

## 3-Hour Training Structure with Hands-On Training

### Module 1: Understanding Your Business Model (20 minutes)

- **Lecture (10 min):** Full-time vs. part-time inspectors & revenue growth strategies.
- **Group Discussion (10 min):** Participants assess their own business models and set income goals.

### Module 2: The Profit and Loss Reality (20 minutes)

- **Lecture (10 min):** Breaking down profit and loss in home inspection businesses.
- **Worksheet Exercise (10 min):** Participants calculate potential profits based on their service pricing.

### Module 3: Add-On Services & Hands-On Technical Training (90 minutes)

- **Lecture (15 min):** Overview of valuable add-on services (WETT, mold, radon, air quality, pools, etc.).
- **Hands-On Training (75 min):**
  1. **Radon Testing (15 min)**
    - Demonstration of continuous radon monitors & passive test kits.
    - Hands-on practice with device placement and setup.
  2. **Air Quality Testing (30 min)**
    - Demonstration of air quality meters, VOC testers, and particle counters.
    - Participants practice using air sampling pumps and interpreting readings.
  3. **Mold Testing (10 min)**
    - Demonstration of air and surface mold sampling techniques.
    - Participants practice collecting mold swab and tape-lift samples.
  4. **Pool Inspection Overview (10 min)**
    - Visual inspection of pool components using sample photos/videos.
    - Discussion on limitations of pool inspections.
  5. **WETT Inspection Basics (10 min)**
    - Overview of fireplace & wood-burning stove inspections.
    - Discussion of insurance requirements and certification requirements.

### Module 4: Investing in Growth (20 minutes)

- **Lecture (10 min):** The importance of training, certifications, and equipment investment.
- **Q&A (10 min):** Addressing common concerns about training and equipment costs.

### Module 5: Marketing & Pricing Strategy (20 minutes)

- **Lecture (10 min):** How to effectively market add-ons (website, email campaigns, client education).
- **Activity (10 min):** Participants create a mini sales pitch for one add-on service.

### **Final Wrap-Up & Q&A (10 minutes)**

- Recap of key takeaways.
  - Open floor for final questions.
  - Provide handouts
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### **Additional Resources for Attendees**

- **Pricing calculator worksheet**
- **Profit & Loss Worksheet**