

***Avoid Cheap  
Charlie and  
the Blind  
Home  
Inspector***



***Now You Too Can  
Avoid Disaster, Your  
Handbook to Finding  
and Hiring the Best  
Home Inspector in the  
Business.***

***IHI Home Inspections 404-788-2581***

Dear Atlanta Home Buyer or Seller,

Have you "price-shopped" home inspectors in the Atlanta area?  
If so, then you've probably been surprised by the differences.

**After all, we have found that some home inspectors charge \$100-\$200 LESS than their competitors.**

You should spend your time price shopping for home inspectors until you find the cheapest one. Saving money is what it is all about. I mean seriously all home inspectors are the same, right? Well, I am glad to tell you that **No** is the answer to that question!

Here is one of the main facts that I want YOU as the home buyer or seller to know right from the start:  
**The state of Georgia currently has NO home inspector licensing requirements! They are Unregulated and Unlicensed!**

Buying a home is a huge investment and you want to make sure that you don't hire Blind Cheap Charlie, who has lost his job, and decided that since he has a screwdriver, a flashlight and a business card that he is a home inspector. Make sure you are protected by a professional home inspector.

My point is this, anyone can call themselves a home inspector, so make sure you do your home work and **don't let a few hundred bucks cost you thousands of dollars in the long run. What is your family's health, security and peace of mind really worth?**

In my free report "[Now You Too Can Avoid Disaster; Your Handbook to Finding and Hiring the Best Home Inspector in the Business](#)" you will find several reasons why you don't want to hire "Blind Cheap Charlie" . You might be surprised at what you learn today.

To Your Dreams and Home Ownership!

David & Bonnie Lelak  
IHI Home Inspections.com

## Tip #1

### Get A Home Inspection From The Owner Of The Company.

The success of our business depends on exceeding your expectations for quality and professionalism each and every time. You just don't get that level of service from "Cheap Charlie or the blind home inspectors!" Also, it takes a full time inspector at least 100-200 inspections to develop the eyes, ears and nose for hunting down problems. Part-time home inspectors simply don't have the time in the field to develop that radar. Cheap inspectors may not have that kind of critical education. Some train online or by correspondence--or worse, get a few pointers from an "inspector" relative or friend!

Be sure to ask how many inspections the inspector conducts annually and how many years he/she has been doing them. A quality full time home inspector conducts between 300 and 400 inspections annually. Blind inspectors conduct 50 to 100 inspections annually. Conducting 300-400 inspections each year requires extensive referrals, by prior clients, lenders, real estate agents and others -- so there is a much greater chance the inspector is not blind! If you're talking to a home inspector, who is considerably cheaper than his competitors, chances are you're talking to someone who lacks the experience necessary to give you a quality inspection. Is that something you can REALLY afford?

**David with IHI Home Inspections is not only the owner but home inspection services is his only job.**

## Tip #2

### Experience And Training The Inspector Will Determine If You're Dealing With Cheap Charlie.

Being a contractor is very different from being a Professional Home Inspector. Home inspectors are responsible for evaluating all of the systems and components of the home -- not just one aspect like the brick or the framing. To be able to provide a competent evaluation of all of these elements takes formal education and training. Did the inspector attend one of the top home inspection schools, or did he complete a correspondence course, or have his brother in law "Bubba" show him how to inspect?

Comprehensive continuing education and training is a must! **David completed his schooling through Kaplan Inspection Training Associates through the onsite training. He completes continuing education classes every year.**

## Tip #3

### Find Out How Long The Inspector Has Been In Business.

Is the inspection company locally owned and operated or are they some far away “faceless corporation” where no one is monitoring and evaluating the quality of their work? If you are dealing with a multi-inspector firm, will the same person inspecting be the one to provide you with any needed follow up assistance? Can you reach the owner or do you have to call “1-800-good-luck” to talk to a real person?

**IHI Home Inspections, is a family owned and operated business and has been in business for over three years with more than twenty years of construction experience, before he attended school to become a home inspector. As the owners of IHI Home Inspections we are here for you, long after the home inspection. Not only do we provide our full contact information, but we also try to stay in touch by sending out home maintenance tips and money saving tips.**

## Tip #4

### Ask How Long The Home Inspection Will Take.

**Here's a note: Cheap and Inexperienced Inspectors Often Don't Even Inspect!**

A good home inspection lasts anywhere from 2-4 hours. That's because it takes time to examine every nook and cranny.

