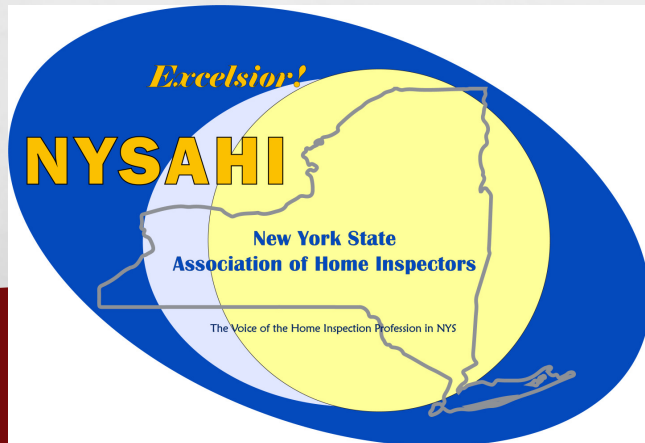


**ALERT !!!**

# **NY RADON LAW**

**WILL IT PUT YOU OUT OF BUSINESS?**



# HOME BUYERS NEED RADON TESTING

- **RADON HAS BECOME A COMMONLY RECOGNIZED HEALTH THREAT**
- **25 NYS COUNTIES ARE IDENTIFIED AS HIGH RISK FOR RADON**
- **RADON TEST HAS BECOME A STANDARD CONTINGENCY IN HOME REAL ESTATE TRANSACTIONS**

# OUR INFORMATION IS INCOMPLETE

- **THE HOME INSPECTOR PREOFSSION HAS NOT BEEN INCLUDED IN THE PROCESS**
- **HAVE ONLY SEEN A DRAFT OF A RECOMMENDATION REPORT FOR THE LAW**
- **PUBLIC INFORMATION REGARDING RADON LAW DEVELOPMENT IS MINIMAL**
- **WE HAVE ONLY SEEN SIMILAR LAWS FROM SIMILAR PROCESSES IN OTHER STATES**
- **THIS IS THE BEST WE CAN FIGURE OUT FROM ACCESSIBLE INFORMATION (AND IT DOES NOT LOOK GOOD!)**
- **THUS, SOME INFOMRATION HERE MAY NOT BE ULTIMATELY ACCURATE**
- **HOPEFULLY, SOME OF OUR COMPLAINTS HAVE FILTERED INTO THE PROCESS TO EFFECT CHANGE ALREADY**

# HOME BUYERS NEED HOME INSPECTION

- HOME INSPECTION IS ESSENTIAL FOR CONSUMER PROTECTION
- HOME INSPECTION PROFESSION WAS CREATED BY NEW YORK STATE
- NYS LICENSED HOME INSPECTION IS AN ACCEPTED STANDARD FOR DUE DILIGENCE
- PROFESSIONALLY DOCUMENTED BASIS FOR NEGOTIATION
- COMMON SALE CONTINGENCY

# HOME BUYERS WANT ONE-STOP-SHOPPING

- HOME BUYERS, ESPECIALLY NEW HOME BUYERS, BURIED IN PAPERWORK AND REQUIREMENTS
- HOME BUYERS LOOK FOR THE EASIEST PATH
- FULL SERVICE HOME INSPECTION WITH TYPICAL TESTING (INCLUDING RADON) IS STRONGLY PREFERRED

# HOME INSPECTORS NEED TO OFFER RADON TESTING SERVICES TO BE COMPETITIVE

- **RADON TESTING IN AREAS OF HIGHER RISK HAS BECOME A STANDARD CONTINGENCY IN A HOME SALE**
- **HOME INSPECTORS MUST OFFER RADON TESTING TO REMAIN COMPETITIVE**
- **LACK OF FULL SERVICE OFFERINGS PUTS HI BUSINESS AT A SUBSTANTIAL DISADVANTAGE**



# **NYS LEGISLATION CREATED THE RADON ADVISORY COMMITTEE**

- **STARTED IN 2019**
- **COVID DELAYS**
- **COMMITTEE REPORT OUTPUT REQUIRED BY YEAR-END 2022 – NEXT MONTH**
- **COMMITTEE ACTIVITY NOT WELL ADVERTISED TO STAKEHOLDERS OR PUBLIC**
- **PUBLICLY AVAILABLE MEETING MINUTES LACK IMPORTANT DETAIL – LITTLE INFO FOR THE PUBLIC**
- **MEETING MINUTES HAVE NOT BEEN POSTED IN A TIMELY MANNER**

