buyer's choice
HOME INSPECTIONS
Inspected Once. Inspected Right!

Franchise | Sub-Franchise

Program Guide



A Buyer's Choice Home Inspections

Joining **A Buyer's Choice Home Inspections (ABCHI)** is a unique and rewarding opportunity which allows you to develop your own independent A Buyer's Choice Home Inspections business either as a Franchise Owner or by joining an existing team as a Sub-Franchisee.

We are looking for entrepreneurial, ambitious, and positive individuals who want to own their own business and create an exciting future for themselves. As a member of the *ABCHI Family*, you are part of a team who is proud to be the market leader in the USA.

As a Franchise Owner you own the rights to develop your owned territory. You may scale your business by adding Sub-Franchisees. Although a Sub-Franchisee does not purchase a Franchise territory, they are still part of an established team. They are a business owner, not an employee and will receive guidance and mentorship from the Franchise Owner whose team they are a part of and benefit from overall support by ABCHI.

Like any business, there is investment needed to set your business up and grow it. This document will help outline the programs that make ABCHI the market leader and their associated costs. Programs are subject to change from time to time as clients' needs change. Innovation is constant.

The below items marked "Included" are included for each franchise purchase. For Sub Franchisees the cost of the below "Included" package is $10,000-$15,000 depending on needs, background and location.

As a business owner, there is no cap on your earning potential. You are encouraged to demonstrate drive and enthusiasm to grow your business.



Technical Training

Investment: Included.

Description:

- Our various technical training institutions ensure your success by providing them in-depth courses, teaching you industry best practices and granting access to powerful marketing tools and ongoing support. Work hands-on with your peers and instructors in our classroom courses, available throughout the country.
- Included course may be fully online at your own pace or a classroom led course plus any additional State specific field training.
- Completion of this course is a necessary requirement for being a Home Inspector with ABCHI.

AHIT | AMERICAN HOME™ INSPECTORS TRAINING
By The CE Shop

Field Training & Boot Camp

Investment: Included.

Description: Field Training

- Field Training consists of a minimum of 10 field practice Inspections (50+ hours) with a Test Inspection prior to going live.
- Field Training is currently being held in Greeley, CO. The cost of the training is included. Attendees are responsible for travel, hotel and meals.
- To prepare for licensing (where applicable) and launch of your business you will be in the field with an ABCHI Master Inspector, in full uniform, learning how to perform inspections, identify deficiencies, documenting them and completing an inspection report. You may also work with others on the team to gain valuable knowledge from a diverse group of ABCHI Inspectors.
- Additional licensing requirements may apply depending on your State.





Description: Operations & Marketing Boot Camp

- A GoToMarket Checklist is provided by your Regional Leader to ensure you are ready for Boot Camp. Inspectors who launch their business immediately after Boot Camp have the highest success rate!
- To prepare your business for launch, Boot Camp will focus on business operations, marketing, software and strategic planning for your business.
- Boot Camp is currently held virtually. Location subject to change depending on the location of attendees.
- Boot Camp runs 3 times per year and is 3 days in duration.
- A spouse/partner may join each Inspector at Boot Camp for no charge.



ABCHI Go To Market Checklist

DONE	Order may be adjusted with each individual	Responsible	Note/Prerequisite
x	Technical Training completed (ATI or equivilant)	Inspector	
	Add to ABCHI internal Team Facebook Groups	Regional	
	Create Dropbox Shared Folder - Send Invite	Regional	
	ABCHI Email Requested & set up	Regional	80% of Technical training complete
	ABCHI Email added to mobile & laptop	Inspector	
	Register Business/Incorporate	Inspector	Obtain Business Number (BN) & apply for any applicable tax #s.
	Open Business Bank Account	Inspector	
	InterNACHI Registration & CPI designation tests	Inspector	Complete Technical Training
	Bookwork 80% Complete and working while doing InterNACHI		
	ABCHI Clothing Starter Pack ordered	Regional	Email must be set up
	Order specialized tools	Regional	globaltestsupply Kit ABCHI-C3-X-KIT
	Purchase Field Inspection Equipment	Inspector	Reference Program Guide for a full list
	Vehicle wrap design, proof approved, ordered	Inspector	Get proof approved prior to install.
	Wardrobe (brown pants/brown dress shorts) for uniform	Inspector	

Software (Inspection Reporting and CRM Software)

Investment: Included.



