



# Maryland Association of Home Inspectors

## 2020 ANNUAL EDUCATION CONFERENCE

### MEET OUR 2020 VENDORS and SPEAKERS

#### **ACC (America's Call Center) - SPONSOR**

With more than two decades serving the home inspection industry, ACC (America's Call Center) is the premier provider of office and professional services exclusively for home inspectors, booking them more inspections and more add-on ancillary services per inspection, increasing the inspector's revenue, profits and reducing operating expenses for single and multi-inspector business owners.

[www.americascallcenter.com](http://www.americascallcenter.com) - 888-462-6153

#### **ALLSAFE Elevator Inspections**

ALLSAFE Elevator Inspections provides third party elevator and vertical/wheelchair lift inspections for residential and commercial buildings. ALLSAFE is headquartered in Baltimore and serves the Mid-Atlantic market. All inspectors have 25+ years of field experience and are highly regarded in the elevator industry. We maintain a full working knowledge of the latest code requirements and code adoption dates. We provide customers confidence confirming their equipment is safe, decrease liability, and education of future expense and/or upgrades that may be needed.

[www.allsafeelevators.com](http://www.allsafeelevators.com) - 410-661-0623

#### **Capital Environmental Testing, LLC**

Capital Environmental Testing LLC provides residential and commercial radon air and water testing. We serve the VA, MD, DC, Metro Area. We use the Recon Continuous Radon Monitor with in field results available and the E-PERM System with same day results. We are NRSB measurement and lab certified. The company has affiliate membership with NVAR and GCAAR, providing property access through the Sentrilock system. For your convenience, electronic invoicing with secure online payment provided.

[www.capenviron.net](http://www.capenviron.net) - 202-257-9291

#### **EMSL Analytical, Inc.**

EMSL Analytical, Inc. operate over 46 laboratories throughout the United States and Canada. EMSL specializes in fast laboratory results for industrial hygiene, microbiology, asbestos, lead, and much more. EMSL also offers a full line of sampling products, sampling supplies, and equipment.

[www.EMSL.com](http://www.EMSL.com) - 800-220-3675

#### **Eye-Stick Inc.**

Eye-Stick® is an industrial telescopic video mounting system that uses a WiFi enabled smartphone or tablet and a camera equipped with *Remote Viewfinder* capabilities to record, save, and evaluate roofs, gutters, attics, crawl spaces and more without ladders or safety concerns.

[www.eye-stick.com](http://www.eye-stick.com) - 613-447-1810

### **Ideal Merchant Services**

Ideal Merchant Services is an independent sales office partnered with leading processors and hardware providers who endorse high ethical standards, cutting edge technology and customer service. Ideal Merchant Services will listen and match your business with the ideal solution for you. Accept major credit cards for your client's convenience while eliminating your processing fees. We offer a wide range of merchant services to help your business grow and increase revenue while providing excellent customer service.

[www.ideal-payments.com](http://www.ideal-payments.com) - 833-944-3733

### **Inspection Support Network (ISN) - SPONSOR**

The Inspection Support Network is the industry's most trusted software solution for inspectors. With an incomparable portfolio of easy-to-use tools, ISN enables inspectors to simplify, streamline, and grow their businesses. Whether you're a sole proprietor or have a team of 20, ISN can help you build your brand, automate your workflow, and manage your customer and agent relationships.

[www.inspectionssupport.net](http://www.inspectionssupport.net) - 800-700-8112

### **Inspector Services Group - SPONSOR**

The Inspector Services Group provides services to Home Inspectors throughout the US and Canada to provide a better home inspection, decrease liabilities, and increase home inspection values with a menu of optional add-on services. We offer many services to help you add value to your business while increasing your profitability and reducing liability by offering services such as RecallChek, Warranties, Concierge Program, Call Center, Environmental testing, E&O Reimbursement, Crawl Bot, Marketing and Design services.

[www.inspectionSuccess.net](http://www.inspectionSuccess.net) - 888-854-0798

### **InspectorPro Insurance**

InspectorPro Insurance is one of the leading home inspection insurance providers in the nation. With a reputation built on superior claims handling and quality customer service, we give clients peace of mind. Our risk management tools work to change the litigious culture plaguing home inspection businesses by giving inspectors help avoiding claims and educating clients. And our errors and omissions and general liability insurance policies are built to serve your unique business needs.

[www.inspectorproinsurance.com](http://www.inspectorproinsurance.com) - 866-916-9419

### **Joe Ferry, The Home Inspector Lawyer - SPONSOR**

Joe Ferry has responded to over 1800 claims during the last decade as the preeminent attorney in the home inspection industry. His mission is to educate and advocate on your behalf against clients looking for someone to blame for their own misfortune. Joe developed a strategic go-to market response to meritless claims through ClaimIntercept™, his proprietary method of early intervention that covers a home inspector against potential professional liability claims and demands.

[www.JoeFerry.com](http://www.JoeFerry.com) - 855-637-4853

### **Lead Inspections of Montgomery County, LLC - SPONSOR**

Know the status of Lead in your buyer's home. Serving MD, DC and VA, we specialize in detecting lead. "Built before 1978" does not assume there is lead in the paint. Find out exactly where it is located. With the XRF analyzer, immediate results are revealed. Using EPA guidelines, XRF testing and written reports are provided within 48 hours. We also test dust, soil and water for Lead.

[www.leadinspectionsofmc.com](http://www.leadinspectionsofmc.com) - 301-706-3829

### **Palm-Tech Home Inspection Software**

Palm-Tech is used by thousands of home inspectors every day to create great looking home inspection reports. If you want easy to use software that is fast, then check it out. You don't need to be a computer expert to use it and you'll be surprised at how quickly you'll be up and running with it. It runs on iPhones/iPads, Android phones/tablets and Windows PCs. There are no ongoing monthly, annual or per inspection fees.

