Official Publication of the Wisconsin Association of Home Inspectors, Inc.





February 2020



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Good Day Esteemed Home Inspector Colleagues,

Need anything? Don't ever be afraid to reach out to discuss something or ask for help. It is part of my job and I look forward to helping if at all possible.

Last week, WAHI was represented by Julie Arnstein, Andy Helgeson, Roger Kautz, our Lobbyist Kathi Kilgore and me at a legislative hearing of the State Assembly Committee on Regulatory Licensing Reform. All of us provided testimony against AB 655. My sincere thanks to Brian Derewicz, Jameel Dawan, John Wiedenhoeft and Dennis Krueger who attended the hearing to show their support. Our points were made well, and we definitely sparked some thought. How much and how effective it was...it's too early to tell. Keep making those phone calls, sending emails, Facebook messages or whatever form of communication you use. It is time to put on the full court press and, hopefully, get things to swing in our direction.

Safety is the other thing on my mind. With winter weather finally in full swing, for us in the southern ¾ of the state anyhow! Be sure to take a second to assess your inspection before going places that might be unsafe. Signs are pointing to another hot market this year and I would hate to have any of our members watching it from their couch due to injury. There isn't a component in a house during an inspection that is worth injury. Kindly explain to the Buyer why you aren't going up on the roof with 6" of snow on it. I am sure they will understand.

Elections are coming up as well. Come on ... get involved! I did and let me tell you ... wow! The amount that I have learned since May 1 is amazing! Inspections are all about ladders and flashlights - just joking! Take this opportunity to be a part of something great!

Lastly, a "hip hip hooray" to the Madison Chapter! They had a bit of a re-launch in January with a new location, a new meeting night and a renewed energy about them. I was able to attend and was happy to see a good-sized crowd. Not to mention, the new location has a great salad bar \odot . The chapter officers were very pleased with the attendance but, there is plenty of room for more!

Mark your calendars and register SOON for the WAHI Spring 2020 Education House and Training Seminar on March 6th and 7th in Milwaukee - it will be a feast of friends!

Be safe out there! Ric Thompson, WAHI President

WAHI Spring 2020 Education House and Seminar March 6th and March 7th The Sheraton Milwaukee Brookfield in Brookfield! Earn up to 15 credits! Details and Registration HERE!



NEXT MEETING: Wednesday, February 19 Social at 6:00 pm & Meeting/Dinner/Education at 6:30 pm <u>Sconni's Alehouse & Eatery, 1239 Schofield Ave, Schofield, WI 54467</u> Education: Pat Stepanik, Focus on Energy Pat will explain the NEW Focus on Energy Ambassador Program.

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



NEXT MEETING: Wednesday, February 5 Buffet Dinner at 5:30 pm & Meeting/Education at 6:00 pm Pizza Ranch, 2451 Truax Blvd, Eau Claire, WI 54703 Education: To be determined

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



NEXT MEETING: Tuesday, February 18

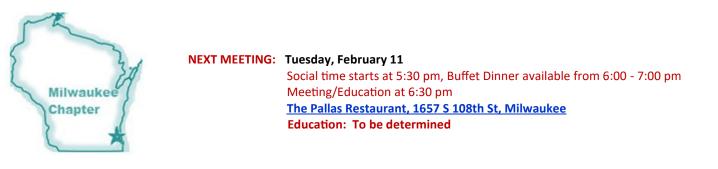
Social at 5:30 pm & Roundtable/Meeting/Dinner/Education at 6:00 pm **NEW LOCATION:** <u>Waverly Beach, N8870 Fire Lane 2, Menasha, WI 54952</u> *Roundtable Discussion:* Bring pictures on your smart phone or jump drive to load onto the projector! Education: To be determined

For speaker information, or to provide a suggestion/lead, please contact Chapter Education Chair, Scott Hansen at 920.716.3025



NEXT MEETING: "New" Night (since Jan): 2nd Tuesday - February 11 "New" Location (since Jan): <u>Maple Tree Supper Club, 6010 US-51, McFarland, WI 53558</u> Social at 5:00 pm & Meeting/Dinner/Education at 5:30 pm Education: Emily Jones, Madison Metro Sewage District Emily will be speaking on water softeners.

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



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 or 414.299.9766

January 2019

- Proposed Legislation: As reported in January, the proposed legislation was released for co-sponsorship by Senator Rob Brooks (R-Saukville) and Senator Kathy Bernier (R-Chippewa Falls) in early November and assigned to a Senate committee in late November and an Assembly committees in early December. All of our Home Inspector, Associate and Retired members received several emails over the past couple of months. The emails provided details on the legislation, important dates and suggested talking points when reaching out to legislators and Realtors you work with. WAHI President Ric Thompson, WAHI Lobbyist Kathi Kilgore and I continued to meet with legislators on the Senate and Assembly committees handling this bill. The silver lining in all of this is that we are creating a awareness of WAHI. Until now, WAHI has had very limited involvement in any legislative action. Meeting with the legislators has provided a great opportunity to explain who we are, what we do and our commitment to home inspectors, and the betterment of the home inspection industry in our state. Be sure to continue to monitor your email for time-sensitive updates and announcements. We need your participation in every Call to Action. WAHI leadership attended the Assembly hearing on the bill on Thursday January 30th to officially state our opposition to the bill.
- WRA Conference: WAHI was again well-represented at the WRA Convention in January in Lac du Flambeau. Our steadfast PR Chair, Bob Turicik, along with a number of Fox Valley members manned the booth to spread the "WAHI word"! Thank you all ^(C) State President Ric Thompson was a presenter during one of their breakout sessions – Ric planned to address the WI Standards of Practice. Quite an honor!
- 2020 Spring Education House and Training Seminar: Registration is up on the WAHI website <u>https://wahigroup.com/event-3710153</u> Register soon to secure your spot on March 6th and 7th in Milwaukee. Thank you to all of you who have registered already I look forward to seeing you there!

