

# 6 STEPS

## TO START A HOME INSPECTION BUSINESS

1

### FIND OUT IF INSPECTING IS RIGHT FOR YOU

Before you set off to become an inspector, make sure you know you have a definite interest in the work and the knowledge to be successful at it.



**TIP** Ask advice from current inspectors. You can do this through online searches, Facebook groups, or forums.



“Are you comfortable with people? Do you feel like you can connect with them, give them information that they can use? You’re really providing a very important part of [a client’s decision].”

**RAY KLINE,**  
ALL PHASE INSPECTIONS

AN INSPECTOR IS:

OBSERVANT

COMMUNICATIVE

TEACHABLE

PERSONABLE

THOROUGH

2

### MAKE A BUSINESS PLAN

Once you’ve established that you are, in fact, interested in becoming a home inspector, you can draw up a business plan.



**TIP** Pay special attention to costs. Estimate expenses, evaluate the resources available to you, and establish how to cover your expenses.



“Look at demographic trends, particularly job creation and population inflow. [Look at the] housing market health. If houses are not spending a lot of time on the market, there’s high demand.”

**BRUCE BARKER,**  
2021 ASHI PRESIDENT

STARTUP COST ESTIMATES:

Testing and licensing

\$499-\$3,395

Membership fees

\$225-\$499

Equipment prices

\$700-\$10,000

Marketing initiatives

\$0-\$1,000

Software prices

\$420-\$2,352

Legal fees

\$100-\$5,000

Insurance

\$1,500-\$2,500

All prices are relative and subject to change.

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### GET CERTIFIED

After forming a strong business plan, it’s smart to get certified. While not every state requires home inspectors to be certified, obtaining credentials boosts your credibility, enhances your marketing, and manages your risk. You can do this through a national organization.



“When you’re in business, you have to make positive trades for your company. [Joining an organization] is just a really good trade.”

**NICK GROMICKO,**  
FOUNDER OF INTERNACHI

TOP NATIONAL CERTIFYING ORGANIZATIONS

American Society of Home Inspectors (ASHI)

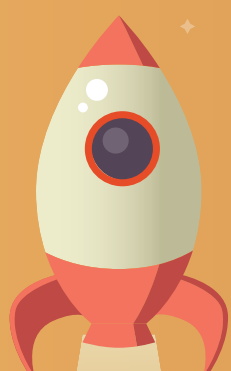
International Association of Certified Home Inspectors (InterNACHI)

Examination Board of Professional Home Inspectors (EBPHI)

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### REGISTER YOUR BUSINESS

To register your new home inspection business, start by choosing your business name and entity type.

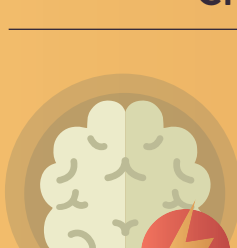


“I wish I would have set up a generalized name instead of my personal name. If I ever went to sell [the company], the [generalized] name could transfer.”

**MICHAEL ASHBURN,**  
ASHBURN HOME INSPECTIONS LLC

CHOOSE A BUSINESS NAME

CHOOSE AN ENTITY

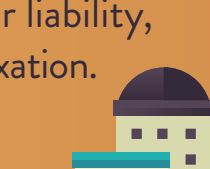


Your business name is how clients will find and identify you. Be sure your name can grow with you, like when you move locations, add services, or sell your business.

Your business entity type affects your liability, ownership, income distribution, and taxation.

Entity Types

- Sole Proprietorship
- Limited Liability Company (LLC)
- Corporation (C-Corp or S-Corp)



Your business name should reflect:

1. Who you are
2. What you do
3. What makes you different



When choosing which entity type is best for your business, and when registering your business, consult a certified public accountant and local legal counsel.

REGISTER YOUR BUSINESS



How you register your business protects you in different ways. Your state and entity type may require certain kinds of registration.

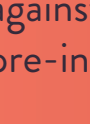
Registration Types

- Entity Name: Protects your business name at a state level
- Trademark: Protects your business name at a federal level
- DBA (Doing Business As): Allows you to do business under a business name as a sole proprietor or in addition to your registered corporate or LLC name.

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### HAVE A PRE-INSPECTION AGREEMENT

One of the best ways you can defend against claims is by having a strong pre-inspection agreement.



If you’re insured with us, send us your agreement for a free review.



CAUTION

Your agreement will only protect you when signed before the inspection. Getting your contract signed before every inspection is also an insurance coverage requirement.



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### GET INSURANCE

The last thing you need as a new inspector is an expensive claim. That’s where insurance coverage comes in.



POLICY TYPES

- ✓ Errors and Omissions (E&O)
- ✓ General Liability (GL)
- ✓ Equipment Coverage
- ✓ Workers’ Compensation

NOTE

Some states require insurance to obtain a home inspector license. See your state’s requirements.



To have guidance on choosing insurance limits, read “4 Ways to (Re)Choose Your Limits.”

BONUS

If your insurance provider has a pre-claims assistance program, you can diffuse complaints before they can escalate into claims.



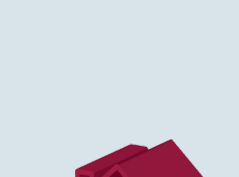
“I would never think of not having insurance.”

**BRIAN DYER,**  
DOBBS HOME INSPECTION

**DON’T WAIT TILL A CLAIM STRIKES TO HAVE COVERAGE.**

Interested in our insurance program? Apply for a free no-obligation quote.

APPLY



Inspector Pro  
INSURANCE PROGRAM