



**Casey, O'Malley Associates
866-363-1330**

COA 2012 Atlantic City Conference Technical, Certificate and Business Sessions

Total Standard Conference (April 22-24, 2012) CE Approvals requests pending: 20 hours (includes Manufactured Home Class, 16 CE without MH class, 14 without expert luncheon)

Post Conference (April 25-26, 2012) Certificate class opportunity Commercial Inspection Management provides an additional 16 CE credits, currently approved many states/assoc with more pending.

Standard Conference Technical Sessions:

**Isaac "Zack" Lilienfeld, P.E. (NJ), one two hour session
"Foundation Inspections"**

This 2-hour instructional session is a primer on the types of residential foundations typically encountered by home inspectors, how to properly inspect them, and reporting on foundation defects. The goal of this session is to increase the knowledge and the confidence of the participant with regard to residential foundations, improve the quality of inspection reports, thus providing superior value to the home inspector's client

**John Bouldin, Ph.D. one two hour session
"Inspecting Engineered Wood Products"**

This two-hour session will cover engineered wood products (EWP) such as I-joists and LVLs which are commanding an ever increasing role in residential construction. Traditional wood framing methods for dimension lumber do not necessarily conform to EWP installation specifications and as a result, many EWP construction violations occur. Prescriptive building codes such as the IRC do not contain EWP specifications. This session will enthusiastically present common mistakes, risk vulnerable areas of EWP installation, and source documentation for proper EWP construction. The program will be presented through actual photographs, original illustrations, and demonstration models of the most common problems.

**Charles Bellefontaine, one two hour session
"Exterior Finishes and Flashings"**

This two hour session will cover the concept of waterproofing and proper integration into typical exterior finishes such as stucco, vinyl, wood and EIFS. Proper installation guidelines and several case studies will be presented to demonstrate how each issue manifests itself and the



significance of each issue will be discussed. The instructor will spend the session explaining what home inspectors will see in as-built homes and how to report these issues.

Mike Casey, Kevin O'Malley & Steve Gladstone, one two hour session
"Electric Panels Inspection – Hands-On"

This two-hour session presented by Mike Casey and Steve Gladstone will cover electric panelboard inspection in an easy to understand format. Additionally, we will discuss modalities and evidences of failures and/or improper installations **and class participation review of six actual panelboards (not energized) set up at the conference site.** Our emphasis will be the fundamentals of existing electrical panelboard inspection. The instructors will spend the entire session explaining what home inspectors will see in as-built homes and how to report these issues.

Mike Casey & Steve Gladstone, one 1.5 hour session
"Extreme Weather Heating Systems"

This one and one-half hour session will cover cold weather heating systems such as steam boilers and hot water boilers in an easy to understand format. Seasoned inspectors typically know the basic items to look for; but did you ever wonder; what actually are the specific components names and functions? What can be done to reduce noise in steam heating systems? Additionally, we will discuss modalities and evidences of failures and/or improper installations and review many actual case studies. Our emphasis will be the fundamentals of inspection standards of practice with respect to heating devices, and we will delve into improper modifications and common failures with respect to improper use, damage and just plain stupid installations.

Stacy Busch, one two hour session
"Dimensional Shingles, Mod Bit and EPDM Roofing"

This session presented by Stacy Busch will cover Dimensional Shingles, Low Slope Modified Bitumen Built-Up and EPDM roofing inspection. Attend this session to learn the difference between dimensional and three-tab shingles, why Mod Bit beats Rolled Comp and what the heck is EPDM?

Mike Nelson, one two hour session
"Fireplaces and Woodstoves; Fire in the House!"

Remember, the fireplace controls a fire, *inside your home!* From minor maintenance issues to insane installations this session will "light you up"! The instructor will spend the entire session explaining what home inspectors will see in as-built homes and how to report these issues through a PowerPoint presentation depicting Fireplace and Woodstove installation requirements and many installations that deviate from these requirements.

Stacy Busch, one 1.5 hour session
"Radon Mitigation; the Good, the Bad and the Ugly"

This session presented by Mr. Stacy Busch will cover what radon gas is, how to test for it, why a home inspector should be involved in the testing process, what an inspector is or is not



allowed to report on in regards to a radon mitigation system according to national standards and what systems should and should not look like.

Steve Gladstone, one two hour session

“Inspecting Vintage Homes-The Old House Inspection Specialist”

This two-hour session presented by Stephen Gladstone will cover inspecting vintage homes and evaluating conditions found in home inspections of older equipment. The goal of the class will help to show how to recognize and understand the subtleties of inspecting older home and how to properly report your findings both verbally and in your written report. In many areas of the country older homes are common in the marketplace to have experienced upgrades and modernization which can add to the difficulty and complexity of the inspection process. Older materials no longer known to be reliable or that may have become deemed dangerous will be discussed as well as suggested remedies. Structural as well as cosmetic issues will be discussed. While meeting minimum code requirements that may have been in play years ago, some of the vintage home building techniques and commonly found components are from a time long gone and no longer desirable.

