

How to Perform a Profitable Home Inspection

Feb 14, 2017

Free Live Online Classes on www.nachi.tv

Ben Gromicko

For non-members attending this live class,
if you're interested in joining...
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www.nachi.org/everything

Let's learn how to perform a profitable home inspection, including:

- using an inspection procedure that increases speed and accuracy while reducing mistakes,
- calculating your inspection to include your desired profit (franchise, 10% gross, so do few jobs with very high profit margins)
- adding value-added services that provide a competitive advantage while increasing profit, and
- scheduling jobs

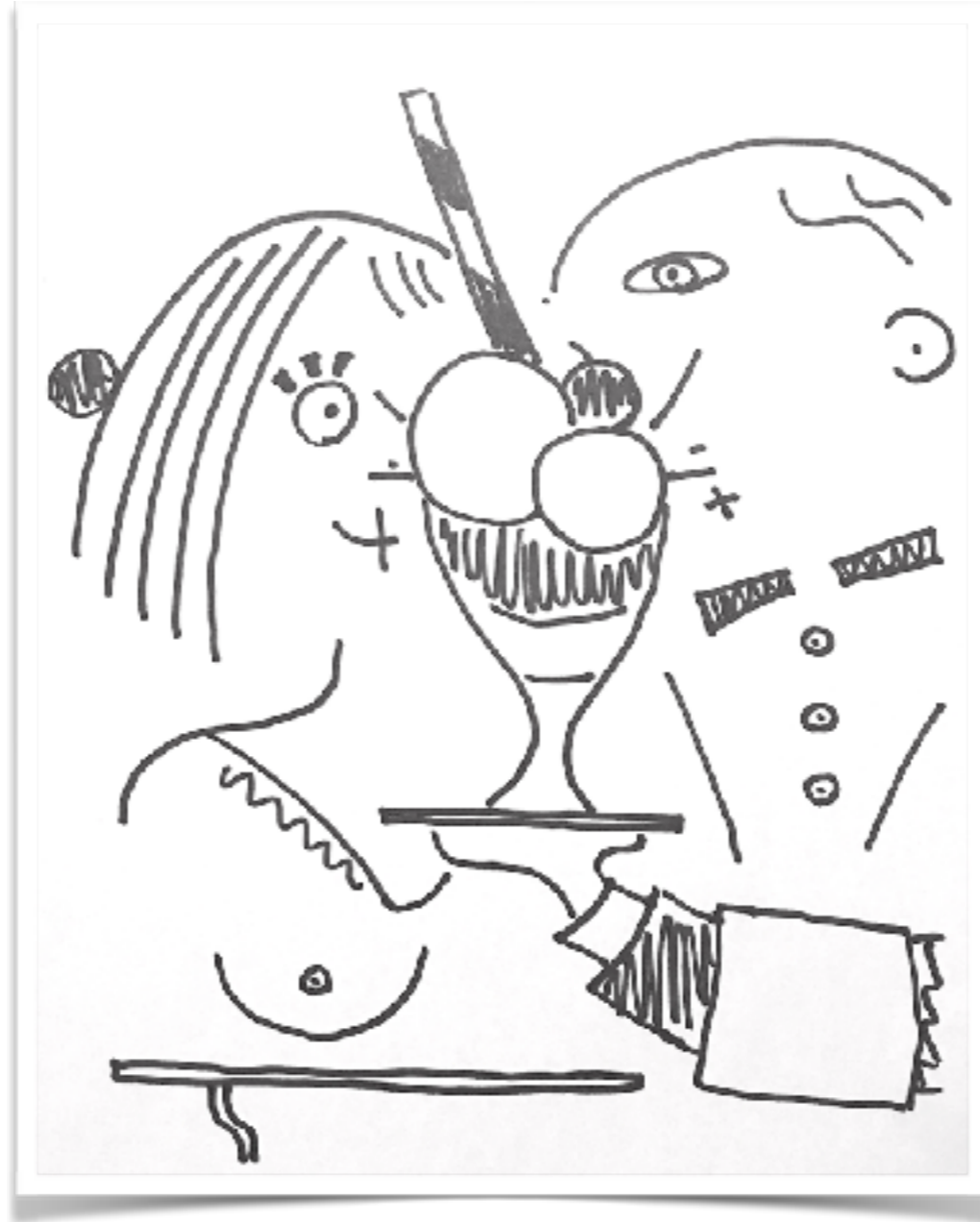
Increase Speed (Efficiency) and Accuracy
Reduce Wasting Precious Time

- speed comes from mobility
- accuracy comes from training & SoP

Speed and efficiency doesn't mean that you have to increase the number of inspections. Doesn't matter how many home inspections per day you do. It could be 1, 2, 3, etc.

What matters is calculating your profitable price.

If you're not charging the right price, it won't matter.



www.nachi.org/picasso

Picasso priced his service to its value.

Home Inspection Business Course

Chapter 11

www.nachi.org/education

Fee Calculator

Increase Speed (Efficiency) and Accuracy

- **speed comes from mobility**
- accuracy comes from training & SoP



www.homeinspectorpro.com



www.inspectoroutlet.com

Increase Speed (Efficiency) and Accuracy

- speed comes from mobility
- **accuracy comes from training & SoP**

You should put the SoP into your software.

Standards of Practice is the foundation of:

- your inspection procedure;
- your inspection software template;
- your inspection report; and
- your home maintenance book.

Why is this important?

The combination of mobility and Standards of Practice increases speed and efficiency and reduces mistakes and your inspection time.

www.nachi.org/sop

If you're not using mobile software, if you're slow, if you're inefficient, if you're making mistakes, if you're not calculating fees correctly, and if you're wasting your time, you're never going to be doing a profitable home inspection.

Start with a good foundation, visit www.nachi.org/reportreview

Increase Speed (Efficiency) and Accuracy

- speed comes from mobility
- **accuracy comes from training** & SoP

Get trained well, including online and hands-on.

- www.nachi.org/education
- www.nachi.org/tv
- www.nachi.org/articles
- www.nachi.org/gallery
- www.nachi.org/school
- [Home Inspection Training App](#)

- using an inspection procedure that increases speed and accuracy while reducing mistakes
- **adding value-added services that provide a competitive advantage while increasing profit.**

www.nachi.org/certification

\$396 Home Inspection

\$75 Termite

\$139 Radon

\$610

“free” and does not add to your time:

- infrared
- home maintenance book
- home maintenance newsletter
- Home Energy Score

Rule about adding value:

if the perceived value is much greater than the cost, it's a good decision

“free” and does not add to your time:

- infrared
- home maintenance book
- home maintenance newsletter
- Home Energy Score

Certified Master Inspector®
certifiedmasterinspector.org

Step #8
www.nachi.org/everything

Your website should schedule for you -
to help save your precious time.

BigBenInspections.com

We learned about performing profitable home inspections by:

- using an inspection procedure that increases speed and accuracy while reducing mistakes
- calculating inspection fees with profit factored into the equation
- adding value-added services that provide a competitive advantage while increasing profit

We also talked about online scheduling and ancillary services.

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