



ATI TRAINING™

H O M E I N S P E C T I O N I N S T I T U T E

Your Guide to Becoming a Home Inspector

2024 Edition

A Personal Welcome for You...

Dear Prospective Student,

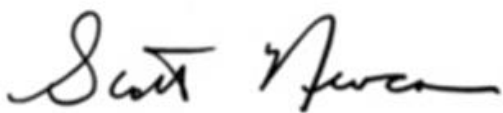
Hi, my name is Scott Newcomer and I want to personally thank you for your interest in ATI Home Inspection Training. I've been a home inspector and instructor for 35+ years, and to this day, I love the profession every bit as much as when I did my first fee-paid inspection.

That's why I founded ATI Home Inspection Training. I want to share the wealth of knowledge and experience I've gained over the decades with YOU, because I want to reach as many people as I can through the home inspection industry and enable and encourage them to derive the same level of success I've enjoyed for so many years.

In this brief guide, we'll show you all the necessary steps to starting a profitable career as a home inspector, and help you determine if this career is right for you.

So, thank you for contacting us! The entire ATI team and I are excited you're here and interested in becoming a home inspector!

Sincerely,



CEO & Founder

ATI Home Inspection Training



6.1 Million U.S. homes sold in 2018*...

Are You Ready?

* Source: www.nar.realtor.com

- ⇒ For a REWARDING career?
- ⇒ For CONTROL of your own SCHEDULE?
- ⇒ For CONTROL of your own DESTINY?

"Many people ask us, "Would I be a good fit for the industry?" If you answered, 'Yes' to these questions, congratulations!

With ATI's expert training, you can become a home inspector! You may still be asking yourself, "But, how? I'm not a contractor and don't know much about homes." More on this later...

"For the moment, you should know the average annual income for a home inspector is \$90,000, and is earned on a schedule you decide. No punching a time clock, no answering to anyone but yourself, and you will be scheduling inspections as they fit into your life."



Amy Newcomer
Co-Founder & Vice President
ATI Home Inspection Training

Alabama	Membership/Certification, ASHI Ethics Test and National Exam
Alaska	Depending on type of registration: Pass the National Exam and/or Pass the
Arizona	94 Hours of Education, 30 Ride Along Inspections, Pass National Exam
Arkansas	80 Hours Classroom Education, Pass the National Exam, Pass the ASHI SOP Exam
Connecticut	40 Hours of Education, Intern and complete 100 supervised inspections, Pass the State Exam
Delaware	140 Hours of Education, 75 Supervised Inspections, Pass the National Exam
Florida	120 Hours of Education, Pass an Approved Exam
Illinois	60 Hours of Education, Pass the State Exam
Indiana	60 Hours of Education, Pass the National Exam
Kentucky	64 Hours of Classroom Education, Pass the National Exam
Louisiana	90 Hours of Education, 30 Hours of Platform Training, LSBHI Report Writing Class, Pass the National Exam
Maryland	72 Hours of Classroom Education, Pass the National Exam
Mississippi	60 Hours of Ed
Massachusetts	75 Hours of Education, Pass the National Exam, Be an Associate Inspector for One Year and Conduct 25 directly supervised fee-paid inspections, Conduct 100 Indirectly Supervised Inspections
Nevada	Education and Requirements Vary by License Type – Education must be in a classroom in Nevada
New Hampshire	80 Hours of Education, Pass the National Exam
New Jersey	140 Hours of Classroom Education, 40 Hours of Field Training, Pass the National Exam
New York	100 Hours of Classroom Training, 40 Hours of Field Training, Pass the State Exam
North Carolina	120 Hours of Education, 80 Hours of Field Training, Pass the State Exam
North Dakota	Pass an Approved Exam, Register with the Secretary of State
Oklahoma	90 Hours of Education, Pass the National Exam
Oregon	Obtain 20 Points of Education, Pass the National Exam
South Carolina	Complete an Approved Course of Training, Pass the State Exam
South Dakota	40 Hours of Education, Pass the National Exam
Tennessee	80 Hours of Education, Pass the National Exam
Texas	Requirements Vary by License Types – 90 to 194 Hours, Pass the State and National Exams
Vermont	80 Hours of Education, Pass the National Exam
Virginia	Requirements Vary
Washington	120 Hours of Classroom Training, 40 Hours of Field Training, Pass the State Exam
West Virginia	80 Hours Classroom Training, Pass the National Exam
Wisconsin	40 Hours of Pre-licensing Training, Pass the State and National Exam

Step One: Licensing

Learn the licensing requirements for the state(s) where you will be performing home inspections. Knowing whether a license is required - then getting it - is **the very first step**.

If your state is not listed above, then licensing is not yet required. Licensing requirements change, so please **check with us before enrolling**. ATI will fully prepare and qualify you for your home inspection career in both licensing and non-licensing states. Our courses ensure you have the skills necessary to pass your licensing exam, and start your business—anywhere in the US!.



Take an honest valuation of yourself. As a qualified home inspector, you will be responsible for determining the safety and quality of all aspects of a home from foundation to roof. You will need to have a thorough understanding of how homes are built and maintained.