Monthly support costs:

- Home Inspector Pro (HIP): Additional $22.08/m (or $265/year) USD Cloud Service - Software Licence & Maintenance Agreement (SLMA)
- Inspection Support Network (ISN) CRM: $4.00 per inspection
- Credit Card processing: approx. 2.4% (within ISN)

Description:

- ABCHI utilizes a software suite that is our CRM (Customer Relationship Management) as well as Inspection Report software.
- The Inspection Report software is: **Home Inspector Pro (HIP)**
  - http://www.homeinspectorpro.com
- The integrated CRM interface is **Inspection Support Network (ISN)**
  - https://www.inspectionsupport.net
- Includes an unlimited license for Home Inspector Pro for Windows/Mac plus Home Inspector Pro (HIP) Mobile for Android/iOS. The Cloud SLMA includes tech support and all new features/updates of the software.
- ABCHI Inspectors are required to accept optional credit card payment, and you will find your customers appreciate this convenient payment method.

Overview of ISN & HIP:

The Inspection Support Network (ISN) is the world leader in connecting and streamlining all aspects of customer relationship management for your inspection business. Appointment scheduling, follow up emails/SMS, reminders, and marketing. All automated and simple to use.

Home Inspector Pro is a fully customizable report generating software featuring an easy-to-use interface and round the clock customer support. This robust program allows you to fully complete your inspection on your mobile device including tablets and smart phones across all operating systems. Home Inspector Pro produces a professional and detailed report in real time allowing you to instantly upload to your client. Complete ABCHI templates come preloaded.

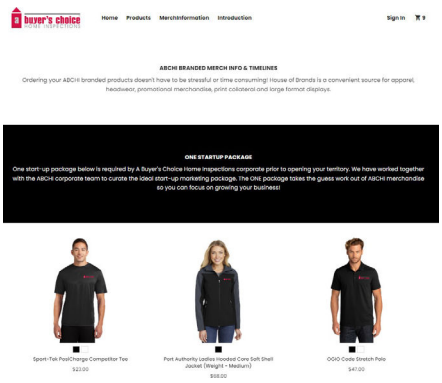
HOMEInspectorPro
Home Inspection Software

ISN
Inspection Support Network™

ABCHI Market: Start-Up Clothing & Print Materials

Investment: Print Included
Clothing varies ($600 Credit provided).

Description:



- Your print marketing order includes:
  - 1000 business cards
  - 1000 Partner Proposal Brochures
  - 1 Pop-Up Roll Banner
  - 5 Pre-Inspection signs

- Your first clothing order includes $600 towards:
  - 6 professional shirts
  - 1 lite/rain Jacket
  - 1 winter Jacket (Cold Climate Only)
  - 1 winter Hat (Cold Climate Only) & 1 Cap

- House of Brands provides a wide selection of print, clothing, and gift/novelty items to support ABCHI Inspectors. They also provide full graphic design and digital services.
- The ABCHI uniform requires beige/tan khaki style pants that each Inspector provides themselves. We currently allow white or black as color options. It is recommended you choose something comfortable, professional looking and easily pressed and stable walking shoes for better weather conditions and an ankle-high walking shoe during the winter.











Inspectors Care Program

Investment: Varies

Description:

- Being an active part of the communities that support our Inspectors is important to us. A portion of every inspection we complete is donated back into the communities we serve..
  https://abuyerschoice.com/inspectorscare

Professional Association

Investment: $49/mo. (1st month free) or $499/yr.($100 off year one)

Description:

- ABCHI Inspectors are required to be members of a professional association (i.e. InterNACHI, FABI) and maintain active membership.

Errors & Omissions and Commercial General Liability Insurance

Investment: $1500-$3000/year (approximate)

Description:

- ABCHI Inspector are required to have E&O and CGL insurance prior to going live.
- Minimum insurance coverage:
  - $1,000,000 Errors and Omissions / $1,000,000 Aggregate
  - $1,000,000 General Liability
- In the US our primary provider is EliteMGA

ABCHI Email, Web Hosting & Technical Support

Investment: $25.00/month (paid annually)

Description:

