ASHI Chapters and Council News

ASHI Reporter  •  June 2018

NORTH CENTRAL
ASHI Central PA
www.ashicentralpa.com
Second Monday, 6 pm, except Jan. & July, Hoss’s Steakhouse
1151 Harrisburg Pike, Carlisle, PA
Kevin Kenny, 717-226-3066
info@midpennhomeinspections.com

Keystone (PA)
www.keystoneashi.org
First Monday, 5:30 pm
Double Tree, 10 N. 5th Street
Reading, PA 19601
Robert H. Conner, 610-375-9675
rconnerbcs@yahoo.com

Ohio
www.ohioashi.com
Ken Harrington, 614-507-1061
ohioashi@yahoo.com

North Central Ohio
www.ncohioashi.com
Paul Wancata, 216-571-1074
www.ohlaisc.org

OHIO SOUTH ASHI
Meeting: Last Sat. every month, noon @ Frickers, North College Hill, OH
P.O. Box 532197
Cincinnati, OH 45252
Chris Green, 513-939-4036
Email president@ohioashi.com

Pocono-Lehigh (PA)
www.pocoono-lehighashi.org
Third Tuesday, Tannersville Inn
Tannersville
Ronald Crescente, 570-646-7546
amerispec@pa.metrocast.net

PRO-ASHI (PA)
www.proashi.com
Ray Fono, 412-461-8273
southpittsburgh@homeiteam.com

Tri-State (DE, NJ, PA)
www.tristateashi.org
Second Tuesday except April, Aug. & Dec., Dave & Buster’s
Plymouth Meeting. PA
Jules Falcone, julesfalcone@me.com

MIDWEST
Great Lakes (IL, IN, IA, KY, MI, MN, OH, WI)
For monthly meetings:
www.greatinspectors.com/schedule-of-events/
Carol Case, 734-284-4501
carol@greatinspectors.com

Greater Omaha (NE)
www.ashiomaha.com
Jon Vacha, 402-660-6935
jon@hsinspections.com

Heartland (IA, MN, ND, SD, WI)
www.ashihearthland.org
Reuben Saltzman, 612-205-5600
reuben@ashihearthland.org

Indiana ASHI
www.inashi.com
Quarterly
Danny Maynard, 317-319-7209
danny@inspecinc.net

Iowa ASHI
www.iowaashichapter.org
Fourth Tuesday, 6:00 - 8:00 pm
Iowa City Area Assoc. of Realtors Education Center
847 Quary Road, Coralville, IA
Craig Chmelicek, 319-389-7379
elitehomeandradon@gmail.com

Kentuckiana (IN, KY)
www.ashikentuckiana.org
Allan Davis, 502-648-9294
elitehomeinspections@insightbb.com

Mid-Missouri
www.midmoashi.com
Second Thursday, 12:00 pm,
even months of the year;
Columbia Board of Realtors office: 2309 I-70 Drive NW, Columbia, MO
Mark Kelsey, 573-356-5305
mark@inspectcolumbia.com

Northern Illinois
www.nicasahi.com
Second Wednesday (except Dec.)
5:30 pm - 9:00 pm
Allegro Banquets, 237 W. St Charles Rd.
Villa Park, IL 60181
Joe Konopacki, 630-283-2248
joe@insightspsinc.com

Southern Colorado
www.ashisoutherncolorado.org
Second Thursday each month, 6:30 pm
Valley Hi Golf Club, 610 S. Chelton Rd.
Colorado Springs, CO 80910
Aaron Hunt, 719-334-5455
aaron@huntpropertyinspections.com

Utah
www.ashiutah.com
First Tuesday, 7 pm
Marie Callender’s, Midvale
Fred Larsen, 801-201-9583
Fred.larsen@pillartopost.com

SOUTH MIDWEST
Arkansas
Lonnie Moore, 479-530-5792
mhinsp@cox.net

Great Plains (KS, MO)
www.ashikc.org
Second Wednesday of even months
The Great Wolf Lodge, Kansas City
Doug Hord, 816-215-2329
doug@firstchoice.com

Midwest PRO ASHI (KS)
Ray Fono, 412-461-8273
rfono@homeiteam.com

St. Louis (MO)
www.stlashi.org
Second Tuesday, 5 pm
Creve Coeur Government Center
Multi-Purpose Meeting Room
300 N. New Ballas
Creve Coeur, MO 63141
Mark Goodman, 636-391-0091
mark@homeinspectstl.com

