





50% discount  
first-year membership  
non-members  
**TONIGHT ONLY**  
**Oct 29, 2013**

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[www.nachi.org/become-home-inspector](http://www.nachi.org/become-home-inspector)

We're judged on what we do and what we say.

Your report represents...

everything, what you do, what you say, what you inspect, what standards you follow, what you saw, what you didn't see, your knowledge, your skills, your grammar, your personality, your success, your credibility, your value, your everything.

You can show me your website, your certifications, your photograph, your inspection vehicle.

But I will hire you based upon your report. You show me your report, and I'll know if I want to hire you and recommend you to my friends.

Therefore, you must work on writing a great report. Work on it everyday.



Wednesday, October 30, 13

Inspect everything, even if it's not required.  
Take pictures of everything.

Use the SOP as your report outline.

Direct clients to other sources for general information. Write only what is specific to the inspected house.

Make recommendations that matter. What really matters?

## What Really Matters in a Home Inspection

The process can be stressful. A home inspection is supposed to give you peace of mind, but often has the opposite effect. You will be asked to absorb a lot of information in a short time. This often includes a written report, checklist, photographs, environmental reports, and what the inspector himself says during the inspection. All this combined with the seller's disclosure and what you notice yourself makes the experience even more overwhelming. What should you do?

Relax. Most of your inspection will be maintenance recommendations, life expectancies and minor imperfections. These are nice to know about. However, the issues that really matter will fall into four categories:

1. **Major defects.** An example of this would be a significant structural failure.
2. **Things that may lead to major defects.** A small water leak coming from a piece of roof flashing, for example.
3. **Things that may hinder your ability to finance, legally occupy, or insure the home.** Structural damaged caused by wood-destroying organisms, for example.
4. **Safety hazards.** Such as a lack of GFCI-protection.

Anything in these categories should be corrected. Often a serious problem can be corrected inexpensively to protect both life and property (especially in categories 2 and 4). Most sellers are honest and are often surprised to learn of defects uncovered during an inspection. Realize that sellers are under no obligation to repair everything mentioned in the report. No home is perfect. Keep things in perspective. Don't kill your deal over things that don't matter. It is inappropriate to demand that a seller address deferred maintenance, conditions already listed on the seller's disclosure, or nit-picky items.



TO BE CONCISE, the following phrases have been used in the report to identify systems or components that need your attention prior to closing or purchasing the property:

**MONITORING RECOMMENDED:**

Denotes a system or component needing further evaluation and/or close observation in order to determine if correction is needed.

**IMPROVEMENT AND REPAIR RECOMMENDED:**

Denotes a system or component that should receive normal maintenance, repair, or adjustment in order to function properly.

**CORRECTION AND FURTHER EVALUATION RECOMMENDED:**

Denotes a system or component that is significantly deficient or at the end of its service life, and needs corrective action by a professional contractor. We recommend the professional making any corrective action to inspect the property further (further evaluation), in order to discover and repair related problems that were not identified in the report. All corrections and evaluations must be made prior to closing or purchasing the property.

whenever I find any kind of problem or area of concern

Inspect everything.

Take pictures of everything.

Use the SOP.

Direct clients to other sources for general information.

Make recommendations that matter.

Direct clients to other sources for general information. Write only what is specific to the inspected house.

Look at report example. 800 words of nothing.

Client agrees that the Agreement consists of the following:

terms and conditions, yada...

... and documents incorporated by reference, documents incorporated by attachment,...

... are complementary to one another and together establish the complete terms, conditions and obligations....

**Direct clients to other sources for general information. Write only what is specific to the inspected house.**

If you're writing the same general comments as your competitors, then what's the special difference about hiring you? Why did I hire you, if I could get the same general information from everyone else? Remember, your report represents... Consider incorporating InterNACHI's home maintenance book by reference. Or incorporating InterNACHI consumer-related articles.

[www.nachi.org/now](http://www.nachi.org/now)  
[www.nachi.org/articles](http://www.nachi.org/articles)  
[www.nachi.org/sop](http://www.nachi.org/sop)

# Use the SOP as your guide.

... as your report outline, like a table of contents.  
Use the SOP also as a systematic approach to actually doing the visual inspection.



Wednesday, October 30, 13

[www.nachi.org/sop](http://www.nachi.org/sop)





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