

[<Back](#) [Print](#)

You are receiving this email from Gillespie Home Inspection because you purchased a product/service or subscribed on our website. To ensure that you continue to receive emails from us, add [kim@gillespiehomeinspection.com](mailto:kim@gillespiehomeinspection.com) to your address book today. If you haven't done so already, click to [confirm](#) your interest in receiving email campaigns from us.

You may [unsubscribe](#) if you no longer wish to receive our emails.



November 2006 **Gillespie Home Inspection Newsletter**

Dear Kim,

We hope you enjoy our newsletter this month. Your feedback is always welcome. And please feel free to reuse any part of this text in marketing your business.

## How to get a "clean" report



Inspection reports... Some refer to them as the "necessary evil". Others embrace the idea of providing an honest picture of the product they are selling or buying. While many just want them if the reports show the product is good or "clean".

With a little effort, you can help those reports become a little cleaner. First, take the time to educate your clients on what we are going to be looking at during the inspection. Then ask them to look at our checklist for preparing for the inspection. The checklist can be found on our website and printed out for your clients. Basically, it's putting a little effort into the house - the *house*, not the *furniture*. C.A.R.E. about the home:

- Cleaning (filters, gutters)
- Accessible to Inspect (attic, crawl space, furnace)
- Ready for Inspection (repairs complete, utilities are on)
- Ensure things are working (light bulbs, doors, windows)

Oh, and by the way, we've **never** seen a flawless house.

**[Gillespie's Inspection Prep Checklist can be found here...](#)**

## Price Shopping

Nothing makes me crazier than agents shopping for a home inspection and they are concerned only about prices and overlook other MORE IMPORTANT factors! Yes, home inspection fees can vary. But generally not by much. One defect missed by an inspector can cost over 100 times what was saved with a bargain inspection. For example, if you saved \$25 and a corroded pipe was not discovered, it could cost \$2,500 in damages and repairs! Is it worth the risk?



Currently, California does not have any state licensing requirements for property inspectors. You need to inquire about the years of experience of your inspection firm. You should also ask about their insurance coverage, the type of report issued and their delivery options.

Most of us are in business to provide a quality service to our clients. Please consider that property inspections are a good business practice. But a quality home inspection is part of providing a quality service to your clients. They will undoubtedly remember that you provided them with excellent service long after they forgot that you saved them \$25!

## Didja Know? Web Site Ordering is Here!



BYURNS

You now have the ability to request an inspection through our website. Use the link below or go to [gillespiehomeinspection.com](http://gillespiehomeinspection.com) and choose "Order Request". Fill out the form and we'll give you a call to arrange the time for your appointment.

Hey, we'll still answer our phones seven days a week though. We work when you work!

## Just for Fun

The first person to respond with the correct answer to this trivia question will win a Barnes & Noble card. Send your answer to [kim@gillespiehomeinspection.com](mailto:kim@gillespiehomeinspection.com).

(The winner of last month's trivia was Kim Copher at Coldwell Banker.

She correctly guessed that Hawaii, Arizona and parts of Indiana do not change their clocks back.)

***What is the name of the flesh-like appendage that dangles from a turkey's forehead?***

**We work your hours, call anytime...**  
kim@gillespiehomeinspection.com  
408.871.9909  
http://www.gillespiehomeinspection.com

**Join our mailing list!**

Join

**Save 10% -  
November  
Website Special**

This coupon is for all who dare to use our new website ordering system. Use the web to order your inspections and save 10%! (Of course, I'll miss talking to you all!)

No limits on quantity!

Offer Expires: 12/10/2006

[Forward email](#)

 **SafeUnsubscribe®**

This email was sent to kim@gillespiehomeinspection.com, by [kim@gillespiehomeinspection.com](mailto:kim@gillespiehomeinspection.com)  
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



Gillespie Home Inspection | 792 Marilyn Drive | Campbell | CA | 95008