



## Central TN Inter-NACHI Chapter

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01/05/2010

### Message from the Chapter President:

Dear Folks,

I sincerely hope each one of you had a joyful experience this Christmas season.

#### Don't stop learning:

It has never ceased to amaze me of all the stuff I don't know. ;-) I keep learning but they keep changing things! During this slower time of year for me I have been viewing some free videos recently promoted by InterNACHI. It seems there is always more training available than my seat has capacity for. In addition, just yesterday I got my gift books that were awarded by InterNACHI at our December meeting. All those who attended should have received their gifts by now, as well.

Remember the suggestion made to get through whatever book(s) you received & bring them to January's meeting to swap & thus keep new knowledge circulating within our group.

The chapter's "President's Awards" this year were presented to two separate members because each had made immeasurable contributions to our successes. If you're reading this it is due to the tireless efforts of Terry Wilson serving as Chapter Newsletter Editor & Membership chairman & the value added to our communications by his giving attitude. If you attended our September Continuing Ed. event, Michael Jones performed some kind of Rabbit/Hat trick magic to get us the right venue, at the right time, & at the perfect price (zero).

So again, I wish to recognize both of these extraordinary members & say "Thanks", Terry & Michael, for your valiant support to our Home Inspector community.

If you haven't filled out & sent in the Yearly Questionnaire yet please see the attached & get them in ASAP. We will be sharing the results & making decisions as a chapter based on your input in January's meeting.

Don't forget our guest will be Joy Black, CPA & former IRS agent, so mark your calendar, come bring your questions & be ready to learn.

As always; click here:

<http://tn.nachi.org/centraltennessee/events.html> & sign

in after hitting "register" to let us know you are coming. (Just your name & email is sufficient).

Happy New Year  
Michael Amick  
Central TN InterNACHI Chapter Pres.

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### This Month's Meeting:

When: January 12<sup>th</sup>--Meeting starts @ 7pm  
(Dinner and social time 6:30pm--*Dutch Treat*)

Where: Corky's BBQ  
100 Franklin Rd., Brentwood, TN 37027

Register for the meeting:

<http://tn.nachi.org/centraltennessee/events.html>

Guest Speaker: Joy Black, CPA

Joy Black is a certified public accountant and the managing partner of In the Black Accounting Services (ITBAS). ITBAS was founded in 2000, initially working with Tennessee-based small businesses and individuals. The firm's clientele now includes businesses and individuals in approximately 30 states throughout the US. ITBAS specializes in providing business startup services, accounting and bookkeeping to small businesses and not-for-profits; tax preparation and IRS Representation services to individuals, small businesses, and not-for-profit organizations.

Prior to co-founding the firm, Joy worked as a special agent with the U.S. Treasury, IRS Criminal Investigation Division for almost ten years. Her duties included conducting federal tax fraud investigations and executing federal search and arrest warrants. While with the IRS, Joy also worked on Presidential protection details for the 1992 and 1996 Presidential campaigns.

Joy is a graduate of Trevecca Nazarene University located in Nashville, Tennessee, having received her Bachelor of Science of Business Administration with a major in accounting. She is currently a member of the Tennessee Society of CPAs, an active volunteer with Donate Life promoting Organ Donor Education and Awareness and was a past National Vice-President of Phi Beta Lambda, a professional business association.

She currently resides in Mount Juliet Tennessee with her husband, Johnny Black.



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*Mark your calendars and plan not to miss this month's meeting.*

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*Is your contact information up to date:*

Have you moved, changed your address or changed any of your contact information (phone, email, website, etc.). If you have.....Please go to the NACHI website and update your profile. By updating your profile you will be keeping all of your information current and correct.

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### How's Business

Did you know that networking and participating with an industry related organization can be helpful to the operation of your business?

How is this possible? Let's take a look at some differences at two different styles.

#### Style 1

- Maintains minimum training/re-cert standards
- Unwilling to discuss business practices/ideas
- Networking/Socializing within industry is at a minimum or non-existent
- No sharing of business ideas, new tools, training, insurance, improved practices, etc.
- Member of trade organization as a marketing tool only. Non-active member.