# **HOME INSPECTORS ARE INVOLVED IN MOST RADON TESTING FOR RESIDENTIAL SALES**

- **LICENSED HOME INSPECTORS EVALUATE HOMES FROM SINGLE-FAMILY TO FOUR RESIDENTIAL UNITS.**
- **HI REGULARLY CONDUCT SHORT-TERM RADON TESTING FOR THE HOMES THAT THEY INSPECT**
- **LICENSED HOME INSPECTORS ARE CLEARLY A STAKEHOLDER IN ANY PROPOSED RADON LEGISLATION**



# **HOME INSPECTORS ARE NOT REPRESENTED ON THE RADON ADVISORY COMMITTEE**

- **THE PRESIDENT OF NYSAHI HAD BEEN CONTACTED BY A COMMITTEE MEMBER REGARDING PARTICIPATION ON THE COMMITTEE**
- **THERE WAS NO FOLLOW-UP DESPITE HIS INDICATION OF WILLINGNESS TO SERVE ON THE COMMITTEE**
- **THE ACTIVITIES OF THE COMMITTEE COMMENCED WITHOUT REQUESTING ANY INPUT FROM OR HAVING REPRESENTATION OF NEW YORK STATE HOME INSPECTORS – A PRIMARY STAKEHOLDER!**
- **FAILURE TO INCLUDE LICENSED HOME INSPECTOR REPRESENTATION IS DISRESPECTFUL BY THE STATE TO THE PROFESSION IT CREATED FOR CONSUMER PROTECTION**

# **THE RAC HAS A PREPONDERANCE OF RADON MITIGATOR REPRESENTATION**

- **2 MEMBERS REPRESENTING MITIGATION CONCERNS**
- **NO OTHER NON-AGENCY PROFESSIONALS INVOLVED**
- **VACANT SEAT ON COMMITTEE REMAINS UNFILLED**
- **NO REAL ESTATE REPRESENTATION**
- **NO HOME INSPECTOR REPRESENTATION**
- **STATE AGENCIES ARE HEARING ONLY FROM THOSE THAT REPRESENT RADON (MITIGATION) COMMERCE**

# **RAC IS FINALIZING NYS RADON LAW WITHOUT DIRECT INPUT FROM INDEPENDENT HOME INSPECTORS**

- **INDEPENDENT HOME INSPECTOR BUSINESS MODEL NOT CONSIDERED**
- **MOST IHI ARE NOT INVOLVED IN MITIGATION**
- **ONLY THE NEEDS FOR BUSINESS DEVELOPMENT OF RADON COMPANIES (MITIGATORS) ARE HEARD**
- **COMMITTEE FINDINGS AND FINAL DRAFT REPORT REMAIN INCOMPLETE AND NOT PUBLIC**
- **COMMITTEE MINUTES NOT POSTED BY NYSDOH SINCE JUNE '22**
- **NYSAHI HAS MET TWICE WITH ASSEMBLY REP LUPARDO/STAFF (BILL SPONSOR) TO EXPRESS CONCERN – A VERSION OF THIS PRESENTATION WAS USED TO LAY OUT THE THREAT TO CONSUMERS AND IHI**
- **HI REPRESENTATION ON COMMITTEE REQUESTED - NOTHING**

# **EXPECT OUTCOME SIMILAR TO OTHER STATES**

- **DIRECTION OF RECOMMENDATIONS SEEMS TO LEAD TO RECENT NEW JERSEY TYPE REGULATION**
- **THAT REGULATION COULD BE VERY DAMAGING TO INDEPENDENT HOME INSPECTOR BUSINESSES**
- **REPORT OF MAJOR RADON LAB WITHDRAWING FROM NJ DUE TO BURDEN/COST**