MOUNTAIN
Arizona
www.azashi.org
Bryck Guibor, 520-419-1313
bryck@msn.com
Quarterly education on
azashi.org

New Mexico
www.ashimn.org
Bi-monthly meetings are held on the second Saturday of the month at
Drury Hotel (Jan., March, May, July, Sept.) located at 1-25 and Jefferson
in Albuquerque.
Meeting starts at 8:30 am.
Lance Ellis, 505-977-3915
lellis@amerispec.net

Northern Rockies (ID, MT)
Steve Jenicek, 406-949-6461
Steve@taskmasterinspections.com
Secretary: Kelly Campeau
877-749-2225
Kelly@inspectormt.com

Southern California
www.ashisoutherncolorado.org
Second Thursday each month, 6:30 pm
Valley Hi Golf Club, 610 S. Chelton Rd.
Colorado Springs, CO 80910
Aaron Hunt, 719-334-5455
aaron@huntpropertyinspections.com

Utah
www.ashiutah.com
First Tuesday, 7 pm
Marie Callender’s, Midvale
Fred Larsen, 801-201-9583
Fred.larsen@pillartopost.com

PACIFIC
Alaska
Meeting dates: Jan. 1,
March 1, Aug. 1, Nov. 1
Location varies each meeting
David Mortensen, 907-243-4476
dave@discoveryinspect.com

ASHI Hawaii
www.ashihawaii.com
Alex Woodbury, 808-322-5174
Woodburya001@hawaii.rr.com

California
Randy Pierson, 310-265-0833
randy@southbayinspector.com

Central Valley CREIA-ASHI
Peter Boyd, 530-673-5800
Boyd.p@comcast.net

Golden Gate (CA)
www.ggashi.com
John Fryer, 510-682-4908
johnfryer@gmail.com

Inland Northwest (ID, WA)
Vince Vargas, 208-290-2472
vince@vargasinspections.com

Orange County CREIA-ASHI (CA)
www.creia.org/orange-county-chapter
Third Monday, 5:30 pm
Hometown Buffet
2321 S. Bristol, Santa Ana
Bill Bryan, 949-565-5904
bill@rsminspections.com

Oregon
www.oahi.org
Fourth Tuesday, 6:30 pm
4534 SE McLoughlin Blvd.
Portland
Jay Hensley, 503-312-2105
jay@carsonconstruction.com

San Diego CREIA-ASHI
First Tuesday each month
Eliajah’s Restaurant
7061 Clairemont Mesa Boulevard
San Diego, CA 92111
Ray (Cliff) Sims Jr., 619-334-1138
cliffsims@cox.net

San Joaquin Valley (CA)
Third Thursday, 6 pm
1736 Union Avenue, Bakersfield, CA
Raymond Beasley, 661-805-5947
rbinspector@aol.com
Mail: 3305 Colony Oak St.
Bakersfield, CA 93311

Silicon Valley ASHI-CREIA (CA)
www.siliconvalleyinspector.com
Skip Walker, 650-873-4224
homeinspection@sanbruncable.com

Southwestern Idaho
Second Monday
David Reish, 208-941-5760
dave@antheminspections.com

Los Angeles-Ventura
County ASHI-CREIA
First Thursday, 5 pm
Holiday Inn, Woodland Hills
Bob Guyer, 805-501-0733
guyerinspections@roadrunner.com

South Bay (CA)
Webinar meetings
Randy Pierson, 310-265-0833
randy@southbayinspector.com

Western Washington
www.ashiww.com
Chapter Meetings held at chapter seminars in March and Sept.
Karl Nuefeer
karl@G4inspections.com
NEW ENGLAND

Coastal Connecticut
www.coastalctashi.org
Third Thursday, 6 pm, Westport VFW
Lodge, 465 Riverside Avenue, Westport
John Hamlin, 203-912-1917
john.hamlin@pillartopost.com

New England
(ME, MA, NH, RI, VT)
Third Thursday (usually), 5 pm
Hilton Garden Inn, Waltham, MA
Michael Atwell, 617-630-5629
mike@jmh.com

Northern New England (NNEC) (ME, MA, NH, VT)
www.ashi-nnec.org
Third Thursday of Jan., April, June and Sept.
Tim Rooney, 603-770-0444
homeviewnh@comcast.net

Southern New England (CT)
First Tuesdays, 6:30 pm
Billy T’s, 150 Sebethe Dr.
Cromwell, CT
Richard W. Hall, 860-281-4238
rhall@usinspect.com

