

INTRODUCTION

The Western NY School of Real Estate is a New York, Pennsylvania and Florida accredited professional real estate school offering specialized real estate training to become a: home inspector, real estate appraiser, licensed real estate salesperson or broker, referral agent or assistant, property manager, mortgage processor or underwriter, Certified Pest Technician, NYS Certified Instructor or Technical Instructor of Real Estate or real estate consultant.

Our highly regarded home inspection training program began in 1996 and has trained hundreds of local students throughout Western and Central New York State. Through our New York State accredited Internet-delivered courses, students from around the nation have completed Home Inspection training that has enabled them to renew their professional licenses, obtain certification credit for designations or membership statuses and satisfy State-mandated requirements as applicable.

Home inspection is a booming industry throughout the United States. There is an estimated 19,500 home inspectors nationwide, and this number is expected to increase at a rate of over 10% per year throughout the rest of the decade. Currently, 27 states have legislation in place (or are strongly considering it), therefore, State approved course work is more highly sought after than correspondence based programs). As a result of this significant growth, the Examination Board of Professional Home Inspectors (EBPHI)* was established. This Board is an independent examination organization whose objective is to promote excellence and exemplary practice within the home inspection profession. For more information, click onto: www.homeinspectionexam.org.



*Please note: We do not endorse this organization nor do we imply that they endorse our program in any way.

PROGRAM INFORMATION

There has been a significant amount of time and financial resources invested into our continually evolving Certified Home Inspection Program (CHIP). Enhancements continue in order to maintain the highest standards and to keep up with the changing technological advancements taking place in the field.

The School has been extremely active in the legislative proposals that have been placed before the State Legislature and maintains a special link on it's web site for home inspector updates. For more information, click onto: www.wnyschoolofrealestate.org

WHY SHOULD YOU CONSIDER US?

Nationwide, there are dozens of schools and private organizations that offer training to become a Home Inspector. What separates our program from the rest is that we are offering courses that are already New York State approved by the same department that licenses and certifies all other real estate occupations. New York has never accepted correspondence type programs for license qualifying, certification, or renewals.

Our State-approved Internet delivered courses provide you with some of the latest information necessary to work as a successful home inspector. Our on-line test and exam preparation material will assist you when preparing for the National Home Inspector exam (offered through the Board of Professional Home Inspectors at ASI centers around the nation). The in-class portions of our program will zero in on the most common and not-so-common problems that you may run into while practicing in the field. Our photo database of nearly 4,000+ scenarios with explanations of every type of problem will prove invaluable in your training experience at the School.

With our two-track system, you can earn your certification whether you are a resident of Western NY or live hundreds of miles away (providing you have a computer and access to the Internet).

PROGRAM REQUIREMENTS

Courses may be taken as a package program or individually. Please select from the following choices:

LOCAL STUDENTS

The following educational components are required and consists of a minimum of 65 hrs:

- (1) #Home Insp. Techniques (22.5 hrs.) \$159
- (2) #Understanding Your Env. (7.5 hrs) \$55
- (3) Property Insp. Red Flags (8.5 hrs.) \$69
- (4) Residential Home Const. & Insp (22.5 hrs) \$349
- (5) Marketing, Review & Report Writing (8 hrs) \$99

#Internet-delivered or may be proctored

National Exam Review Program	\$59
Comprehensive Examination	\$49

Pay individually or save and pay **\$699** all at once.
(Add \$350 for your Wood Inspector Certification).

WOOD INSPECTOR PROGRAM

All FHA sales/refinances require a wood inspection by a NYS Certified Pest Technician. WNY School of RE now offers this class on a rotating schedule year-round. The fee for individuals not participating in our Certified Home Inspector Program is \$450 (plus materials of approx. \$35), however, if included with the package price, the total fee for everything is **\$999**

Click onto our "Wood Inspector" link for complete program details & State license/exam fees.

Please click onto our web site for **"Frequently Asked Questions"** and **"Course Descriptions"** for more thorough descriptions and explanations.