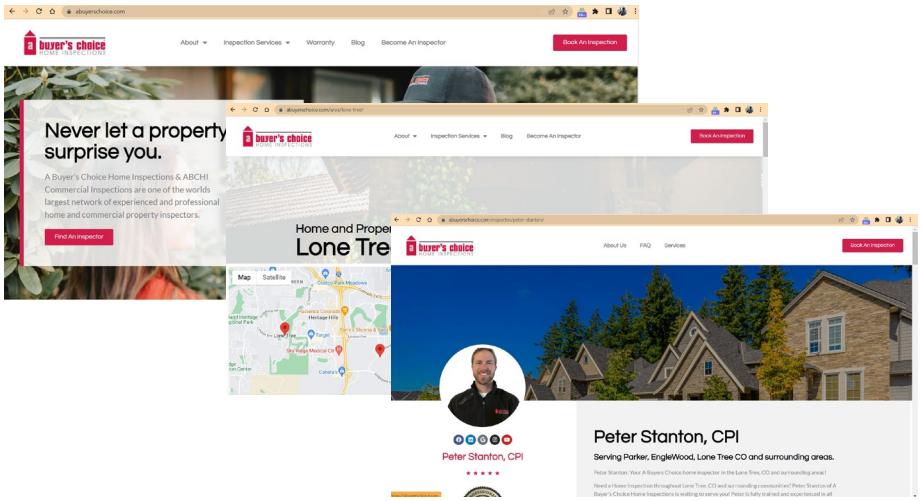
- Shortly after joining ABCHI your Email Address will be created and instructions on set up sent to you.
- Support is provided to set up your new email account on your computer and mobile devices.

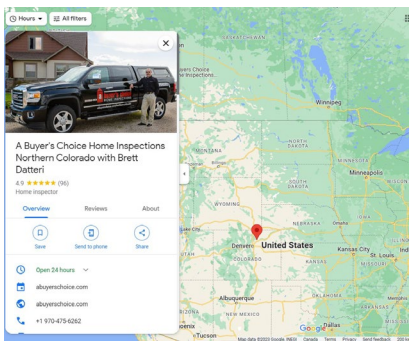
Website, Google & Social Media Profiles

Investment: Included.

Description:

- Each ABCHI Inspector receives their own website and social media profiles. Sub-Franchisees are added to their Franchise Owners website building team messaging and will receive their own social media profiles.
- ABCHI provides professionally created content for your social media profiles (posted as you) on your profiles 2x per week.
- Includes: Facebook, Instagram & Google My Business. Additional support is provided to update your LinkedIn profile if needed.





Vehicle Branding

Investment: $700 (Minimalist logo only) up to $3000 +/- (design work included)

Description:

- Inspectors provide your own **black** or **white** vehicle.
- Multiple decal designs are pre-created and provided for you to choose from.
- Flexibility is provided to add final mile creative touches to the design to fit your personality and local market.
- Upon completion of your design, full production digital files are provided to you to take to a local decal supplier in your area arrange production and install.
- Before the supplier proceeds with applying logos, they should provide you with a digital design mock-up for approval, showing the location and sizing of the logo placement on your specific vehicle model. Forward this design mock-up to your Regional Owner for review before proceeding with install.





Advanced Tools

Investment: Included.

Description:

- **FLIR THERMAL CAMERA**
  Model: C3-X
  https://www.flir.ca/products/c3-x/

- **FLIR RECEPTACLE TESTER WITH RECEPTACLE TESTER**
  Model: RT50
  https://www.flir.ca/products/rt50/

- **FLIR BALL PROBE MOISTURE METER WITH BLUETOOTH**
  Model: MR59
  https://www.flir.ca/products/mr59/

- **FLIR NON-CONTACT VOLTAGE DETECTOR + FLASHLIGHT**
  Model: VP50-2
  https://www.flir.ca/products/vp50-2/

- **FLIR EXTENSION POLE**
  Model: MR04
  https://www.flir.ca/products/mr04_extension-pole/

- **RECHARGEABLE FOCUS FLASHLIGHT WITH LASER**
  Model: 56040
  https://www.kleintools.com/catalog/lights/rechargeable-focus-flashlight-laser













Top Awards Program

Description:

- ABCHI recognizes our top performing Inspectors with status recognition each month.



Level	Monthly Gross Revenue
Bronze Club	$3,000 - $6,000
Silver Club	$6,001 - $9,000
Gold Club	$9,001 - $12,000
Platinum Club	$12,001 - $15,000
Diamond Club	$15,001 - $18,000
Diamond Elite Club	$18,001 - $21,000
President's Club	$21,001 +