Although most inspectors start out with experience in construction, it is not required. People from all backgrounds have become successful home inspectors after completing our training. All it takes to be successful is a willingness to work hard and learn!

Step Two: Self Evaluation

Home inspectors obtain the majority of their **business** from real estate agent **referrals**. This means you'll need to **evaluate** your business and **customer service** skills. Relationships are the key to long term success in our industry.



Successful home inspectors **combine** technical with **communication** and people skills to build these long term **relationships**. ATI's training will teach you these skills and how to use them to maximize your success.

Step Three:
Your current
Skills



Some schools offer a standard, cookie-cutter course that is not state specific, that **may or may not prepare** you for your licensing requirements.

At ATI, **we** know and

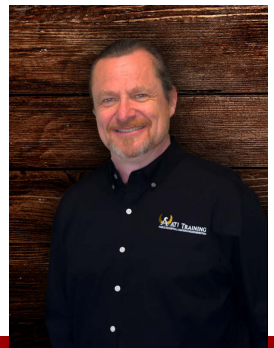
understand the **differences** in our industry are regionally specific . We're familiar with exam content for all the home inspector exams in the US, and we've been providing the best training in the industry for decades. Our courses and study materials are **designed** to **provide** the **proper education** in over **40 states**, qualifying YOU for your home inspection career.

What this means for you is, regardless of your past experience, **ATI** ensures a **successful** career in home inspections is **within your reach today!**

Step Four: Get EXPERT Training

"We build our **curriculum** to cover all aspects of your new home inspection business with **technical** and **communication** skills, **marketing**, and **exam** preparation. Your **success** is our goal!"

Frank Corbett
Lead Technical Instructor
Education & Bus. Development





[CLICK HERE](#) for more information on how the ATI Academy helps you with:

- Continuing Education Requirements
- Legislative Updates
- Business and Marketing Support

The ATI Training Academy

Home inspector certification regulations vary by state. We've compiled a master library of continuing education courses so you can continue to operate your home inspection business within the confines of the law.

Continuing education requirements for all 50 states

No matter where you are in the country ATI Academy equips you with the education, tools & software to help you become a better home inspector and be more profitable. Each state has unique requirements for home inspection training requirements and individual regulations for what qualifies as official training.

**Step Five:
Stay Sharp**

There are several business models to consider. You can work for an existing home inspection firm, start your own business, or purchase a franchise. Let's look at some of the pros and cons of each:

Working for an Existing Inspection Firm

This is the easiest way to get started working. The firm will likely already be established with its brand, marketing, certifications and stable list of clients. Inspectors can sometimes begin working right away with low start-up costs.



The downside to working for someone else is lower income. As an independent contractor,

inspectors pay as much as 30-60% of the inspection fee to their employer.

Inspectors often must pay for their own licensing fees, tools, vehicle expenses and, sometimes, their own insurance.

**Step Six:
Business
Model**

Starting Your Own Inspection Firm

When starting an independent inspection firm, the inspector controls every aspect of the company. Earning potential is only limited by how much one is willing to work and market themselves.

A single inspector conducting 7 inspections per week, charging \$400 per inspection, would have a gross income over \$145,000 per year.



Now, imagine recruiting new inspectors to work for YOU. The income potential is unlimited!

Keep in mind, there are expenses and risks to starting a business.

Expenses include tools, insurance, advertising, and automobile maintenance.

For the entrepreneurially minded, working independently is the best option, and our industry is one where its still possible to do just that.

**Step Six:
Business
Model**

Purchasing a Franchise

A franchise is a complete business-in-a-box where the inspector can start making money right away. To some, this option may appear more attractive than working for an existing firm because the inspector owns a business with an existing brand, marketing materials, relationships, and reporting software.

The drawback of a franchise is that it is often extremely expensive; \$30,000 - \$50,000, and sometimes the franchise will want a percentage of your annual profits.

Many franchises have multiple operators in major cities across the US and strict guidelines must be

followed to market and perform business within the prescribed territories—limiting the inspector's ability to take advantage of a populous area. Limited growth means limited income to the inspector.



Step Six: Business Model



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Finally, never stop learning and adding certifications to your offerings. The more you know, the more you can offer and the more you earn. As in any career, it pays to stay current and continually educate yourself with skills to remain competitive.

Adding certifications allows you to add inspection offerings. Many home inspectors add to their income with value-added services like radon and mold testing, termite inspections, pool and spa inspections, thermal imaging, lead testing, and more.

The more educated you are, the more you have to offer and stand out from the competition.

**Step Seven:
Add Value!**

855.735.2021

www.ati-training.com

A career in home inspection may not be for everyone, but is it for YOU? Are you looking for a flexible schedule with unlimited income potential? Are you willing to work hard to become a successful business owner? If so, let All American Training Institute Team help you reach your goals.



Katie Cooper

Director of Compliance and
Academic Affairs



Pat Voerding

National Classroom
Coordinator



Steve Shirley

National Sales Director



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**Call
US
Today!**