BENEFITS OF OUR PROGRAM

- ◆ As an ASHI affiliate member, students who successfully complete individual courses or our entire program can use this credential on their professional resumes and business cards;
- ◆ Course work is NYS Approved and offered by a New York State accredited school (compared to many correspondence based programs that are not required to uphold such rigorous standards);
- ◆ Buyers and others who are in need of a qualified home inspector can search our national registry for students who've completed our program (or those in "candidate status") by simply clicking onto our web site or performing a search on the Internet. Candidates who wish to be listed must pay a \$79 fee for this service which will cover them up to 6 years while working toward completion of all program requirements;
- ◆ Graduates do not pay an annual fee for their designation, nor to maintain their free web site (changes and updates are only \$10 and must be submitted to the School via fax);
- ◆ Graduates & Candidates receive our quarterly newsletter which covers significant items of interest to practicing home inspectors and are also put on our "email newsflash service" which covers items of an imminent nature (such as recalls, etc.);
- ◆ Graduates & Candidates receive 10% discounts on courses taken to renew their ASHI or NAHI memberships (or State licenses) indefinitely.

WHAT KIND OF BACKGROUND IS REQUIRED?

Students do not have to hold any type of license or have any type of real estate experience, we start you from the ground up.

IS THE FIELD OVER-POPULATED?

Right now, for most every home inspector, there are 51 licensed real estate agents or brokers based on national figures. It is one of the most growth-orientated sectors in the real estate industry.

IF THERE IS NO LICENSING OF HOME INSPECTORS IN MY STATE – SHOULDN'T I JUST WAIT AND TAKE COURSES LATER ON?

You definitely can. However, take a look at some other states. Most have grand-fathering provisions for experienced Home Inspectors which significantly cuts down on subsequent requirements and often waives the "apprenticeship period" for new inspectors.

WILL I BE ABLE TO DETECT ALL DEFECTS IN A HOME WHEN I COMPLETE THE PROGRAM?

In general, home inspectors are "physically able" to detect up to 2/3 of the potential defects which may occur in a home. There are many components in a home that are hidden to the naked-eye.

WHAT ARE THE CREDENTIALS OF THE FACULTY INVOLVED WITH TRAINING?

Our instructors are NYS Certified or hold Technical qualification certificates from the State, hold Home Inspector licenses from neighboring states and use materials which have been reviewed and/or approved by ASHI (for qualifying or continuing ed. credit).

DO HOME INSPECTORS "KILL" REAL ESTATE DEALS?

This is a common rumor in many areas. We like to think of a home inspection as an educational experience for home buyers. Home inspectors are trained to find "major" defects in a home (not minor and typical flaws common to older housing). During the inspection, the inspector actually explains about the various components of the home and how to maintain them.

IF I WISH TO EARN THE DESIGNATION OF CERTIFIED HOME INSPECTOR, HOW LONG DO I HAVE TO COMPLETE ALL THE EDUCATIONAL REQUIREMENTS?

Six years from the completion date of your first home inspector program required class.

WHAT DO I GET WHEN I COMPLETE THE PROGRAM?

When individual courses are completed, students receive State-recognized certificates of Satisfactory Completion. If all educational and examination portions of the program are completed (within 6 yrs),

and the student receives a minimum grade of 80% or better on the comprehensive examination, they may use the title "Certified Home Inspector" on their business cards and professional marketing materials.

ARE THERE TESTS THROUGHOUT?

No. Individual modules do not require tests, but to be awarded our national designation, you must pass the final comprehensive examination with a grade of 80% or better (and receive a letter grade of "B" or better on the narrative on-site inspection report).

WHY TAKE YOUR PROGRAM INSTEAD OF THE ASHI-ENDORSED ONE?

Our courses are State accredited, individual courses have ASHI recognition for renewal credits (MRC's) and we are an Affiliate Member of ASHI (The American Society of Home Inspector's). The final reason is affordability, compared to most others, we are much less than 50% of the cost and provide a free web-site and referral service (which we update for you so that home inspector's lacking computer skills will have a more equal footing with their counterparts).

WHY TAKE THE WOOD INSPECTION PROGRAM - HOW DOES THAT BENEFIT MY BUSINESS?

Of the few schools available that provide this specialized DEC approved training, most charge nearly double what we charge. In addition to the savings, you won't have to turn business away to other home inspectors who already provide this valuable service which will add thousands of dollars to your bottom line. Many wood inspection reports demand an additional \$75 - \$100 per written report [and this is on top of your standard home inspection charge].

WESTERN NY SCHOOL OF REAL ESTATE

(716) 639-9009 (800) 735-5395

www.wnyschoolofrealestate.org