# NEW JERSEY

- **MUST BE LICENSED AS BOTH RADON TESTING COMPANY & RADON TESTING SPECIALIST**
  - **WE HAVE HEARD INFORMALLY THAT INDIVIDUAL HI MAY NOT BE REQUIRED TO LICENSE AS A COMPANY -**
- **APPLICATION PROCESS FOR EACH**
- **COSTLY INITIAL TRAINING**
- **COSTLY CERTIFICATION AND LICENSING**
- **ALL ASPECTS CONTROLLED BY AARST (CONTROLLED BY RADON MITIGATION BUSINESS COMPETITOR FOR HOME INSPECTIONS)**
- **COSTLY CONTINUING EDUCATION**
- **LICENSE RENEWAL AND FEES FOR EACH**
- **SUBSTANTIAL QA/QC (QUALITY ASSSURANCE & CONTROL) REPORTING REQUIREMENTS**

# **PROGRAM SIZED FOR A RADON COMPANY**

- **16 HOUR INITIAL TRAINING AND CONTINUING EDUCATION IS GEARED FOR A RADON BUSINESS AND NOT A HOME INSPECTION BUSINESS**
- **TRAINING INCLUDES TESTING OF SCHOOLS, DAY CARES, LARGE APARTMENT BUILDINGS ETC.**
- **TRAINING INCLUDES EVERY TYPE OF TEST DEVICE ALONG WITH QA/QC, LIMITATIONS, ETC.**
- **TRAINING DOES NOT FOCUS ON THE SIMPLE DEVICES MOST OFTEN USED BY INDEPENDENT HOME INSPECTORS IN CLOSE COOPERATION WITH THEIR ELAP CERTIFIED LABORATORIES**
- **UNNEEDED REQUIREMENTS FOR TRAINING ESTABLISHED BY AARST ADD UNNECESSARY COST AND TIME THAT WILL BE A LARGE BURDEN ON INDEPENDENT HOME INSPECTOR SMALL BUSINESSES**



# **PROPOSAL FOR HI CE CREDIT FOR RADON TRAINING**

- **RAC RECOMMENDS THAT HOME INSPECTORS RECEIVE NYS APPROVED HI CONTINUING EDUCATION CREDIT FOR NRSB (NATIONAL RADON SAFETY BOARD) APPROVED RADON TRAINING**
- **TWO-YEAR 24 CREDIT HOUR HI LICENSE RENEWAL REQUIREMENT IS ALREADY VERY THIN**
- **PROPOSED INITIAL RADON TESTER TRAINING ALONE IS 16 CREDIT HOURS**
- **ANNUAL MINIMUM RADON CERTIFICATION CE REQUIREMENT IS 8 CREDIT HOURS**
- **RADON BUSINESSES WILL BE ABLE TO GET HOME INSPECTOR LICENSE RENEWALS WITHOUT ANY HOME INSPECTOR CE TRAINING – THEY ARE LIKELY TO BE POORLY PREPARED TO CONDUCT HOME INSPECTIONS**
- **HOME INSPECTORS WILL BE ABLE TO MEET RELICENSING CE REQUIREMENTS WITH LITTLE HI CE TRAINING**
- **THE QUALITY AND RELIABILITY OF HOME INSPECTION IS LIKELY TO BE SUBSTANTIALLY REDUCED**

# **BURDEN OF REGULATION TOO MUCH FOR INDEPENDENT HOME INSPECTORS**

- **INITIAL TRAINING TIME AND COST**
- **ANNUAL CE TRAINING TIME AND COST**
- **INITIAL LICENSING AND REQUIRED APPLICATIONS**
- **RADON ASSOCIATION MEMBERSHIP DUES**
- **REPORTING REQUIREMENTS**
- **QA/QC REQUIREMENTS DESIGNED BY RADON BUSINESSES FOR RADON BUSINESS**

# IHI BUSINESSES WILL INCUR NEW COSTS

- **COST FOR 16 HOUR RADON MEASUREMENT TRAINING (\$198 - SPRUCE 2022)**
- **FROM NRPP (AARST) CANDIDATE HANDBOOK:**
  - **RADON MEASUREMENT PROFESSIONAL (S) STANDARD/PASSIVE DEVICES**
    - **EXAM \$100**
    - **INITIAL CERTIFICATION \$210**
    - **CERTIFICATION RENEWAL \$220**
- **CE (16 CREDITS/ 2 YEARS) (\$30-80 – SPRUCE 2022) FIGURE \$55 X 16 = \$880**
- **AARST RADON PROFESSIONAL ORGANIZATION MEMBERSHIP = \$199/YR (UP TO 30% DISCOUNT FOR LARGE COMPANY (MITIGATOR) MEMBERSHIPS)**
- **NYS LICENSE \$ ??**
- **MITIGATOR DRIVEN (NOT RIGHT-SIZED FOR IHI): COST OF QA/QC COMPLIANCE - COST OF REPORTING - COST OF OSHA EXPOSURE TRACKING \$\$\$ ???**