February 2020 and Beyond...

- State Election 2020: WAHI conducts a State election each year to avoid a complete turnover of the Board of Directors. In even-numbered years, the voting membership elects the positions of Vice President and 4 Members at Large to serve a 2-year term. Please consider increasing your level of involvement. Contact Nominations and Elections Chair Andy Helgeson with any questions or to put your name on the ballot! <u>helge4674@outlook.com</u> or 414.315.0266. See further details from Andy on page 5 in this newsletter.
- **2020 Fall Education House and Training Seminar**: Save the date for our fall training event November 13th and 14th in Stevens Point!
- Future WAHI Education House and Seminar Training: Nothing is official yet but I am exploring locations in the Fox Valley area for Spring 2021 and Madison/WI Dells for Fall 2021.



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

ONE OF WAHI'S FINEST



Denny Kruger (left) and Ken Smith (right).

I received this Google coin as recognition for the growth my company, K&A Home Inspections, as a veteran led business, experienced last year. With this coin came the challenge to recognize a fellow veteran that helped my business grow.

I can think of no other person that fits this challenge better than longtime Madison Inspector member Dennis Kruger. It has been a crazy train ride starting a business and I cannot adequately express my gratitude for his friendship, guidance, and mentorship. THANK YOU, Denny!

~Madison Home Inspector Member, Ken Smith

UPDATE YOUR WAHI PROFILE IN 5 EASY STEPS

1. Go to <u>www.wahigroup.com</u>.

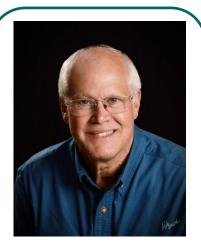
- From the Home Page upper right corner, select "LOG IN." ENTER your email address on file with WAHI and password.
 *If you have questions, contact Julie at julie@wahigroup.com.
- 3. Once logged in, the upper right corner shows your name, "Change Password" and "Log Out." CLICK on your name.
- 4. You should now be on the "My Profile" page. Select "EDIT PROFILE" in the gray rectangular box.
- 5. After making your updates, **select** "SAVE" in the gray rectangular box at the bottom of the page.

WAHI STATE ELECTION 2020

Attention WAHI members! In March we will be holding our statewide election for 5 State Board positions - Vice President and 4 Member at Large positions. WAHI board positions are 2 year terms.

Whether you have only been in the business for a few years or for many years, we welcome your candidacy. What the WAHI Board needs are members who can look at issues thoughtfully, from all sides, and are willing to voice their opinion to the other members of the Board. Serving as a Member at Large is a great entry-level position for someone new to the Board.

If you have interest and/or questions, please contact me, I am happy to discuss the role of a Board Member - helge4674@outlook.com or 414.315.0266.



Andy Helgeson WAHI Nomination and Elections Chair

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See page 8 for an informative article provided by InspectorPro

Cricket Brooks (Madison Member) Associate/Student Member 630.812.8133 cricketbrooks@gmail.com Trace Hummel (Milwaukee) Affiliate Member offering Legal Counsel von Briesen & Roper, s.c. 414.287.1439 or 414.704.0121 thummel@vonbriesen.com

Jeff Kennedy (Out of State) Affiliate Member offering Lintel Lift Repair Lintel Lift 844-I-LIFT-IT jeff@donkennedyandsons.com

Pete Kocian (Milwaukee) Home Inspector Member Lakeland Home Inspections, LLC. 262.370.0625 lakelandhomeinspectionsllc@gmail.com

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RADON INSPECTIONS: WHAT YOU NEED TO KNOW

By Stephanie Jaynes, Marketing Director at InspectorPro Insurance

Radon: the colorless, odorless gas emitted into the air by the radioactive element, radium, as it breaks down in soil, rock, and water. Typically, radon penetrates buildings through small cracks or openings in foundations undetected. And, once radon has entered a property, the radon may be trapped inside. In fact, this is what home inspectors test in their radon inspections.

More statistical evidence may be necessary to fully understand the causal relationship between radon and lung cancer (more below). However, the EPA continues to characterize radon as a cause for concern. In 2017, the EPA designated January as <u>National Radon Action</u> <u>Month</u>, encouraging observers to "Test, Fix, Save a Life."



