

WE KNOW INSPECTIONS®

MARYLAND

HOME INSPECTION TRAINING CATALOG



BE QUALIFIED. NOT JUST CERTIFIED.®



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A Message from Founder & CEO **Scott Newcomer**

**“ WELCOME TO THE BEST
NEXT STEP IN YOUR LIFE! ”**

Thank you for visiting the ATI Home Inspector Training. My name is Scott Newcomer, and I founded the institute to provide individuals, such as you, with a superior training and support network. Our support package, coupled with a proven blueprint for success allows you to get your public adjuster or home inspection business up and running quickly.

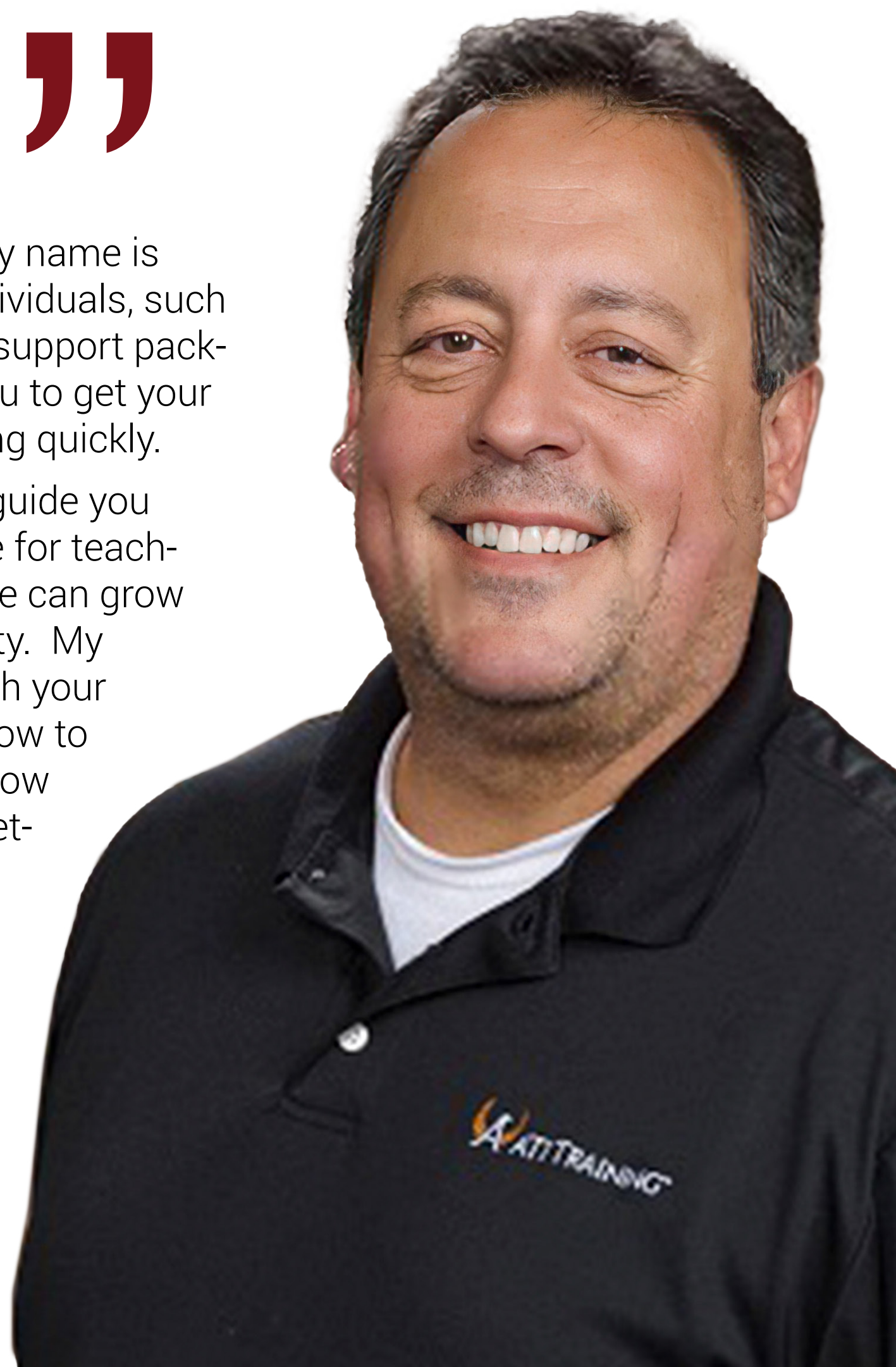
I am very excited for an opportunity to work with you and guide you through the home inspection career path. I am passionate for teaching and sharing my knowledge with others. I believe people can grow and develop new skills when presented with the opportunity. My mission is to help you grow to achieve your goals and reach your dreams. By the end of your training, you will understand how to properly and professionally conduct a home inspection, know how to report your findings and be equipped to start marketing your home inspection business.