# IHI BUSINESSES SUBJECT TO COMPETITORS

- **ANYONE CAN FILE A COMPLAINT WITH NRPP (AARST)**
- **NRPP (YOUR COMPETITORS) DECIDE IF COMPLAINT IS ACTIONABLE**
- **NRPP COMPLAINT INVESTIGATION CAN CHARGE CERTIFICANT FEES TO INVESTIGATE/ADMINISTRER**
- “AUDITS: CURRENT ESTIMATES FOR AUDITS OF A QUALITY ASSURANCE PLAN AND ONE MONTH OF QUALITY CONTROL RECORDS: \$200 (OR \$40 PER HOUR). THIS FEE IS REPEATED FOR EACH ADDITIONAL MONTH ASSOCIATED WITH AN AUDIT OR PRORATED TO A LESSER MONTHLY AMOUNT WHEN REVIEW OF QUALITY CONTROL EVIDENCE IS MINIMAL. ... HOURLY RATES SHOULD BE EXPECTED TO BE HIGHER FOR SERVICES PROVIDED BY SENIOR STAFF AND HIRED CONSULTANTS (E.G., \$75 TO \$250 PER HOUR) “
- **NRPP CAN PENALIZE YOU OR PUT YOU OUT OF THE RADON (AND HI) BUSINESS**
- “PUNITIVE PENALTY FEES: DEPENDENT UPON THE JUDGMENT OF THE CERTIFICATION MANAGEMENT COMMITTEE, PENALTY FEES CAN BE ASSESSED FOR UP TO \$3500 “ OR DECERTIFY YOU. DO PENALTIES GO TO AARST???
- **NRPP CAN PUT YOU OUT OF THE RADON (AND HI) BUSINESS FOR COMPLAINING ABOUT THEM – HUSH CLAUSE**
- “I SHALL DO NOTHING TO UNDERMINE, DETRACT FROM, OR OTHERWISE CAUSE TO DEVELOP ANY DAMAGING ASSOCIATIONS WITH RESPECT TO THIS CREDENTIAL. I ACCEPT THAT ANY ACTIVITY ON MY PART THAT WILL CAUSE THIS CREDENTIAL ANY MANNER AS TO BRING NRPP INTO DISREPUTE, AND NOT TO MAKE ANY STATEMENT REGARDING THE CERTIFICATION WHICH NRPP CONSIDERS MISLEADING OR UNAUTHORIZED. MOREOVER, I ACCEPT THAT SUCH ACTIONS FOR WHICH I MIGHT BE RESPONSIBLE COULD RESULT IN THE REVOCATION OF MY CREDENTIAL.

# **WOW !!!**

- **THE DRAFT REPORT PLAN IS TO GIVE NYS CONTROL OF RADON TESTING TO AARST**
- **CAN YOU SAY “FOX IN THE HEN HOUSE?”**
- **IS IT RIGHT THAT HOME INSPECTORS BECOME SUBJECT TO THEIR COMPETITORS?**
- **IS IT RIGHT FOR NYS TO YIELD CONTROL OF THEIR STATEWIDE PROGRAM TO A PRIVATE RADON MITIGATOR PROFESSIONAL ORGANIZATION THAT STANDS TO VASTLY BENEFIT?**



# MORE TRAINING AND BETTER TESTING IS GOOD

- **NYSAHI RECOGNIZES THE NEED TO PROTECT THE PUBLIC BY REGULATION OF RADON TESTING AND MITIGATION**
- **GOOD HOME INSPECTORS WELCOME APPROPRIATE STANDARDS, TRAINING AND REGULATION**
- **IF IT IS APPROPRIATE AND AFFORDABLE**