Since testing is the only way to determine a home's radon levels, the EPA and Surgeon General recommend that home buyers, sellers, and remodelers test all homes below the third floor. If consumers discover elevated radon levels of four picocuries per liter (4 pCi/L) or higher—which the EPA estimates that nearly one in every 15 households do—then the EPA urges them to take corrective measures, including the installation of a radon-reduction system.

Many national and local governments encourage and, in some cases, even mandate radon testing during real estate transactions. This has led many home inspectors to offer radon testing as an additional service. In fact, over a quarter (25 percent) of the inspectors we insure carry the radon endorsement. This implies that just as many inspectors currently offer radon testing in the market at large. (More on endorsements later.)

In this article, we explore why 10 home inspectors chose to offer radon testing and what recommendations they have for home inspectors considering offering the additional service.

Why inspectors test for radon.

The labels "silent killer" and "cancer-causing radioactive gas" characterize public opinion and discourse regarding radon. But how did radon amass such a bad reputation?

While researchers studied radon's effects on miners for decades prior, testing within homes began in Pennsylvania in 1984. While entering the Limerick Nuclear Power Plant, which was under construction, an engineer named Stanley Watras tripped a radiation detector. This monitor measured unsafe radiation levels for plant workers. Three things stood out to safety officials:

- 1. When he set the monitor off, Watras was coming to, not going from, the Plant.
- 2. Due to the construction, the Plant was not currently operating.
- 3. No other workers were contaminated.

Based on the evidence above, Plant officials were certain that Watras had not been exposed to the radon at work. So, the officials took measurements of the Watras' home. To their alarm, they discovered radiation levels more than 200,000 times above the level permissible for people living close to nuclear power plants.

Believing that Watras' exposure to radon in his home may not be uncommon, the Environmental Protection Agency (<u>EPA</u>) conducted a survey of 10 states that volunteered. During the 1986 survey, the EPA tested 11,600 homes for radon. The results: one of every five homes tested contained health-threatening radon levels. The EPA declared radon a national problem.

READ MORE

To learn more about InspectorPro Insurance, please see our ad on page 5 of this newsletter.

The WAHI Inspector

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 608.235.9836 or ronmiller547@gmail.com





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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

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.



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:

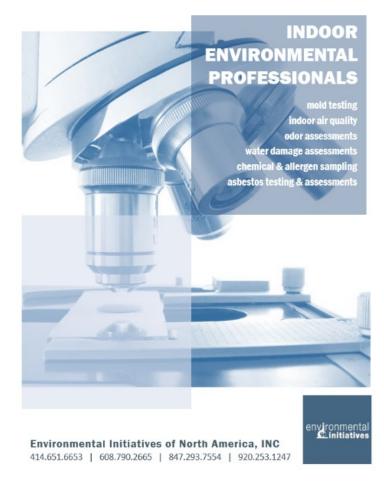


WAHI LEGAL SUPPORT

Affiliate members Attorney Roy Wagner and Attorney Lauren Triebenbach of Michael Best and Friedrich offer 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 Roy or Lauren, the steps below, provided by Lauren, provide an explanation of their services.

- 1. If you receive an email, letter, text, or pleading from a customer, please contact our office. Lauren is generally more accessible than Roy, but feel free to call either of us.
- 2. We will ask that you provide us with the communication you received plus your inspection agreement and report. If there are other communications related to the claim, we will ask for those too.
- 3. After we review your documents, we will schedule a time to talk to you. Calls generally last 15-30 minutes. We will discuss with you your options, which could include working it out on your own, engaging us to respond on your behalf, or tendering the claim to your insurance company. The strategy we discuss will be based on your specific claim, whether litigation or arbitration has already been initiated, and whether your inspection agreement specifies arbitration as the method of dispute resolution.
- 4. If you don't hire us, you don't get a bill. If you do hire us, the time spent reviewing the case will be included in the final billing.
- 5. Knowledge is power. We 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 or Roy: <u>https://wahigroup.com/Affiiate-Members/</u>

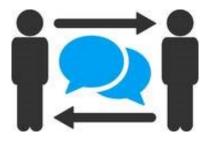


It has come to our attention that many of you may be unaware the WAHI website hosts an interactive forum on the Members Only page. We encourage all members to check it out!

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 4 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.



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 15 for information on their in-store program and page 16 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!" 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 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
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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|----------|-----------------------------|
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For assistance with gaining on-line access, please contact:

Paul Gomez

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Terry Elliott, Chippewa Valley 715.577.4211

Dave Pribyl, Fox Valley 920.660.3000

Sean Martinson, Madison 608.206.1108

Jim Oezer, Milwaukee 262.636.9909

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Welcome See page 14 in this newsletter

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535 Industrial Drive, Sparta, WI 54656 Contact: Jeff Ascher, 608.269.2127 Fax: 267.647.3247 jascher@coverrainsurance.com www.coverrainsurance.com

Hanover Insurance

330 E. Kilbourn Avenue, #650, Milwaukee, WI 53202 Contact: Jeff Frank, 414.221.0364 jfrank@robertsonryan.com www.robertsonryan.com

InspectorPro Insurance

826 E. State Road, #100, American Fork, UT 84003 Contact: Dirk Stephens, 801.610.2753 Fax: 801.610.2701

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