When you enroll with ATI you are enrolling in a community that is here to support you.

Please feel free to contact me with any questions, concerns, comments or to get started.

Be Qualified, not just certified™!

Sincerely,



BE QUALIFIED. NOT JUST CERTIFIED.

Why ATI Training?

THE ATI TRAINING PROGRAM BENEFITS

The ATI Training Program vs the “online certificate” option



FIELD TRAINING

There is **NO SUBSTITUTE** for hands-on field training



24/7 ACCESS

Around-the-clock access to **online training courses & resources**



MARKETING SUPPORT

Get discounts on **marketing materials, tools & continuing education**



FREE SOFTWARE

Included with every **classroom and online course**



**“BUILD A BUSINESS”
STARTER KIT
INCLUDED**



**MARYLAND
SPECIFIC TRAINING**



**BEST TRAINERS IN
THE INDUSTRY**



This course helped me pass my home inspector exams and get started with my business. It included a great course on Radon. Had a lot of interesting information and was easy to follow and learn.

Google - S Lewis
Reviews ★★★★★



Course Offerings

**WE PROVIDE YOU
WITH THE SUPPORT
YOU NEED -
WHEN YOU NEED IT.**

Our instructors and staff are experts in business and marketing for the home inspection industry and will help you become successful. Upon enrollment into any course, you receive a FREE membership to ATI Academy!



**Classroom
Courses**



**Online
Courses**



**Continuing
Education
Courses**

AVAILABLE COURSES AT ATI:

- Standards of Practice
- Licensing Requirements
- Report Writing
- Marketing
- Business Practices
- National Examination Preparation
- Pool & Spa Inspections
- And much more...



On site training is extremely beneficial! Scott is very knowledgeable. Prepares an individual for a live on-site home inspection. Would definitely recommend.

Google - Mandasia Zureich
Reviews ★★★★★



Home Inspection **Exam Prep**

ENROLL IN ATI TRAINING AND CRUSH THE NATIONAL HOME INSPECTOR EXAM.

We provide the knowledge and tools for you to nail the NHIE and get certified.

Our **Professional Program - Maryland Edition** paired with our **live training** puts you ahead of the rest.



Checking off the requirement to pass the NHIE is only the first step. Getting certified is one stepping stone towards a lucrative career as a self-employed home inspector.



ATI Pass Guarantee

ACHIEVING SUCCESS THE FIRST TIME

We understand the importance of ATI students passing their licensing exam and launching their career. That’s why we have developed a training program that guarantees success on the first attempt. The assurance you need from your pre-licensing provider.



HOW IT WORKS



Exam Pass Guarantee is unlocked after scoring 90% on our Exam Prep Course



If you fail to pass the NHIE exam, we cover your second attempt! *

*Your 2nd NHIE test attempt is covered with a paid receipt and proof of results.

OUR GUARANTEE

ATI’s exam prep is designed to simulate the licensing exam so our candidates are left with no surprises on exam day, while also providing a benchmark to assure complete exam readiness. We are so confident in our training program that we guarantee users who successfully complete our exam prep course will pass the NHIE their first time or we will provide a refund.



After taking our course, our exam pass rate is 90%

DON'T TRUST YOUR FUTURE TO ANY JUST ANY PROGRAM.
ATI ACADEMY WANTS YOU TO BE QUALIFIED.
NOT JUST CERTIFIED.



Home Inspector **Continuing Education**

YOU'LL NEVER STOP LEARNING.

Keeping the pedal down and striving to become better, puts you miles ahead of your competition.

All Maryland inspector licensees are required to complete 24 hours of state approved CE courses annually.