New York Metro
www.nyashi.com
Last Thursday, 6:30 pm
Travelers Rest
25 Saw Mill River Road
Ossining, NY 10562
Chris Long, 914-260-8571
pres@nyashi.com

Southern New Jersey (NJ)
www.southernmashi.com
Third Wednesday, 6:30 pm
Ramada Inn, Bordentown
Rick Lobley, 609-208-9798
rick@doublecheckhi.com

MAC-ASHI (MD, VA)
www.mac-ashi.com
Second Wednesday, Rockville, 6 pm
Senior Center, Rockville
Mark Mostrom, 301-536-0096
pivotalinspections@comcast.net

NOVA-ASHI (MD, VA)
www.novaashi.com
Fourth Tuesday, Associate hour 6-7 pm,
Membership meeting 7-9 pm, Northern
Virginia Resources Center, Fairfax
Tony Toth, 703-926-6213
tony_toth@msn.com

Piedmont ASHI (VA)
Robert Huntley, 540-354-2135
rwhuntley@cox.net

SOUTH ATLANTIC

ASHI Georgia
www.ashigeorgia.com
Shannon Cory, 404-316-4876
shannon1943@comcast.net

East Tennessee
www.etashi.org
Third Saturday of Feb.,
May, Aug. and Nov.
Paul Perry, 866-522-7708
cio@frontiernet.net

Mid-Tennessee
Ray Baird, 615-516-5511
bairdr@comcast.net

Mid-South (TN)
Steven Campbell, 901-734-0555
steve@memphisinspections.com

North Carolina
www.ncashi.com
Meeting TBA
Bruce Barker, 919-322-4491
barker@dreamhomeconsultants.com

South Carolina
First Saturday of Feb., May,
Aug. & Nov., 8 am
Roger Herdt, 843-669-3757
herdtworks@msn.com

GULF

ASHI South (AL)
www.ashisouth.org
Quarterly, Homewood Library
Homewood
John Knudson, 334-221-0876
jgknudson111@gmail.com

Florida Wiregrass
www.ashiwiregrass.org
Second Wednesday, 6:30 pm
Sleep Inn Hotel, Wesley Chapel
Nancy Janosz, 813-546-6090
ProTeamInsp@aol.com

Gulfcoast (FL)
First Thursday, 7 pm, The Forest
Country Club, Fort Myers
Len Gluckstal, 239-432-0178
goldenrulehi@comcast.net

CANADA

CAHPI Atlantic
www.cahpi-alt.com
Lawrence Englehart
902-403-2460
inspections@eastlink.ca

CAHPI Ontario
www.oahi.com
Rob Cornish, 613-858-5000
rob@oahi.com

Alberta Professional Home Inspectors (APHIS)
www.aphis.ca
Meetings held 3 times a year
Alan Fisher, 403-248-6893
admin@aphis.com

Quebec AIBQ
www.aibq.qc.ca
Pascal Baudaux, 450-629-2038
info@aibq.qc.ca

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Chapters and People: Outside of the Framing

By Matt Smith

What do people think of when they hear the words “entrepreneur,” “business” or “success”? The majority of people will link these words with adjectives to describe a person who is wealthy or who makes lots of money.

Although this may be true to some extent, often our way of thinking about these words stops there. These words are not able to describe someone unless the person understands one thing: people. Understanding people and how they operate is the single most important attribute needed in entrepreneurship, business and, ultimately, success.

Too often the world is jaded by money, wealth and power. This distracts us from what is most important, and that is people. Money, wealth and power are large obstacles in our conscious and subconscious minds that can damage our ability to make connections with other humans.

So, how does this relate to the home inspection industry?

Several ways.

The comradery of the industry (as well as the planet) has shifted. Comradery is now seen as hitting a “like” button, sending an email or doing live chats through phones and computers. We are substituting face-to-face contact with social media and computerized methods. The most important piece missing to all of this is emotion.

Emotion is what drives us to do what we do. Without emotion, we are insouciant words on a screen. The connections are not real, and they feel artificial. Although technology is an amazing tool for expediting business, it should not be a substitute for developing business relationships.

The world thrives on building relationships. They are essential to survival and require emotion, which can be felt best through face-to-face connections.

I have seen the demise of local chapters, inspection companies and businesses from this very mistake. I know, because I was privy to its actions through my own local ASHI chapter.

