

THE INSPECTOR



Canadian Federation of Independent Home Inspectors

Special points of interest:

- The C.M.C.I. project.
- Marketing words from Russel Ray (coming in July)
- MENTORING; are we giving it away for free ?
- COOKE'S CORNER—news and views
- C.F.I.H.I. enters the 'blogosphere' go to the CFIHI blog and tell us what you think !
- Always room for improvement !

DO WE NEED YET ANOTHER ASSOCIATION?

It is a question that a lot of Home Inspectors must be asking themselves lately. I.N.A.C.H.I.—N.A.C.H.I.—A.S.H.I.—C.A.H.P.I.—O.A.H.I.— and the soon to be launched C.A.N.A.C.H.I. and the list seems to grow daily. What letters should I put behind my name ? What logo should I display on my website? Whose certification should I emboss on my business cards?

The reality is that membership in any or none of the above will make little difference to your clients. How many times have you been asked by a client, "What association do you belong to?" It rarely happens and clients do not understand all the names and letters and are confused by them to the extent that they don't care!

It is into this market that



the independent Canadian Home Inspector finds himself thrust. And with approximately 70% of all home inspectors in Canada not being members of any organization it has become obvious that there is a need for an organization that represents the interests of the majority; that 70% which has no voice in formulating decisions at the government level that will affect our industry and our futures in it.

This is born the **CANADIAN FEDERATION OF INDEPENDENT HOME INSPECTORS**.

For the first time in Canada there is an organization that is interested in what you want; that will represent you to government agencies; that will lobby government on your behalf to assure that all independent, non-aligned inspectors are heard ! see 'CFIHI' page 2

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LICENSING HITS B.C. CAN THE REST OF CANADA BE FAR BEHIND ?

As we have all no doubt heard, British Columbia has embarked on a system of licensing for home inspectors in that province. Right or wrong, and there are some very convincing arguments against licensing, it appears that this is the

trend for provinces in the rest of Canada. So far, the drive to 'license' home inspectors has been largely driven by a select few Home Inspection Organizations and govern-

ment has gladly given them their ear. That is understandable, as the voice of these organizations is the only voice to be heard. What our governments do not realize is that 70% of Canadian Home Inspectors are not members — SEE 'LICENSING' ON PAGE 2

C.F.I.H.I.

How does your organization do that? How does the C.F.I.H.I. let you be heard?

It is a new concept in the Home Inspection Industry.; the C.F.I.H.I. asks you what you think. Radical idea? Well yes and no.

For years Canadian Inspec-



tors have been treated like the proverbial mushroom. Commandments have come

down from on high with little regard for what Inspectors actually wanted. The C.F.I.H.I. has changed that. You will be able to debate and vote on every initiative, BEFORE action is taken in your name.

Through a series of blogs everyone will be able to see what is being proposed and what the action will be, BEFORE it is taken.

If you want an S.O.P. then you will be involved in formulating it. If you want a Code of Ethics, then with your participation you shall have one!

The CANADIAN FEDERATION OF INDEPENDENT HOME

INSPECTORS is a member driven organization. The C.F.I.H.I. does not sell education, training, flashlights or certifications and therefore has no vested interests in inducing memberships. Join if you want to!

The C.F.I.H.I. is here to represent the interests of the 70% of Canadian Home Inspectors who are not members of other organizations. It's about time!

JOIN US! SEND AN EMAIL TO;

cfihi@ripnet.com

The fact that these certifications provide the parent organization with an income places them all in question.

Virtually every Home Inspection organization has developed a 'certification' to award to members who have attained a certain level of so called 'education' to indicate that these members have reached a certain level that qualifies them to be Home Inspectors.

The weakness in these pro-

grammes is that they are all based on either organization provided education courses from which the organization derives profit, or the exchange of dollars for the right to use the logo.

The fact that these certifications provide the parent organization with an income places them all in question.

Many members have suggested that the C.F.I.H.I. establish it's own 'certification' that merits years of business operation, education as approved and gives credit for what must be termed "on the job training". It has been suggested that this credential be awarded by a committee of members,

Without charge. See C.M.C.I.

ON PAGE 3

LICENSING IN BRITISH COLUMBIA

Of any Home Inspection organization. What these politicians do not know is that the requirements of the vast majority of Canadian Home Inspectors have not been represented to them. Of course, it can be understood that with the well organized campaign at hand, any politician could reasonably assume that the ideas and facts being presented are those of the industry as a whole.

Is this true?

Knowing what a bunch of independently minded individuals that Home Inspectors are, the answer to that question is obvious. It is said that leading a Home Inspection organization is like trying to herd cats!! Well in this case the cats do not



SHOULD IT BE REPORTED?

need to be herded. They just need to be heard ! So before government acts on licensing in any of the remaining provinces, those unheard voices must organize, come to a consensus and let their requirements be known in the halls of government before it is too late!