We also offer CE courses in:

- Electrical systems
- Foundation inspection
- Building enclosures
- Plumbing systems
- Roofing
- HVAC ...and much more

**CONTACT US FOR BUNDLING OPTIONS
YOU MIGHT **SAVE A FEW BUCK\$.****



10 Steps to **Becoming a Home Inspector in MD**

1 LEARN THE LICENSING REQUIREMENTS IN MARYLAND

Licensing requirements vary by state, and in a few rare instances by city or county. Knowing if you are required to obtain a license, and what is needed to do so is the very first step.

Requirements to become a home inspector in Maryland include:

- Complete 72 hours of approved CLASSROOM training (Online courses are not accepted by the State)
- Complete 40 hours of LIVE FIELD training - this is included in our course price!
- Pass the National Home Inspectors (NHIE) Exam offered through AMP - our class prepares you for this! (Our exclusive NHIE Prep course is included with 1,000's of practice questions and a test simulator).
- Pass the Maryland State Exam - We prepare you for this and cover the Maryland Standards of Practice in depth.
- Obtain the proper E&O and General Liability - We've got you covered with home inspector insurance from OREP.
- Apply for your license through the Maryland Department of Labor, Licensing and Regulation.

Licensing requirements do change, so please check with us before enrolling.

2 HONESTLY EVALUATE YOUR KNOWLEDGE AND SKILLS

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. If you are willing to work hard and to learn, you too can become a fruitful home inspector.



3 EVALUATE YOUR BUSINESS AND CUSTOMER SERVICE SKILLS

Knowing the technical aspects of home inspections is the first piece. Good people skills are the second most important skills to becoming a successful home inspector. To obtain and maintain clients, you will need to build relationships with homeowners and realtors. Home inspectors obtain the majority of their business from realtor referrals.

4 GET TRAINED BY THE NATION'S BEST

There are many training options available to you. Some schools offer a standard, cookiecutter course that is not state specific, which may or may not prepare you for your licensing requirements in Maryland. ATI offers a state approved 72 hour home inspection training course created specifically for Maryland students.

5 TAKE THE NHIE

You must pass the NHIE (National Home Inspectors Exam).

6 GET IN-PERSON TRAINING

Attend 40 hours of **LIVE FIELD TRAINING** with a licensed inspector - This is included at **ANY** of our locations!

7 GET LIABILITY INSURANCE

Obtain E&O and Liability insurance - Check out our home inspector's insurance page!

8 GET LICENSED

Get licensed through the State of Maryland

9 DETERMINE HOW YOU WILL OBTAIN WORK

There are several ways you can begin inspecting. You can work for someone else, 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—lower start-up costs and you'll have access to an existing base of clients. The downside is you'll make less money and you may be stuck paying for licensing fees, tools, a vehicle and insurance anyway.

Starting your own inspection firm

You'll control every aspect of your company. Do 7 inspections a week at \$350 a pop and make six figures. Hire a couple inspectors and blow up. Of course, the initial investment is steep, and it's hard work. But if you weren't willing to work hard, you'd never be reading this...

Purchasing a franchise

When you purchase a franchise, you buy a business that can start making money immediately. You'd own an existing brand with established marketing and business relationships. The downfall is the steep up-front cost of \$30-\$50k. The franchise may want a percentage of your annual profits.

10 NEVER STOP LEARNING AND ADDING CERTIFICATIONS TO YOUR OFFERINGS

The more you know, the more you can offer and the more you will earn. As in any career, it pays to stay current and continually educate yourself with skills to remain competitive. As you add more certifications, you can add more inspection offerings such as; radon, mold, WDO, pools and spas, thermal imaging, lead, etc. The more educated you are, the more you will have to offer and stand out from your competition.



ATI Academy

is an industry leader and innovator.

Public Adjuster **Pre-licensing**



HOME INSPECTORS CAN CREATE AN ADDITIONAL REVENUE STREAM BY OFFERING PUBLIC ADJUSTING/DISASTER RELIEF.

A Public Adjuster is a licensed and trained specialist that adjusts insurance claims for homeowners, commercial property owners and businesses. Public adjusters are

insurance adjusters who work solely for the policyholder and not the insurance company on a particular claim.

You'd be a homeowner's advocate in times of disaster: hail storms, house fires, flooding, or major events like hurricanes or earthquakes.