#### Style 2

- Exceeds training/re-cert standards
- Believes that to succeed knowledge and business information is a requirement for all.
- Networks/Socializes within industry functions
- Shares new ideas on tools, training, insurance, improved practices, etc.
- Active member within trade organizations
- Believes to improve the standards that everyone should maximize and set higher standards.
- Active not only on local level but on State and National levels as well.

As your business grows or decreases what are you doing that directly influences your business model? Is your business where you would like it to be? If not, what are your plans to grow your business in the coming year?

These are some of the questions that everyone will ask of their business and themselves over the course of time. By participating within an industry organization it can assist in finding some of the answers or can direct you to the proper source for assistance.

Who is better at knowing how the industry functions than a fellow business person. The industry will weed out the bad companies, those who are in it for a quick buck and those who either undersell their services or really don't know how to actually calculate the cost of doing business.

The groups that works together to set the standards of expectations will eventually raise the level of expectations of the community and potential clients.

Yes we are all competitors and fellow business owners and there is room for all. We can work together without issues. Example; is there an inspection company that offers a service you do not? Why not use their expertise/training to add to your services and expand your client base? Are you happy just performing home inspections or would you like to be able to add ancillary services (mold, radon, pool/spa, air quality, thermal imaging, etc.). The cost of adding additional services can be restrictive to a small business. However, tapping into fellow inspectors resources is not a cost restrictive move and can build future relationships, as well as marketability within your area.

There are many ways to operate a business and you have to choose which way is best for your business. Marketing plans, business models, budgets are always changing, some monthly in this changing and challenging time.

May everyone have a prosperous 2010.



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### SAFETY TRAINING

By: ED McDaniel

## COLD WEATHER SAFETY

Very cold temperatures, like very hot ones, can be hazardous to your health. Proper dress and some sensible practices can prevent a lot of the problems associated with cold weather. In addition knowing the symptoms of danger and how to treat them can keep problems that do occur from becoming disasters.

### GENERAL HAZARDS

The most common hazard in the cold is frostbite. Your body doesn't get enough heat and the body tissues freeze. Body parts most often affected by frostbite are the nose, ears, cheeks, fingers, and toes.

In very bad cases, frostbite can cause permanent tissue damage and loss of movement in the affected body parts. In the worst cases, you could become unconscious and stop breathing. You could even die of heart failure.

The other cold hazard is hypothermia. That's what it's called when you're exposed to cold so long that your body temperature gets dangerously low. Just like frostbite, the worst case results are unconsciousness and death.

With both cold hazards, you're more at risk if you're older, overweight, or have allergies or poor circulation. Other factors that raise the risk are smoking, drinking, and taking medications such as sedatives.

### IDENTIFYING HAZARDS

It is very important to know the symptoms of frostbite and hypothermia so that you can do something before it is too late.

Frostbite can occur from being in a cold area or from touching an object whose temperature is below freezing. In many cases, people don't have any idea that it's happening. That's why you have to be familiar with the symptoms.

Frostbite victims usually start by feeling uncomfortably cold, then numb. Sometimes they also get a tingling or aching feeling or a brief pain. The recommended practice is whenever you feel numbness, take action!

Hypothermia can also take you by surprise because you can get it even when the temperature is above freezing. Windy conditions, physical exhaustion, and wet clothing can all make you prone to hypothermia.

With hypothermia, you first feel cold, then pain in the extremities. You'll shiver, which is how the body tries to raise the temperature.

Other symptoms include numbness, stiffness (especially in the neck, arms, and legs), poor coordination, drowsiness, slow or irregular breathing and heart rate, slurred speech, cool skin, and puffiness in the face.

As you can see, many of these symptoms are not unusual and could mean different things. But if you're exposed to very cold conditions, take them seriously and take steps to relieve them.

### PROTECTION AGAINST HAZARDS

The best way to deal with cold problems is to prevent them in the first place. The most sensible approach is to limit exposure to cold, especially if it's windy or damp.

If you know you're going to be in cold conditions, don't bathe, smoke, or drink alcohol just before going out.