# **PROGRAM MUST BE RIGHT-SIZED TO INCLUDE INDEPENDENT HOME INSPECTORS**

- **THE REGULATIONS SHOULD BE RIGHT-SIZED TO PROVIDE CONSUMER PROTECTION WITHOUT PUTTING IHI OUT OF BUSINESS.**
- **IHI ARE AN EXISTING AND APPROPRIATE FIRST LINE OF TESTING FOR RESIDENTIAL PROPERTIES**
- **LAW/REGULATION NEEDS TO BE MULTI-LEVEL TO MATCH HI LAW**
  - **RESIDENTIAL UP TO 4 UNITS (FOR IHI)**
  - **UNLIMITED (FOR A RADON TESTING/MITIGATION BUSINESS)**

# **WITHOUT RIGHT-SIZED RADON TESTING REGULATION – INDEPENDENT HI MAY BE PUT OUT OF BUSINESS**

- **THIS MAY BE THE INTENT OF THE RADON MITIGATION BUSINESS ENTITIES DRIVING THE DEVELOPMENT OF RADON LAW AND REGULATION ACROSS THE COUNTRY**
- **THIS EFFORT BY AARST IS BEING COOKIE-CUTTERED NATIONWIDE**
- **THEY STAND TO BENEFIT HUGELY IF THEY CAN DISPLACE IHI**

# **MITIGATION COMPANIES BENEFIT WHEN THEY ARE THE HOME INSPECTOR**

- **IF THEY HAVE A HOME INSPECTION FUNCTION THEY WILL OFFER DESIREABLE ONE-STOP SHOPPING**
- **PERFORMING INITIAL TEST DURING A HOME INSPECTION THEY ARE LIKELY TO BE SELECTED AS MITIGATOR**
- **MITIGATION CAN BE VERY PROFITABLE**
- **THE FOCUS OF A RADON BUSINESS IS NOT LIKELY TO BE QUALITY HOME INSPECTION**
- **CONSUMER PROTECTION MAY BE JEOPARDIZED**

# INDEPENDENT HI CAN'T COMPETE WITH MITIGATION COMPANY

- IF FORCED OUT OF RADON TESTING IHI IS NO LONGER COMPETITIVE ONE-STOP SERVICE

# **NO PROVISION FOR PROTECTION OF PUBLIC FROM MITIGATOR CONFLICT OF INTEREST**

- **CURRENT DIRECTION OF COMMITTEE IS TO INCLUDE ETHICS PROVISIONS AND SOME LEVEL OF FOLLOW-UP TESTING OF PERCENTAGE OF INSTALLATIONS (HOW?)**
- **THESE WILL ONLY STOP THE ETHICAL**
- **NEED SEPARATION OF TESTING AND MITIGATION TO PREVENT CONFLICT OF INTEREST/FRAUD**
- **LIKE HOME INSPECTION, MOLD, ASBESTOS – CLEAR SEPARATION/RESTRICTIONS**

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TOP ^

Mold Program

SECTIONS

Overview

Compliance

Licensing

Home Inspections and Assessment Licensing

Licensed Mold Assessor and Mold Remediator Contractors

Training

Documents

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Overview

The Mold Program is responsible for enforcing Article 32 of the New York State Labor Law, establishes licensing requirements and minimum work standards for professionals engaged in mold assessment and remediation. There are three main components to the new law:

- 1. Training:** The Mold Program will protect consumers by requiring contractors to obtain appropriate training prior to being licensed to perform mold assessment, remediation or abatement services.
- 2. Licensing:** Contractors will not be allowed to advertise or perform covered work without the required license, with limited exceptions such as home or business owners performing work on their own properties.
- 3. Minimum Work Standards:** The Mold Program also establishes new minimum work standards for mold assessments and remediation activities by licensed professionals, including:
  - Protection against fraud by prohibiting the performance of both the assessment and remediation on the same property by the same individual;
  - Protection against fraud by requiring an independent mold assessment to define the scope of the remediation work;
  - Identification of disinfectant products, consistent with U.S. Environmental Protection Agency standards;
  - Provision of personal protection equipment to employees, as necessary;
  - Posted notice of the project and the contractor's licenses; and
  - Completion of a post-remediation assessment.