Pre-licensing requirements vary by state. We cater our training programs to Maryland's exact specifications to get you qualified for licensing. Give us a call for more details on training requirements in Maryland.

Public Adjuster Courses

OUR THREE PART PUBLIC ADJUSTER TRAINING PROGRAM

1. A six month subscription to online training/exam simulation

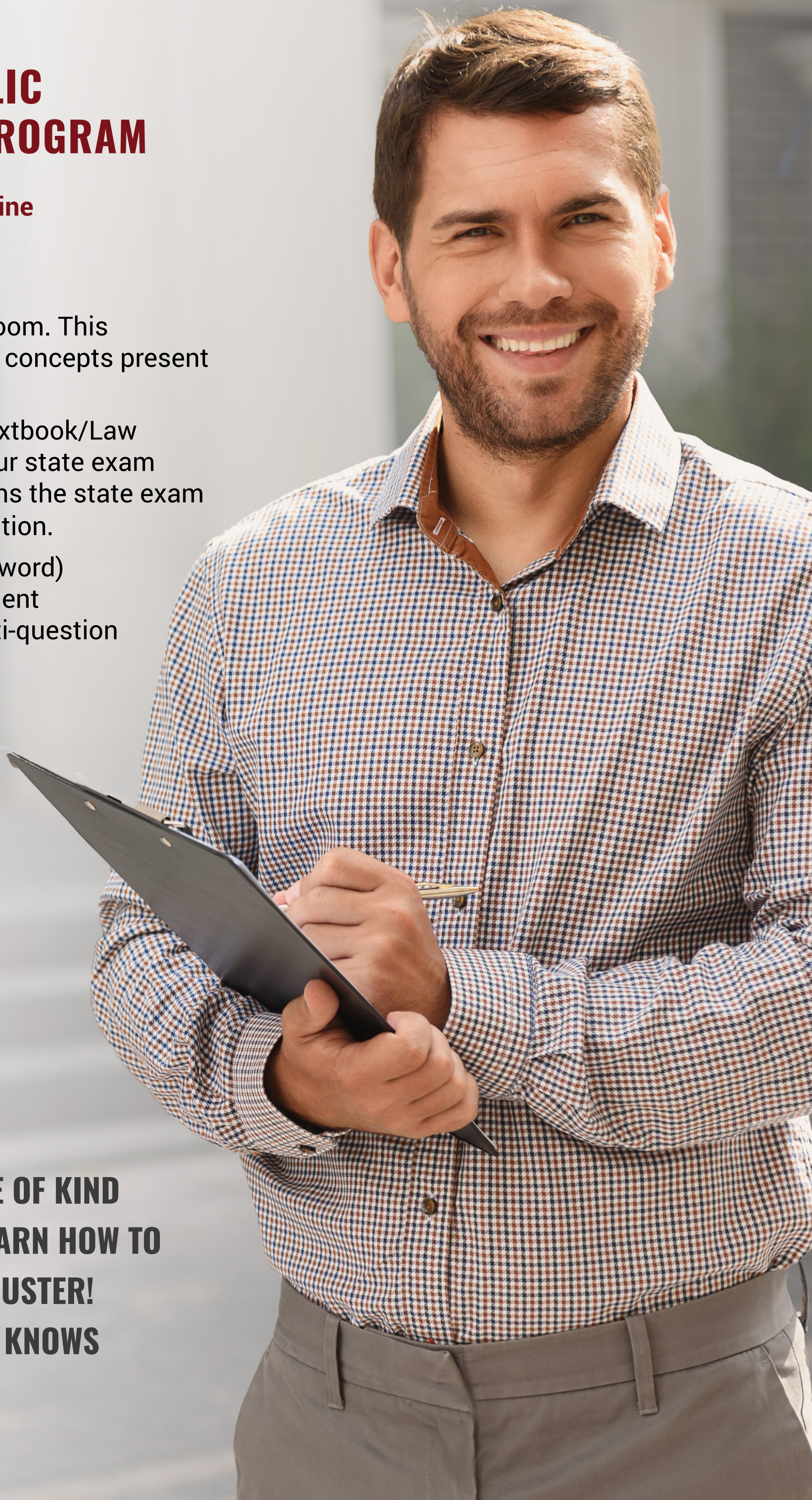
SUBSCRIPTION INCLUDES:

