the top of the flashing at the roof line. I recently came across a homeowner who just purchased a home out in Delafield where the flashing on his cultured stone chimney was over the top of the cultured product. I suspect the inspector never got up on the roof because it was a two story home and the roof was quite steep. I am pretty certain the whole chimney will need to be redone above the roof line. I am not sure of home inspectors dos and don'ts, but binoculars would have spotted this easily.

Happy Inspecting!

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CHAPTER SECRETARIES



You are reminded to include upcoming speakers and topic information when you submit monthly meeting minutes to Julie Arnstein at julie@wahigroup.com

The information will be included in the monthly newsletter and will also be posted on our website at:

www.wahigroup.com



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Click **HERE** to download
"The Online Guide to Booking
More Inspections"
by Josh Fulfer

Also, in conjunction with the recent WAHI conference, Josh is offering free website evaluations to all WAHI members. Email your website url to josh@kvfmarketing.com if you'd like a free, no-strings, evaluation of your website. See my ad on this page.

Add a photo to the WAHI website and link it to your business site!



WAHI's website member database has a **NEW and IMPROVED** multi-choice search option.

Submit photo and/or company website info. to:

julie@wahigroup.com

Stay in touch with WAHI's Facebook Page

Our WAHI Facebook page provides the perfect opportunity to make chapter announcements, post minutes, post meeting changes 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



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Vice President James Smead (262) 424-4839	Dave Pribyl (920) 660-3000
Secretary & Executive Director Julie Arnstein (877) 399-9244	David Strandburg (608) 255-3966
Treasurer Tom Kruse (608) 782-8831	Mike von Gunten (262) 945-2446
Members-at-Large Joy Bott (414) 395-0639	Chapter Presidents Rich Duerkop, Central (715) 241-8222
Tom Dempsey (262) 367-1536	David Welch, Chippewa Valley (920) 889-2120
Scott McLean (414) 228-6573	Dave Brading, Fox Valley (920) 889-2120
Ron Miller (608) 832-6630	Dennis Kruger, Madison (608) 575-0371
	James Smead, Milwaukee (262) 424-4839

Arbitration Mark Thomas, Chair Dave Brading • Ron Nohre Attorney Roy Wagner Kyle Zimmerman	Membership Joy Bott, Chair Roger Kautz Scot McLean Brian Opelt David Pribyl Kyle Zimmerman <i>Seeking Affiliate members</i>
Audit Tom Kruse, Chair James Davis • George Finch Danny Kruger • Nathan Peterson Dave Stoinski	Nominations/Elections Andy Helgeson, Chair Dave Brading • Rich Duerkop • Dennis Kruger Cassidy Kuchenbecker James Smead • Dave Welch
Education Tom Kruse, Co-Chair John Moore, Co-Chair Pete Saltness • James Smead Mike von Gunten	Public Relations Bob Turicik, Chair Troy Beasley • Bruce Low Nick Petrie Chuck Weber
Education House James Smead, Chair Mike von Gunten, Fall Coordinator	Rules & Bylaws Andy Helgeson, Chair Tom Dempsey
Legal Support <i>Chair position is vacant</i> Ron Miller Attorney Roy Wagner <i>Seeking 3 more members</i>	Website <i>Chair position is vacant</i> Julie Arnstein <i>Seeking 1 more member</i>
Legislative David Strandberg, Chair	

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