When I first began attending meetings, the room was filled. Inspectors drove from hours away to meet in a room and discuss the industry. The goal was to make ourselves better by making the people around us better. This would raise the standards of the industry as well.

Unfortunately, it did not take long to see the dissection of the group. Seemingly, each month the group got smaller, and the pile of excuses grew higher. They included “no time,” “too busy,” “no value” and “I can’t afford it.”

Based on what we know about how humans can be productive, these are actually the reasons to stay in the group. Staying as part of a group will provide everything essential for survival. Instead, like dominos, they began to fall from the group and even retire!

Providing a culture of similarity allows a sense of “we,” and when this is provided, trust is created, as well as fulfillment. However, society has shifted from a “we” culture to a “me” culture. Focused on revenue, this is where the demise begins. People stop showing up, it becomes about the bottom line and no new ideas are brought to the group. What message does this send to the rest of the industry? How will others perceive the home inspection industry?

This only sets a bad standard for new home inspectors to build upon: the standard of the misconstrued conception of business. Where else can they look for guidance? An episode of Shark Tank?

This digs the industry into a deeper hole. Maintaining what is already in place is hard enough, but now, contending with new blood, ideas and technology, building upon a hollow base will inevitably not hold up.

The only real way to build anything associated with the word “business” is through human connections, emotions and understanding one another. This is exactly why we do not want to listen to automated messages or talk to a computer to solve our problems.

Solving this problem takes much more than showing up as a group of inspectors in a room. The disappearance of active chapters also can be attributed to the lack of passion.

Many people perceive real estate as a way to make money, but more attractively, on the side. In a world that lacks retirement planning or pensions, people are looking for other ways to provide income to sustain their lifestyles. Often, the industry of real estate is the first fruit tree that gets sized up for picking. This includes home inspectors.

Again, we are circumvented to the misconception of business. Home inspections are a great way to make additional income on the side. Unfortunately, most motives stop here. People forget why they became involved in the industry in the first place—to help people achieve the purchase of the single most expensive investment of their life.

Now, combine this with the weakened culture of local chapters and organizations, and we have a whole new crop of mistaken businesspeople. A harvest fed the ideology that business and success are achieved by making money, while the emotions and feelings of our comrades, business partners and clients are neglected and allowed to wilt.

The days before advanced technology are far behind us, and they will never return. However, technology will never replace the fulfillment of human connection and the spirit of giving.

We are certainly in a new era, with new problems. It is up to the true leaders in the industry to help solve them and, most importantly, influence others to do the right thing by working together to remove the obstacles of money, power and wealth, which seemingly are the driving forces behind the vague use of the words “entrepreneur,” “business” and “success.”

Any superpower in the world is not achieved through a single person, but by the harmonious acts of several people together who share the same ideas and beliefs.

Matt Smith is the owner of Ace Home Inspections of Upstate New York, an ASHI Associate member and a home inspector mentor. Check out his website (Acehomeinspection1.com) and his YouTube Channel (Matt S).
ASHI CHAPTER EDUCATION

St. Louis Chapter Educational Event
When: June 12, 2018
Topic: CertainTeed Roofing Manufacturing facility tour and Low Slope Roofs presentation
CEUs: 4 ASHI CE hours
Contact: Mark Goodman, mark@homeinspectstl.com

FABI Conference
When: June 9 & 10, 2018
Where: Hilton St. Petersburg Bayfront, Florida
Topic: Advanced Mechanical Inspections, Four Points, Roof Certification course, Wind Mitigation Certification and Live Peer Review
CEUs: ASHI CE hours offered
Contact: for more information, visit: http://www.fabi.org/fabi-conference/

Keystone ASHI Educational Event
When: October 12 & 13, 2018
Where: DoubleTree by Hilton Hotel 701 Penn St., Reading, PA 19601
CEUs: 16 ASHI CE hours
Contact: amanda@brsinspect.com

IMPORTANT REPORTER DEADLINES:
• JULY 2018 ISSUE - 5/7/18
• AUG 2018 ISSUE - 6/7/18
• SEPT 2018 ISSUE - 7/7/18
• OCT 2018 ISSUE - 8/7/18
• NOV 2018 ISSUE - 9/7/18

The Reporter is produced 6-8 weeks ahead of the week it arrives in your mailbox.

To have your chapter seminar listed here, email all information about your chapter seminar to: micheleg@ashi.org.

BE SURE TO INCLUDE ALL INFORMATION: seminar subject, when, where, CEUs & a link for more information or contact information.