[www.palm-tech.com](http://www.palm-tech.com) - 888-736-2462

### **Paul Davis Restoration of Greater Baltimore**

The Paul Davis network is an innovative leader in the areas of property damage, emergency services, reconstruction, and remodeling. We have built our 51-year heritage one project at a time, establishing a reputation for performance, integrity, and responsibility. Paul Davis experts are available 24/7/365. Our Technicians are IICRC certified and fully trained by industry standards. Our number one priority is customer service and our full service structure means less delays, more communication and less work for the property manager. We listen to our client's needs and concerns and ensure they are addressed.

[www.baltimore.pauldavis.com](http://www.baltimore.pauldavis.com) - 410-737-8505

### **Porch - SPONSOR**

Porch is a team of people passionate about helping make the homeownership journey simpler. Porch provides everything from handyman services at fixed hourly rates and free personal home assistance, to home improvement advice and buying & selling preparation services. We're excited to be partnering with home inspectors across the country to provide more homeowners with help during their homeownership journey and provide services that can help home inspectors take their businesses to the next level.

[www.porch.com](http://www.porch.com) - 206-650-1939

### **Primerica Financial Services**

Primerica is a Main Street Company for Main Street North America. Our Goal is to create more financially independent families. Today's families face major financial challenges. They're being forced to downsize their goals and dreams — to settle for less. Primerica shows them how they can change their life. We are the one company focused on the middle market and helping Main Street families get the financial help they need. We help Main Street families get the protection they need at a price they can afford, invest for the future and get out of debt. We teach families fundamental financial principles that aren't taught in school and we give them an opportunity to build a business and transform their life.

[www.primerica.com](http://www.primerica.com) - 443-621-8879

### **PRO-LAB**

PRO-LAB® offers laboratory testing services for mold, radon, lead, allergen, asbestos, and drinking water pollutants. Staffed with Certified Indoor Air Quality Professionals, Radon Measurement Specialists, Chemists, PRO-LAB® has the knowledge and experience to assist in any environmental investigations. PRO-LAB® is the first laboratory to offer all lab supplies bundled together with the lab analysis fees for simplified processing.

[www.reliablelab.com](http://www.reliablelab.com) - 954-384-4446

### **Rad Elec, Inc.**

Rad Elec, Inc. is the inventor, manufacturer and sole distributor of the E-PERM® System – the most Accurate, Cost Effective, Versatile passive radon detectors available. Results are available immediately upon conclusion of the radon test – no mailing detectors away for analysis. Recognized as the Standard against which all other passive radon detectors are measured. Rad Elec also manufactures the **Recon** Continuous Radon Monitor - we believe that this CRM provides the biggest bang for the buck in the industry. It is fairly priced, provides 12-13 counts/hour/pico curie, is programmable, and is easy to use. Please come talk with us to see how our radon testing equipment can help your business's bottom line.

[www.radelec.com](http://www.radelec.com) - 301-694-0011

**RTCA—Radon Testing Corporation of America - SPONSOR**

RTCA has been providing radon test services nationally to radon professionals since 1986 and was rated as the #1 laboratory by a leading consumer advocacy group based on our accuracy, reliability and convenience of service. Testing services include continuous radon monitors, charcoal canisters, long-term electrets and radon in water. RTCA also sells tamper evident labels and test stands for real estate transactions. RTCA's online Radon Measurement Operators course is approved for initial training and continuing education credits. Other benefits provided by RTCA include technical consultation and customer referrals to its nation-wide network of professional testers.

[www.RTCA.com](http://www.RTCA.com) - 914-345-3380

**Secure24 ADT**

Authorized ADT dealership specializing in referral partnerships with home inspectors.

[www.secure24promos.com](http://www.secure24promos.com) - 410-648-4849

**Simpson Strong-Tie**

For more than 60 years, Simpson Strong-Tie has focused on creating structural products that help people build safer stronger homes and buildings. A leader in structural systems research and technology, Simpson Strong-Tie is one of the largest suppliers of structural building products in the world. The Simpson Strong-Tie commitment to product development, engineering, testing and training is evident in the consistent quality and delivery of its products and services.

[www.strongtie.com](http://www.strongtie.com) - 800-999-5099

**USHEALTH Advisors**

I'm Peter Clark with USHEALTH Advisors. I am the person who gets you access to more affordable healthcare and benefits that brokers cannot. These healthcare options are designed and customizable for the self-employed and small business owners, and they are available to enroll in year-round. Meaning, you can switch to them throughout the year. I guarantee, if we haven't talked, then you don't know all your options. Can you afford to miss out?

[www.ushagent.com/peterclark](http://www.ushagent.com/peterclark) - 703-606-1328

**Zonolite Attic Insulation Trust**

The Zonolite Attic Insulation Trust (ZAI Trust) was created to help educate the public about the possible health effects of asbestos-containing vermiculite and to provide partial reimbursement for ZAI removal to qualified claimants.

[www.zonoliteatticinsulation.com](http://www.zonoliteatticinsulation.com) - 843-388-4321

**CONFERENCE SPEAKERS** (in order of appearance)

FRIDAY

**Kevin Friday**—Simpson Strong-Tie

**Greg Kemp, PE**—Maryland-licensed home inspector, Kemp Home Inspections, LLC

**Jim Thompson**—Technical Training, WGL/Washington Gas

SATURDAY

**P. Nathan Thornberry**—CEO, Inspector Services Group

**Kenny Hart**—The Plumbing and HVAC Guy

**Robert Goldberg**—Maryland-licensed home inspector, The Home Detective