What's Related

EXAMPLE →



# **NEEDS OF INDEPENDENT HI MINIMAL**

- **USUALLY USE SIMPLE PASSIVE DEVICES WITH MOST QA/QC FUNCTIONS/REPORTING DONE BY THE LAB**
- **NEED TRAINING FOR PUBLIC INFORMATION**
- **NEED TO BE TRAINED FOR PLACEMENT OF SIMPLE DEVICES USED**
- **NEED TRAINING TO UNDERSTAND FACTORS THAT EFFECT RADON TESTS (WIND, RAIN, STACK EFFECT..)**
- **ONLY NEED TO BE TRAINED TO TEST 1-4 RESIDENTIAL UNITS WITH SHORT TERM TESTS**
- **NO OSHA REPORTING/TRAINING NEEDED FOR IHI (NO EMPLOYEES)**

# **SINGLE SIMPLE TESTING METHOD**

- **WE ONLY NEED TO BE TRAINED AND CERTIFIED FOR THE THINGS WE USE: LS, RADALINK, ...**
- **PASSIVE DEVICES ONLY**
- **THESE PROVIDE LAB CERTIFIED RESULTS REQUIRING LITTLE OR NO INTERPRETATION**

# RIGHT-SIZED TRAINING/TESTING

- **REDUCE INITIAL TRAINING AND CE TO WHAT APPLIES TO IHI & THE SIMPLE DEVICES THEY USE**
- **FOCUS IHI RADON CERTIFICATION TESTING ON WHAT WE ACTUALLY DO**
- **FOCUS CE ON WHAT WE ACTUALLY DO**
- **REDUCE THE TIME & COST OF TRAINING AND CE**

# **RIGHT-SIZED CERTIFICATION**

- **IHI SHOULD NOT HAVE TO MEET THE SAME REQUIREMENTS AS FOR THOSE SUPERVISING THE WORK OF OTHERS – DOES NOT APPLY**
- **TRAINING AND CERTIFICATION SHOULD BE FOR DEVICES ACTUALLY USED ONLY**

# **RIGHT-SIZED RECORDS & REPORTING**

- **MANDATORY STATE MEASUREMENT REPORTING VIA THE CERTIFIED LABS WE USE SHOULD CONTINUE**
- **RECORDKEEPING SHOULD BE SIMPLIFIED AND STRUCTURED FOR THE SIMPLE DEVICES WE USE.**

# **RIGHT-SIZED QA/QC REQUIREMENTS**

- **PARTNER WITH THE ELAP CERTIFIED LABS THAT PREPARE/CALIBRATE OUR SIMPLE DEVICES**
- **DOVETAIL PARTNERSHIP WITH THE LAB CAN REDUCE THE BURDEN OF QA/QC TO A BARE MINIMUM**
- **WE CAN WORK WITH THE LABS TO DEFINE A DOVETAIL PROTOCOL FOR EACH TYPE OF DEVICE**



# **RIGHT-SIZED LICENSING**

- **IHI RADON CERTIFICATION SHOULD BE WITHIN THE SCOPE OF OUR HOME INSPECTOR LICENSE**
- **NO ADDITIONAL LICENSING SHOULD BE REQUIRED**
- **A SIMPLE RIGHT-SIZED PROGRAM SHOULD BE ADMINISTERED UNDER NYS DEPT OF STATE**
- **DEPT OF HEALTH SHOULD PROVIDE SUPPORT AND TECHNICAL SERVICES**
- **WE CAN WORK WITH THE DEPARTMENTS TO DEVELOP THIS PROGRAM**

# RIGHT-SIZED CE REQUIREMENTS

- **ONLY A MAXIMUM OF 4 NYS HI CE CREDITS FOR RADON SHOULD BE ACCEPTED EVERY 2 YEARS**
- **8 HRS PER YEAR OF RADON CE FOR SIMPLE IHI TESTING IS EXCESSIVE (MAYBE 2-4?)**
- **MORE WOULD DILUTE ALREADY MINIMAL HOME INSPECTION CONTINUING EDUCATION**
- **MORE WOULD LEAD TO RADON MITIGATION HI LACKING ANY ONGOING HI TRAINING**
- **CE PROGRAM MUST LOOK TO KEEP INSPECTORS TRAINED FOR CONSUMER PROTECTION**

# CONTROL BY AARST IS A BIG THREAT

- NYS NEEDS TO RECOGNIZE THAT AARST AND THE OTHER ORGANIZATIONS THAT MAY BE GIVEN CONTROL UNDER ITS REGULATIONS ARE ORGANIZED FOR AND RUN BY RADON MITIGATION BUSINESSES THAT ARE NATURAL COMPETITORS WITH INDEPENDENT HOME INSPECTORS
- THIS WILL CAUSE UNFAIR COMPETITIVE ADVANTAGE AND THREATEN OUR SMALL IHI BUSINESSES

