

Real Estate Training Systems



**YOUR GUIDE TO BECOMING A
HOME INSPECTOR**

JANUARY 1, 2017

Presented by
RETS – Real Estate Training Systems



Thank you for contacting us for your free guide to becoming a home inspector! We are glad you are here. In this guide, you will learn the steps to starting a profitable career as a home inspector. Before moving forward, ask yourself these questions:

- Are you looking for a rewarding career in the real estate industry?
- Do you want to control your own schedule?
- Do you want to manage your income?

If you answered yes to these questions, then you have come to the right place. The average annual salary for a home inspector is \$70,000*, this is earned on your schedule. As a home inspector, you will not be punching a time clock, you will be scheduling inspections as they fit into your life.

If you are ready for a well-paying career, let's get started!

Step One

Understand the three different license levels and determine which path you would like to take for licensing. You can start as an Apprentice and work your way up to a Professional Inspector, or you can fast track with education straight to the Professional Inspector level.

General Requirements for All Inspectors

- Citizen of the United States or Lawfully Admitted Alien
- 18 Years of Age or Older
- Resident of Texas
- Meet TREC's Qualification for Honesty, Trustworthiness and Integrity

Apprentice Inspector General Requirements

Obtain a licensed Inspector to sponsor you. Get your fingerprints taken and pass a background check, you are required to have fingerprints on file with the Texas Department of Public Safety (DPS). Obtain proof of professional liability insurance, or any other insurance that provides coverage for violations of the Texas Occupations Code, Chapter 1102, Subchapter G (\$100,000 per occurrence).

Real Estate Inspector General Requirements

Complete 90 hours of education and satisfy one of the three additional requirements below:

Option One	Option Two	Option Three
3 months actively licensed as an Apprentice Inspector	2 years' experience as an active practicing licensed or registered architect, professional engineer, or engineer-in-training	32 additional education hours including (8 hours in Standard Report Form/Report Writing, 8 hours Texas Standards of Practice/Legal/Ethics Update, 16 hours other topics)
AND	AND	AND
Performed 25 real estate inspections under direct supervision of your sponsor	16 hours of education (8 hours in Standard Report Form/Report Writing and 8 hours Texas Standards of Practice/Legal/Ethics Update)	20 hours of in-field training AND 12 hours of classroom training OR 8 hours of in-field training AND 30 hours of classroom training OR 3 years of personal experience in a field directly related to home inspection and provide two affidavits

Professional Inspector General Requirements

Complete 130 hours of education and satisfy one of the three requirements listed below:

Option One	Option Two	Option Three
12 months active experience as a Real Estate Inspector	3 years' experience as an active practicing licensed or registered architect, professional engineer, or engineer-in-training	200 additional hours of education
AND	AND	AND
Performed 175 inspections under indirect supervision of your sponsor	16 hours of education (8 hours in Standard Report Form/Report Writing and 8 hours Texas Standards of Practice/Legal/Ethics Update)	40 hours in-field training AND 24 hours of classroom OR 16 hours of in-field training AND 60 hours classroom OR 5 years of personal experience in a field directly related to home inspection and provide two affidavits

Step Two

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.



Does this look safe to you?

Step Three

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.



Step Four

Get trained and obtain your license. There are many training options available to you. You can view the licensing exam pass rate at the TREC website at:

<https://www.trec.texas.gov/education/education-provider-exam-passage-rates-inspectors>

Real Estate Training Systems has the highest pass rate. We are the only school to provide actual exam simulators to better prepare our students for the licensing exams.

Step Five

Join the All American Association of Home Inspectors (AAAHI). There is no cost for RETS' graduates to join AAAHI. When you join, you are helping your career. This association offers top notch education, mentoring, certifications and networking opportunities to help you grow your business.

Getting fully qualified with AAAHI requires work, it shows your clients you are serious about your career. The best way to show your potential clients that you are committed to your career is to be trained, qualified, licensed and a member of an association such as AAAHI.



Step Six

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 working. The firm will already be established with its brand, marketing, certifications and stable list of clients. You will be able to start working right away with little to no start-up costs.

The downside to working for someone else is you will make less money. As an independent contractor, you will pay the firm anywhere from 30-60% of the inspection fee charged. Although your start-up costs will be low, you will still need to pay for your licensing fees, tools, vehicle and some companies make you purchase your own insurance.

Starting your own inspection firm

If you start your own inspection firm, you control every aspect of your company. Your earning potential is only limited by how much you are willing to work and market yourself. A single inspector conducting 7 inspections per week, charging \$350 per inspection, would have a gross income over \$127,000 per year. Now imagine recruiting new inspectors to work for you, the income potential is unlimited.

While the earning potentials are unlimited, there are expenses and risks to starting our own business. Expenses include tools, insurance, advertising, and automobile maintenance.

Purchasing a franchise

Another option is to purchase a franchise. When you purchase into a franchise, you buy a complete business that you can start making money with right away. This option may be better than working for an existing firm because you wouldn't be an employee or independent contractor, you would be owning our own business that already has an existing brand, marketing materials, relationships, reporting software and most likely rights to a sales territory.

The down fall for purchasing into a franchise is that it is often extremely expensive; \$30,000 - \$50,000, and sometimes the franchise will want a percentage of your annual profits.

Step Seven

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.

Nuts and Bolts

A career in home inspection is not for everyone, but is it for you? Are you looking for a flexible schedule with unlimited income potential? Are you willing to work hard to become a successful home inspector? If so, let Real Estate Training Systems help you reach your goals.



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