**But I've heard some inspectors brag that they can get the work done in as few as 45 minutes!** I hate to ask it, *but what on earth can they be looking at?*

It takes more than a cursory glance to spot potential problems and pitfalls. It takes a trained, seasoned eye and meticulous attention to detail. And that kind of inspection is going to take a while. Reputable home inspectors will invite you to join them on the inspection so they can point out issues they're marking down, demonstrate where problems exist, and answer any questions you have. They approach each job as if it were their own home...and if it lasts even longer than 4 hours, so be it.

Cheap inspectors, on the other hand, prefer a fast "in and out" approach--and may even request that you NOT attend the inspection. Whatever you do, DON'T let your desire to save a little cash lead you to hiring a home inspector who doesn't even inspect!

**When IHI Home inspections performs an inspection, our inspections last an average of 2-4 hours... our customers are encouraged to attend the home inspection process, it can be very educational.**



## Tip #5

### Imitation Inspectors Often "Tell You" About The Problems Instead Of Putting Them In The Report.

Sometimes cheap inspectors say they'll tell you about potential problems with your home--but then go on to explain that they just don't need to bother putting all that "minor stuff" in the report. This is often a sure indicator that your inspector is in bed with an agent. And it's a disaster waiting to happen. Why? Because if your home inspector doesn't include a problem in his report, then for all intents and purposes, *the problem doesn't exist.*

#### **You can't renegotiate a real estate contract for something that doesn't exist!**

Even for small properties, a quality home inspection report runs anywhere from 20-50 pages. But I've seen some so-called inspectors crank them out in as few as 3 or 4. Heck, I've even seen *handwritten* reports! These kinds of reports are next to useless in real estate negotiations and don't tell you anything you need to know in order to make sure you're not on the receiving end of a bad deal. ALWAYS make sure you look at a sample report before you hire an inspector. A good report is full of photos, highlighted areas, and specific details and recommendations.

A cheap inspector may cost less, but you could be paying for it for years to come...

**The home inspection reports that IHI Home Inspections provides are usually 30-60 pages. We have a sample report right on our website for you to view!**

## Tip #6

### Find Out If The Inspector You're Considering Carries Errors and Omissions Insurance.

Would you see a doctor who didn't carry malpractice insurance? Of course not! That's like saying, "Hey, if you mess me up or make me worse, it's cool! I don't mind!" Well, did you know there are similar insurance policies for home inspectors? They exist so that in the event your home inspector misses something (whether accidentally or on purpose), YOU can receive compensation for the error. This is critical to minimizing your risk. You should NEVER work with a home inspector who doesn't carry insurance for your protection. But quality insurance is expensive. And not just anyone can be insured. **Which is why cheap and inexperienced inspectors rarely carry it.** Remember, when you buy a home inspection, you're not just buying a formality: you're buying protection from debilitating repair costs down the road, an unfair purchase price, or even lawsuits. Are you willing to take that risk on a one-time savings of a couple hundred bucks?

**At IHI Home Inspections, we carry \$1 Million in General Liability and \$1 Million in Errors and Omissions. We have never filed a claim.**

## Tip #7

### Don't Get Caught Off-Guard By An "Inspector In Disguise".

Here's a danger you might not be aware of. Sometimes cheap, or part-time inspectors aren't really inspectors at all--but scheming entrepreneurs looking to feed a full-time roofing, plumbing, or other contracting business.

**A quality home inspection is a stand-alone product... it is NOT a lead generation tool for some other service!**

I shouldn't have to tell you twice why this arrangement is suspect. If a home inspector offers a cheap inspection and then "finds" problems he conveniently knows how to fix...you might be getting swindled. ALWAYS be sure to ask if the person doing your home inspection is only a home inspector, and nothing else. This is the worst kind of arrangement...because not only are you paying for shoddy inspection work, you're paying the marketing bill for an unscrupulous business owner! What kind of "savings" is that?