Technical Certificate Session:

Sunday, 2-6PM



Manufactured Home Inspection 4-hours David Goldstein, ACI

This four hours course is focused to provide both experienced and new home inspectors a general overview of manufactured housing, what it is, and why we have it, and suggested protocols for inspecting a manufactured home. The course is designed to familiarize home inspectors with dwellings constructed under the federal authority, National Manufactured Housing Construction and Safety Standards (MHCSS) administrated by the US Department of Urban Development (HUD). Participants will learn why there are Federal standards for Manufactured homes, how HUD works in promulgating the HUD code and differences from the conventional construction model codes. We will cover where to find local requirements that may apply to manufactured homes.

Also covered will be Park Models (trailers), Manufactured and Factory Built Homes, and why “mobile home” is not a standard term for anything built after 6/15/76.

Exam Successful Completion required for Certificate. 30-Questions quiz online after the class.

www.CaseyOmalleyAssociates.com

www.inspectionconference.com



Business Success Sessions:

Bob Pearson, Ben Garrison and Joseph Denneler, Esq. one two hour session "Risk Management – Myths and Facts"

Think writing "Final Claim Settlement" or similar on a fee refund check prevents any further action on behalf of the client? Think again. How about moving all your assets into your wife's name to avoid liability? Think again once more. Answers to these and other Risk Management and reporting issues will be discussed in this always lively session.

Brian Hannigan, one 1.5 hour session "The Cost of Business"

The Cost Of Business has been said to be the most important class an inspector can take. You come in as an inspector, you leave as a business professional, with the skills and knowledge necessary to take control over that all too common question "How much should I charge?" You will learn the correct way to consider expenses and calculate your fee schedule so that you can price for success. Stop basing your prices solely on your competition and learn how to do it right! Learn how to price for profit. Work smarter, not harder.

Dominic Maracic, one two hour session

Course description: "Inspector Website Optimization"

This two hour course is meant to teach inspectors how to create efficient websites, get them to the top of the search engines and convert site visitors into callers while providing them inspection and contract information they need to understand. Learn how to get an inspection a day from your website by blasting yourself to the top of Google. Talk to others who've already accomplished this on their own, without paying someone thousands of dollars to do it for them. Get the most inspections out of Google Ads while spending the least amount of money. Find out what's working and what's not by scrutinizing the stats. You can't afford to miss this talk!

Mike Casey, Moderator, "Experts Panel Luncheon" 2.0 hours session

Panel: Joseph Denneler, Esq., Bob Pearson with Allen Insurance, Ben Garrison with FREA, Steve Gladstone, ASHI Past President and other esteemed invited guests. Moderated by: Mike Casey. This session will delve into any inspection issue brought up by the audience for an expert answer; or at least an opinion. Attendees loved this session at our Las Vegas event and it is back by popular demand!

Dominic Maracic, one two hour session

Course description: "Social Networking and How to Profit from it"

This is an 2 hour course meant to teach inspectors how to utilize social networking to effectively market their services and book more inspections! The class is intended for inspectors of all Internet expertise levels. Those with no previous experience will be brought up to speed and those who have experience will learn new techniques, explore what has changed in this fast



paced online world and more. The primary **goal** is for inspectors to learn a way to increase business on their own, without hiring expensive design and optimization companies to do it for them.

David Sherwood, one two hour session Building a Multi-Inspector Firm

This two hour course is for any home inspector who is ready and eager to run a home inspection business not just do "home inspections" and may want to build it to a multi inspector firm or has a multi inspector firm and needs some valuable information to make it more profitable and streamline the operations; without having to get a business degree. In this course you will get basic to advanced techniques on systemizing and building your business in a way that is specific to the home inspection industry and proven to work throughout the country no matter what your demographics are. Challenge us and let us help you start your new direction to success.

Post Conference Certificate Class Opportunity:

April 25-26, Wednesday and Thursday:



Commercial Inspection Management 16 hours Bob Davidson

Former commercial construction manager and long time commercial inspector Bob Davidson will conduct two days of commercial inspection management training utilizing the ASTM E-2018-08 Standard Guide for Property Condition Assessments and the InterNACHI 2012 Commercial Standards of Practice as our inspection process tool. Other national or state standards will be covered as well. This class will concentrate on the scope, organization and execution of a multi-discipline commercial inspection with the end result being the Property Condition Report. This class will cover responsibilities, proposals, contracts, system experts, field observers, interviews and more. Proper documentation is critical to complete a commercial inspection; however, budgets may restrict time. This class will cover the use of photographs, representative samplings, extrapolation and interpolation as well as sources for probable costs to remedy physical deficiencies. If you were ever thinking of getting into commercial inspections, or just want to check and see if what you are doing is standard of care, don't miss this class. The conference proceedings CD will contain the class PPT (in PDF format), InterNACHI 2012 ComSop, commercial report examples, contract examples and more!

Exam Successful Completion required for Certificate. 50-Questions quiz online after the class.