

HOME INSPECTOR TRAINING

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Course Hours:	80 total hours
Course Contact Hours:	70 Hours
Course CEU's awarded:	7.0 CEU's
Cost per CEU:	\$256.43
Course Fee:	\$1,795.00
Course Location:	Virginia Beach Higher Education Center

This course leads to a Certificate of Completion in Home Inspection and fulfills the pre-requirements for home inspectors as designated by the Commonwealth of Virginia.

There's more to a home inspection than just looking around a building. It's an entire process of communication skills combined with construction knowledge and business savvy. NSU, in partnership with The American Home Inspection Training Institute (AHIT) offers training by experienced ASHI®, NAHI and CREIA members covering every aspect of the home inspection business.

Learn how to conduct a thorough home inspection from the moment of pulling into the driveway to writing up the report. After completing the course, you'll understand just what is needed to perform an actual inspection. The course is taught per the ASHI®, NAHI, and CREIA Standards of Practice and you'll experience an in-depth look at each component of a house. Hundreds of slides of actual situations are shown in order to give you the best possible learning environment. This unique class takes you through, in detail, all the phases of a home inspection - including three personal on-site inspections.



Materials Included*

Learn from one of the few FULLY EQUIPPED Home Inspector Training Institutes in the country where you will be able to:

- Operate furnaces; check old furnaces and cracked heat exchangers on site
- View different electrical systems, different types of plumbing material - legal and illegal
 - Test gas and electrical water heaters; hands-on
 - Participate in discussions; one-on-one and round-table
- Take a sample test to evaluate your strengths and weaknesses
 - Conduct hands-on exercises to reinforce learning
 - View roofing material of all types right in the classroom

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- Study test questions for the ASHI®, NAHI, and other inspection exams
- Conduct test inspections at the end of the week to apply what you've learned
 - Learn easily via videos, slides, and guest speakers
- Our courses teach you how to conduct a thorough examination from the moment of driving up the driveway to writing up the report. After completing the course, you will understand just what is needed to perform the actual work. This course is taught per the ASHI and NAHI standards of practice. Forty-one membership renewal credits will be earned. You'll experience an in-depth look at each component of a house. Hundreds of slides of actual situations are shown in order to give you the best possible learning environment. This unique class takes you through, in detail, all the phases - including personal on-site examples.

Everything you need to do to get your home inspection business up and running. What to do – How to do it – When to do it – Where to do it – How often to do it. All of these questions will be addressed in this class. A 30, 60 and 90 day step by step plan to get you going. We will teach how to maximize your “sphere of influence” along with building your referral base of Realtors®, Lenders and Attorneys. How to set up your business – LLC, Partnerships or Corporations. The course will go over developing your image – logos, business cards, brochures and flyers necessary to get your business announced to your referral base. It will also teach you how to give a good Realtor® presentation with proper vocabulary and objection overcomers. What are you going to do when the phone does ring? The course will teach you how to inform, sell, close and schedule every call you receive. This course is an absolute must for anyone starting a home inspection business.

Here's a sampling of what you will learn:

- Survival Techniques
- A Professional, 12-Week Marketing Plan
 - Building a Referral Base
 - Understanding Sales and Marketing
 - Key Steps to Professionalism
- Company Name / Legal Entity - Partnership, LLC, LLP, Corporation
- Sphere of Influence, Business Cards, Brochures and Holders, Letterhead, Signs for Auto, Career Apparel, Day Planner / Organizer, 10 Benefits Flyer, Insurance,
 - NAHI / ASHI / CREIA / TREC Certification, Pass National Exam
 - Communication Basics
 - Realtor® Relationships
 - Inspection Presentation

DAY 1 (8 am to 6 pm, lunch 12:-12:30)

I. Introduction

- ASHI, NAHI, CRIEA, NACHI and State Standards
- Basic Tools
- Home Inspector's Role in a Real Estate Transaction



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- Report Writing
- Survival Technique
- See vs. Try
- How You Will Benefit From This Class
 - » Basics and Fundamentals
 - » Specific Verbiage
- A Professional, 12-Week Marketing Plan

Session Goals

- Building a Referral Base
- Understanding Sales and Marketing
 - » Marketing Definition
 - » Sales Definition
- Key Steps to Professionalism

II. Critical Marketing Tools For Your First 30 Days

- Company Name / Legal Entity
 - » Partnership, LLC, LLP, Corporation (Handout)
- Sphere of Influence
- Business Cards
- Brochures and Holders
- Letterhead
- Signs for Auto
- Career Apparel
- Day Planner / Organizer
- 10 Benefits Flyer
- Insurance
- Checking Account
- NAHI / ASHI Certification
- Pass National Exam
- 12-Week Marketing Plan

Communications Basics

- Appearance
- Vocabulary
- Tonality
- Getting Your "Rap" Down
 - » Anatomy of a presentation

Realtors

- Understanding them
 - » Who Are They?



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- » How do I Build Solid Relationships With Realtors?
- » Where to Market
- » When to Present
- Realtor Terminology Inspections
- Taking the Call
 - » Telephone Etiquette
 - » Closing the Sale
- Introducing Yourself at the Inspection
- Driveway Presentation
- Presenting Your Report

Other Marketing Opportunities

- Realtor Functions
- Title Companies
- Listing Inspections

Ready, Set, SUCCEED!!!

- First 10 Days
 - » Tools / Activities
- First 20 Days
 - » Tools / Activities
- First 30 Days
 - » Tools / Activities

Summary

DAY 2 (8 am to 6 pm, lunch 12:-12:30)

Structure/Basements

- How to Detect and Report Structural Problems
- Different Basement Structures Identified
- Basements / Crawl Spaces / Slab on Grade
- Everything You Wanted to Know About Structures but Were Afraid to Ask Exteriors
- Decks, Balconies, Steps, Porches, & Railings
- Walls, Flashings, Trim
- Eaves, Soffits, Fascia
- Driveways, Landscaping

Roofing

- Asphalt Shingles, Wood Shingles
- Tile Roofs, Shake Roofs
- Slate, Asbestos,
- Flat Roofs, Built-Up and Single-Ply



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Summary

DAY 3 (8 am to 6 pm, lunch 12:-12:30)

- Field Work – Actual hands-on practical experience in Home Inspection with a Certified Inspector

DAY 4 (8 am to 6 pm, lunch 12:-12:30)

Plumbing

- Drain, Waste & Vent Systems
- Water Heating Equipment
- Bath/Kitchen/Laundry & more

Electrical

- Service Equipment
- How to Evaluate Amperage Size
- Proper Overload Protection
- Evaluating Panels & Sub-Panels
- Hands-on Electrical Panels & Evaluations

Summary

DAY 5 (8 am to 6 pm, lunch 12:-12:30)

Heating

- Principles of Operation
- Forced Air, Boilers, and Heat Pumps
- Heat Exchanger, Evaluations
- Hands-on Exercises

Central Air Conditioning

- Principles of Operation
- Evaporators
- Condensers
- Hands-on Exercises

Summary

Day 6 (8 am to 6 pm, lunch 12:-12:30)

- Field Work – Actual hands-on practical experience in Home Inspection with a Certified Inspector



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DAY 7 (8 am to 6 pm, lunch 12:-12:30)

Interiors/Attics

- Insulation, Ventilation
- Hands-on Inspection #2
- Hands-on Exercises
- Review Test Questions

Summary

Day 8 (8 am to 6 pm, lunch 12:-12:30)

The Home Inspection Business

- Running the Business
- Business Type and Structure
- Multi-Inspector Firms
- Liability
- Environmental Issues

Summary