- 24/7 access to the virtual classroom. This presentation further explains the concepts present in the book with examples.
- State Specific Public Adjuster Textbook/Law Digest that is “tailor-made” to your state exam content outline. Textbook contains the state exam scheduling and licensing information.
- 24/7 access (via username/password) to the Exam Simulator. Each student receives multiple completed multi-question exams that are randomly generated from our database of over thousands of questions, including **STATE SPECIFIC PUBLIC ADJUSTER** questions. Scoring 85% or better on our practice exams consistently (at least 4 times) will give students a 98% chance of passing the state licensing exam.

2. A five day boot camp

3. A five day on-demand webinar

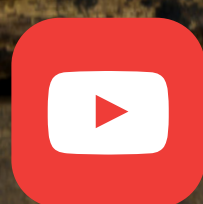
WITH OUR UNIQUE AND ONE OF KIND OF PROGRAM, YOU WILL LEARN HOW TO ACTUALLY BE A PUBLIC ADJUSTER!NOT JUST SOMEONE WHO KNOWS HOW TO PASS A TEST.



Special **Discounts Available**

ATI OFFERS **SPECIAL DISCOUNTS FOR FORMER PUBLIC SERVANTS LOOKING FOR A NEW CAREER.**

You'll learn everything you need to know
to become your own boss and the **BEST**
home inspector in your state.



VIEW OUR VIDEO TESTIMONIALS

[https://www.youtube.com/channel/
UC0IQkrpFJTvq-LQ3m53Yj_w/videos](https://www.youtube.com/channel/UC0IQkrpFJTvq-LQ3m53Yj_w/videos)



EMT & FIRE FIGHTERS



POLICE OFFICERS



MILITARY & VETERANS

“

ATI provided a top-notch training platform that prepared me to pass
the NHIE on the first try! The whole team is extremely helpful and truly
want you to succeed!

Google
Reviews ★★★★★

- Andy Stratton

”

Training Staff

HOME INSPECTOR TRAINERS, STAFF, AND ASSORTED MAVERICKS

Scott Newcomer (ATI founder and home inspection thought leader) was so put off by the current state of the training industry he decided to conquer it. He assembled a team of experienced and dedicated all-stars. Each trainer is accountable to their students – including training in business and in the field. NOT just exam scores.

Inspector-trainers have to be wildly competent and wildly accountable to their students. Each ATI trainer came to us with at least 25 years of experience - themselves each having built a multi-inspector business.

ATI instructors go above and beyond to ensure their students success. Instructors give out their personal emails and phone numbers to students - fielding emails, calls and texts to guide students through real in-the-field problems. For more information on our experienced staff, meet our full team [here](#).



SCOTT NEWCOMER
Founder & Senior Instructor



AMY NEWCOMER
VP & Director of Marketing



FRANK CORBETT
Classroom & Technical Trainer



KATIE COOPER
Director of Compliance & Academics



JIMMY WARD
Senior Technical Trainer



STEVE SHIRLEY
National Sales Director

Our Reviews

DON'T JUST TAKE OUR WORD FOR IT, CHECK OUT SOME REVIEWS FROM OUR PAST STUDENTS!

To see more of what our past students feel about their training, check out more of our reviews [here!](#)



“Derik is a great instructor. He is very knowledgeable and knows how to get students to think through the problems. Not boring whatsoever, it is very interesting; thanks to Derik adding humor and real-world application.”

★★★★★ - JuanArellano



“Just a perfect experience from start to finish!”

★★★★★ - HunterStewart



“On site training is extremely beneficial! Scott is very knowledgeable. Prepares an individual for a live on-site home inspection. Would definitely recommend.”

★★★★★ -Mandasia Zureich



“This class was very educating and thorough. Mr. Tom Langley did a fantastic job teaching the materials. This has been a great service for the future of me and my fellow classmates.”

★★★★★ - DustinHeinley



“ATI is the best choice for your home inspection training! I passed my state and national exams on the first try and couldn't be happier. Amy and team helped get me set up with everything I needed to get started with my business and has been there every step of the way. Thank you guys!”