# ACT NOW TO STAY IN BUSINESS!!!

- **SUPPORT NYSAHI WITH YOUR MEMBERSHIP (NYSAHI.COM – JOIN NYSAHI)**
- **BE PREPARED TO RESPOND TO COMING NYSDOH PUBLIC COMMENT PERIOD (30 DAYS ONLY)**
  - **WE WILL GIVE YOU NOTICE AND THE TOOLS TO FACILITATE YOUR RESPONSE**
- **CONTACT YOUR NEW YORK STATE LEGISLATIVE REPRESENTATIVES TO EXPRESS YOUR CONCERNS**
- **EDUCATE THE REAL ESTATE COMMUNITY TO THE POTENTIAL NEGATIVE IMPACTS AND INCREASED COST OF HOME SALES THAT MAY RESULT FROM THE EXPANDED REGULATION AND MITIGATOR CONTROL**
- **BRING UP THE CONSUMER PROTECTION ISSUES IN PUBLIC VENUES**
- **FIND OPPORTUNITIES FOR MEDIA PRESENTATIONS AND NEWS ARTICLES**

# **CURRENT PATH:**

- **INDEPENDENT HOME INSPECTORS DISPLACED BY MITIGATION/HI COMPANIES**
- **MITIGATORS, TEST, MITIGATE AND FINAL TEST THEIR OWN WORK...OBVIOUS CONFLICT OF INTEREST!!!**
- **INCREASED COST TO ALL (ONLY MITIGATORS COME OUT AHEAD)**
- **POORER INSPECTIONS THROUGH LACK OF FOCUS ON HOME INSPECTION**
- **REDUCED CONSUMER PROTECTION – PERFECT OPPORTUNITY FOR FRAUD**

# **LET US IN TO BE A PART OF DEVELOPMENT**

- **WE ARE PRIMARY STAKEHOLDERS !!!**
- **GIVE US OUR RIGHTFUL PLACE AT THE RAC TABLE**
- **AUTHORIZE ADVISORY COMMITTEE EXTENSION TO ADDRESS THESE IMPORTANT ISSUES**
- **LET US WORK WITH NYSDOS & DOH TO DEVELOP RIGHT-SIZED IHI CREDENTIALING**
- **LET US WORK WITH CERTIFIED LABS TO DEVELOP DOVETAIL PARTNERSHIPS WITH SIMPLE “CANNED” TESTING AND SHARED QA/QC**

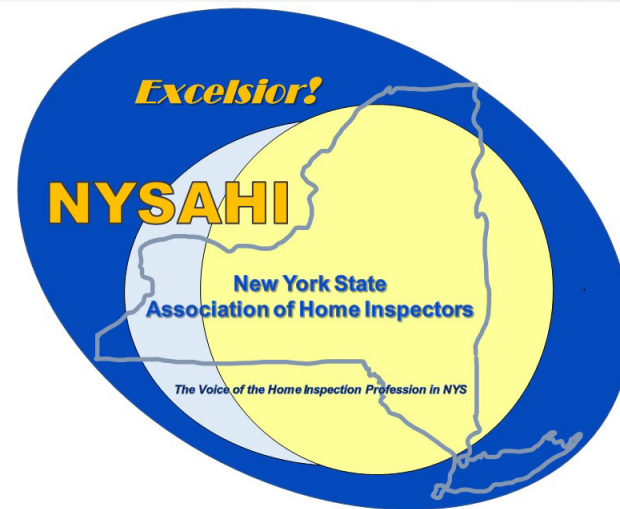


**DON'T GET BLIND-SIDED !!!**

**STAND UP & BE COUNTED -**  
**PROTECT YOUR BUSINESS**

# **NYSAHI WORKS TO PROTECT YOUR INTERESTS**

- **GOVERNMENT WATCHDOG**
- **STATE-WIDE TREND MONITORING**
- **HEADS-UP BULLETINS AND ALERTS**
- **REPRESENTATIVES TO ALBANY**
- **STRICTLY NON-PROFIT ORGANIZATION**



# THANKS FOR YOUR ATTENTION

- **CONTACT US WITH QUESTIONS/CONCERNS**
- **[HTTP://NYSAHI.COM](http://nysahi.com) “CONTACT US”**