COOKE'S CORNER - INDUSTRY NEWS OF INTEREST

Roy Cooke, our media watch dog, sends us a further update to the 'mandatory green inspection issue' in Ontario;

<http://www.thestar.com/comment/columnists/article/600663>

Legislation carries some scary powers TheStar.com - Columns & Blogs - Legislation carries some scary powers

March 14, 2009

Bob Aaron

As part of its green energy legislation, the McGuinty government is poised to shred the right to privacy that all citizens enjoy in their lawyer's offices - solicitor-client privilege. It is described in a 2001 decision of the Supreme Court of Canada as being "fundamental to the justice system in Canada."

Late last month, Ontario Energy Minister George Smitherman introduced Bill 150, the Green Energy and Green Economy Act. It makes an energy audit compulsory for the sale (and some leases) of every residential property in Ontario.

[I was very critical of these proposed](#)

[audits in last week's column](#), calling them an unprecedented and unnecessary government intrusion into the free marketplace.

But the energy audits are not the only offensive part of the legislation. Last week I heard from my colleague Peter T. Fallis, a lawyer in Durham Region. Fallis sounded the alarm about the scary inspection powers contained in Bill 150.

It says that the deputy minister may designate anyone to be an inspector under the legislation.

At any reasonable time, an inspector may, without a search warrant, enter any place where he or she believes that there are documents relating to an offer to sell or to lease a residence. This would include a lawyer's office, a real estate office, and - with a search warrant - even a private home.

The inspector has the right to demand to see any documents that are relevant to



CREATIVE USE OF TAPE?

THE C.M.C.I. PROJECT

Certainly this would be a bold move in the industry, but members feel that the contamination of having the parent organization making a profit from selling educational courses reduces the value of these other accreditations.

It has been proposed that a list of approved suppliers of

Home Inspection education should be drawn up and that these should probably not include any private providers. Certainly work needs to be done in this area before a consensus can be arrived at. Many members feel that the C.M.C.I. should be weighted toward education. Some feel that years of business opera-

tion is the most important factor. While others feel that "on the job training" or the knowledge gained through inspecting for years, is the most important qualification for any certification.

What do you think?

Get involved on the C.M.C.I. BLOG and help formulate the C.M.C.I.

While others feel that 'on the job training' is the most important qualification for any certification.

MENTORING; ARE WE GIVING IT AWAY FOR FREE?

How many of us received help and advice from a more seasoned inspector when we first started out in the business? Was there an older inspector in your area who took you along on 'ride-alongs' and gave you some valuable training in the art of Home Inspection?

Many of our members feel that as responsible practitioners of the trade, we should take an interest in helping the 'new-bees' to get started in the right

direction. Others feel that by training new comers to the business we are cutting our own throats. These members feel that a mentoring programme is arming the competition with knowledge of how the trainer inspects, his business practices and possibly even his marketing techniques. In the interests of advancing the industry



OUR MOST IMPORTANT INSPECTION TOOL

do we not all have an interest in making sure that every new inspector has at least a basic idea of how to go about his job? Doesn't every 'bad' inspector reflect on the rest of the industry? Won't our enemies use these failures as ammunition against us?

See MENTORING PG4

Want to reply to one of the articles?

Check out the blogs at;

Cfih.wordpress.com

MEMBERSHIP IS FREE !

JOIN US BY SENDING AN Email to;

cfihi@ripnet.com



Canadian Federation of Independent Home Inspectors

**THE CANADIAN
ORGANIZATION SERVING
CANADIAN INSPECTORS**

COOKE'S CORNER (CONTINUED)

the home energy audit and take them away for the purpose of making copies. The inspector may also require any person to assist with an inspection.

A contravention of the act, including a failure to cooperate with a search, is punishable by a penalty of up to \$10,000. Corporations can be fined up to \$25,000.

In the context of criminal law, the Federation of Law Societies and the Law Society of Upper Canada have adopted a protocol on law office searches where police arrive with a search warrant to inspect client files. Under this protocol, lawyers will typically claim that the files are covered by solicitor-client privilege. At that point, the seized files are sealed and the issue of confidentiality is later decided before a judge, after hearing arguments by the lawyer, the client, and the attorney general.

No such protection is written into the Green Energy Act. Law and real estate offices can be searched and client files can be seized and copied without a search warrant or any official oversight - just to obtain a copy of an energy audit.

Back in 2001, then Supreme Court of Canada Justice John Major explained why solicitor-client privilege is so important in our society. In the case of David McClure, he wrote, "The integrity of the administration of justice depends upon the unique role of the solicitor who provides legal advice to clients within this complex system. At the heart of this privilege lies the concept that people must be able to speak candidly with their lawyers and so enable their interests to be fully repre-

sented."

Ten years earlier, then Chief Justice Antonio Lamer wrote, "protection for solicitor-client communications is based on the fact that the relationship and the communications between solicitor and client are essential to the effective operation of the legal system."

As I read Bill 150, no thought appears to have been

given to solicitor-client privilege. If the bill is enacted in its present form, it is bound to result in years of litigation. I think it's time to scrap Bill 150 and start all over again.

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HOW WOULD YOU REPORT IT?