**At IHI Home Inspections, we are home inspectors through and through with NO contracting businesses of any kind. We have a list on our website of people that we trust, simply because they have done business for us or someone we know.**

## Tip #8

### Inexpensive Inspectors May Not Be Certified By Reputable Organizations

There are all kinds of inspector certification organizations out there...but BEWARE. Not all certifications are alike! Some have extremely high standards of rigidity and professionalism--others seem to be more interested in making a quick buck by appealing to inspectors who would otherwise be denied more distinguished accreditation. Cheap inspectors often pay these sub-par certifying organizations just so they can get the perceived credibility that comes from having a few extra letters after their name. Do **NOT** be fooled. There are two highly-respected organizations: one is American Society of Home Inspectors, or ASHI. The second is the International Association of Certified Home Inspectors, or NACHI.

**If your home inspector isn't certified by one of these two organizations, don't even risk it.**

By now, you've probably realized there are a lot of extra costs associated with running a reputable home inspection company: training, insurance, certifications, membership dues, time, and expertise. Cheap inspectors don't have to deal with them, sure. **After all, there's a reason why they're cheap.** Reputable home inspectors charge a fair price for an invaluable service. Don't take a chance on one of the biggest investments of your life.

**At IHI Home Inspections, our home inspectors have received**

**their certifications by NACHI. We are also members of the Atlanta Better Business Bureau, and carry a business license in Cherokee County.**

## **Tip #9**

### **Some Agents Refer To Reputable Home Inspectors As "DEAL KILLERS."**

Now don't get us wrong we love our Realtors, but our job is to take care of you as the client.

**Cheap Inspectors May Be More Interested in Preserving Their Relationship with Your Realtor Than They Are With Your Welfare!**

When your Realtor recommends a home inspector--especially a cheap one--be cautious.

I'm not saying all, or even most, Realtors would recommend Cheap Charlie when it comes to referring home inspectors. Heck, I personally receive referrals from Realtors regularly. So, whenever you receive a referral from your Realtor, ask a few questions. Ask if the Realtor receives any sort of commission, or kick-back from the home inspector. Ask the home inspector what kind of experience he or she has. Most importantly, ask how much the home inspection will cost you. If the price tag is particularly cheap...RUN the other way. It is better to spend more money NOW, than be out hundreds or even thousands of dollars later- thanks to a faulty home inspection.

**At IHI Home Inspections, we don't pay for referrals from ANY real estate professional! We find that most of the Realtors who refer us, have their client's best interest at heart. They recommend us, because we provide a complete and thorough computerized home inspection report.**

## **Tip #10**

### **Ask Your Lender For A Referral To A Quality Home Inspector:**

The lender's sole interest, in the transaction, is seeing that You get a quality home that's right for you and your family!

**IHI Home Inspections has several lenders that refer their clients to us on a regular basis.**

# Are You Looking for a Quality Home Inspector in the Atlanta Area?

Remember, home inspections are no different than everything else: **you get what you pay for.** Sure, you *could* call around for the cheapest deal on the block. A home inspector who comes in, takes a glance around, and shoots off a quick email report, will most certainly save you some cash in the short run. But what are you risking in the process?

Real estate is a HUGE investment. You deserve to protect it. That's why I encourage you to call **IHI Home Inspections.** Our prices are fair and reasonable. You're **GUARANTEED** to receive efficient, reputable service-and a thorough report you can use in your negotiations, as you buy or sell your home. Most importantly, you'll have the peace of mind that comes from knowing **EXACTLY** what you're buying--eyes fully open, with everything you need to make an informed decision right at your fingertips. Don't take your chances with a cheap or blind home inspector. Choose the best.

**For your next Atlanta Home Inspection,**

**CALL US NOW: 404.788.2581**

## *Value Added Features*

- I walk the roof on 99% of homes - most inspectors don't!
- No Risk Home Inspections - Ask about our 200% Guarantee
- 24/7 Convenient online scheduling at [IHIHomeInspections.com](http://IHIHomeInspections.com)
  - Protection for your family - FREE Brinks Security System Recall Check - appliances checked for manufacturer recalls
  - Discounts available for Military and 2nd Inspections
    - Computer generated report with digital photos
    - Radon Gas 48-Hour continuous testing available

## *State of the Art Thermal Imaging Services*

- Detect moisture intrusion
- Insulation deficiencies
- Commercial structural deficiencies
- Commercial roof scanning

## *Network with us!*

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**Twitter:** <http://www.twitter.com/gahomeinspector>

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