- Dress for conditions in layers of loose, dry clothes. The most effective mix is cotton or wool underneath, with something waterproof on top.
- Get dried or changed immediately if your clothes do get wet.
- Be sure to cover hands, feet, face, and head. A hat is critical because you can lose up to 40 percent of your body heat if your head isn't covered.
- Keep moving **when you're in the cold**.
- Take regular breaks in warm area. Go where it's warm any time you start to feel very



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cold or numb. Drink something warm, as long as it doesn't contain alcohol or caffeine.

### SAFETY PRECAUTIONS

As you know, prevention doesn't always work. So it's important to know what to do if you or someone you're with shows symptoms of cold problems.

The first thing to do is to get where it's warm. Get out of any frozen, wet, or tight clothing and into warm clothes or blankets. Drink something warm, decaffeinated, and non-alcoholic.

For hypothermia, call 911 for medical help and keep the person covered with blankets or something similar. Don't use hot baths, electric blankets, or hot water bottles. Give artificial respiration if necessary and try to keep the person awake and dry.

For frostbite, first be aware of the don'ts:

**Don't** rub the body part, or apply a heat lamp or hot water bottle.

**Don't** go near a hot stove.

**Don't** break any blisters.

**Don't** drink caffeine.

Do warm the frozen body part quickly with sheets and blankets or warm (not hot) water.

Once the body part is warm, exercise it-with one exception: Don't walk on frostbitten feet.

It's dangerous to underestimate the health hazards you're exposed to in the cold. But if you take some precautions before you're exposed and know what symptoms can spell trouble, you substantially reduce your risk.

If in any doubt, **Dial 911**



## Central TN Inter-NACHI Chapter

Here's a chance to share your unique, strange, weird or most dangerous photos. Just send your photos with a brief description of what we are looking at to me. Each month we will include 2-4 photos in the monthly newsletter.

Also, send any information that you may like to share with all of our members. Please photos, documents, etc. as Jpeg, PDF or Doc. Jpeg and PDF are the preferred forms.

Send your photos and comments to: Terry Wilson  
([wlsntw@comcast.net](mailto:wlsntw@comcast.net))

Monthly Submission:

NO SUBMISSIONS FOR JANUARY

### Continuing Education/Professional Membership

Have you found a website or resource you would like to share? Send it in.....

Where's the best place to purchase inspection equipment and software? Do you have a place to recommend? Send it in.....

As with any profession we can only get better by sharing ideas, experiences and knowledge. By belonging to an organization and participating it speaks loudly about an inspector. It shows that you care about your profession and seek to ensure that only well trained and knowledgeable inspectors are working in our area.

Did you know the following are approved and available through Inter-NACHI?

1. Plumbing Issues CE# 191-06 (8)
2. HVAC Issues CE# 192-06 (8)
3. Electrical 101 CE# 193-06 (8)
4. Structural Red Flags in Residential Construction CE# 194-06 (8)
5. NACHI's Online Structural Course CE# 097-07 (4)
6. Thermal Imaging and Building Science CE# 117-08 (16)
7. Safe Practices for The Home Inspector CE# 126-08 (4)
8. Thermal Imaging & Building Science (CE Teleconference Course) CE# 128-08 (16)
9. On-Line "Green Building" CE# 130-08 (8)
10. On-Line Plumbing Course CE# 170-08 (8)
11. Law & Order CE# 173-08 (4)
12. Inspection Water Heater Tanks CE# 175-08 (4)
13. Inspecting Means of Egress CE# 176-08 (4)
14. Introduction to Infrared Thermography Online Video Course CE# 184-08 (5)
15. InterNACHI'S On-Line Roofing Course CE# 187-08 (4)
16. InterNACHI'S On-Line Electrical Course CE# 188-08 (4)
17. InterNACHI'S On-Line Log Home Inspection Course CE# 189-08 (8)
18. Inter NACHI'S On-Line Wood Destroying Organism Inspection Course 003-09 (12)
19. On-Line Radon Measurement Service Provider Course 005-09 (12)
20. On-Line----Inspecting Foundation Walls and Piers 006-09 (3)
21. On-Line 25 Standards Every Inspector Should Know 007-09 (5)
22. On-Line Moisture Intrusion Inspection Course 008-09 (8)
23. On-Line Mold Inspection Training Online Video Course 021-09 (12)
24. On-Line Advanced HVAC Training Course 023-09 (21)