★★★★★ - Tom Reynolds



I am very happy I chose ATI for my home inspection training. I was able to get hands on training on actual homes and learn the report writing software at the same time. My instructors helped me load the software right in class and answered all of my questions, no matter how many times I repeated them! As a bonus, I want to mention to anyone deciding what company to choose, I have been able to call and text them afterwards with questions I have had. Would definitely recommend ATI!

★★★★★ - Travis Carst

Frequently Asked Questions

HOW MUCH MONEY DO HOME INSPECTORS MAKE IN MARYLAND

The average annual salary for a home inspector in the state of Maryland is **\$56,120 per year or \$26.98 per hour**. Of course, if average is your goal, you won't be self-employed for long. You stand to make much more when you become the BEST.

DO I NEED PREVIOUS EXPERIENCE?

While prior experience in a trade related industry is helpful, it is not necessary. We will train you on everything you need to know to conduct a thorough and professional home inspector.

WHY SHOULD I BECOME A HOME INSPECTOR IN MARYLAND?

Becoming a home inspector allows you to take control of your life. You get to set your own schedule and control your income. Unlike other trade related industries, home inspecting is less strenuous on your body.

DO I NEED TO GET ON A ROOF?

YES! Whenever possible it is best practice to get on the roof to inspect it. If you cannot go on to a roof due to weather or safety conditions, try to view the roof from the ladder or with binoculars.

WHAT ADD-ONS CAN I SELL?

After you become a qualified and certified home inspector, you can begin to train in add-ons to offer such as: radon testing, mold, termites, and pools and spas.

Some states will require additional licenses for these services.

HOW MUCH DOES TRAINING COST IN MARYLAND?

For you? We'll get you started for under \$1k. Considering home inspectors make, on average, over \$56,000 - \$56,000 per year in the state of Maryland, the return on investment is too significant to ignore. On average, you'll make \$450 per inspection. Hone your skills, dedicate yourself and your education will be paid off many times over.

HOW LONG ARE THE PROGRAMS IN MARYLAND?

First, you must complete 72 hours of classroom training. Then, Maryland requires 40 hours of live field training with one of our licensed inspectors. For many it takes 2-3 months to get the right training and acquire the necessary field experience to start your own business. An ATI Training program gives you the entrepreneurial and field skills you need to make a bunch of money and work for yourself within months.

DO YOU HAVE PAYMENT PLANS?

Yes, we do have payment plans. Please contact us to arrange a specific plan that works for you.

WHAT PAYMENT TYPES DO YOU ACCEPT?

We accept all major credit cards, checks and PayPal.

Earn Trust & **Build Business Relationships**

WE HELP YOU AVOID LIABILITY ISSUES AND SHOW YOU HOW TO APPEASE AND ATTRACT PAYING CLIENTS.

When you enroll in a course with ATI, you get a personal mentor with multiple years' experience in building inspection businesses.

Becoming a successful self-employed home inspector involves so much more than some book-reading and a few days of training in the field.

Many home inspector training programs arm you with the broad strokes of HVAC, plumbing, foundation inspection, roofing, etc. Few offer you comprehensive training tools to help you run your own company.

Securing ongoing business from realtors in your area and prospective customers means delivering reliable services and doing it ethically.

**THRIVE AS AN ENTREPRENEUR.
ENROLL IN THE ATI
TRAINING PROGRAM.**



Great class great instructors. Well worth the investment into your future business



- Kari McCormick



Join **ATI Academy**



ATI TRAINING COURSES COME WITH A LIFETIME MEMBERSHIP TO ATI ACADEMY

ATI Academy offers comprehensive benefits to its members, including:

- Home inspector training
- Seminars
- CE credits
- Updates on National and Maryland legislation

ATI Academy provides its members with everything they need to grow their business. From classroom training and continuing education to helping you market your business: websites, business cards, tips and tools –

ATI Academy is there for you every step of the way.



**SELF-EMPLOYED.
SUPPORTED FOREVER.
GET TRAINING FROM ATI.**



**FINANCING
AVAILABLE**

**START TODAY
WITH A SMALL
DEPOSIT**

**LIFETIME
SUPPORT**



INTERESTED IN OUR Maryland COURSES?

VISIT US

www.atihomeinspectortraining.com/Maryland



Call Us At
(877) 220-6424



Email Us At
info@ati-training.com



Register Now!
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