



FRANCHISE INSIGHT





OUR DIFFERENCE

When HomeTeam Inspection Service was founded in 1992, our Founder identified a critical gap in the market: homebuyers and real estate agents needed professional home inspections that were not only reliable but also delivered in a timely manner. Rather than waiting over a week for a substandard inspection, our clients wanted a service with professional inspectors who could be available within 48 hours.

Our first location in Cincinnati, Ohio, set a new standard by introducing a team-based approach to inspections. By leveraging a multi-inspector model and elevating the professionalism of our service, HomeTeam quickly distinguished itself from other home inspection companies. Traditionally, an inspection could take up to four hours with a single inspector. However, by assigning two inspectors to each job, HomeTeam can complete the process in half the time, significantly improving efficiency. This model allows us to offer more appointments each day, making us more accessible to real estate agents and clients.

At HomeTeam, one of our primary goals is to provide the highest level of customer service and an exceptional customer experience. We pride ourselves on delivering not just high-quality home inspections, but also a smooth and efficient process for real estate agents and homebuyers alike. On average, our inspections take less than 90 minutes to complete, and we maintain a 48-hour availability window. Following the inspection, we provide a detailed, narrative-style report summarizing our findings in a way that is easy to understand.

More than 30 years later, with over 200 franchise locations nationwide, HomeTeam remains committed to helping people make one of the most important investments of their lives—purchasing a home. We ensure that our clients are well-informed about the property they are buying, while also making sure their families feel safe and confident in their new homes.

Starting your own home inspection business with HomeTeam is straightforward. There's no need to reinvent the wheel; with our proven model, we help you build a lasting, successful business that grows with you, allowing you to start generating revenue quickly. At HomeTeam, we are committed to supporting our franchise owners in delivering the highest level of service and satisfaction to their customers.



OWN YOUR **BUSINESS** OWN YOUR **LIFE**

Company Profile: As the only model in the industry specifically designed for growth, HomeTeam is the professional leader in premium home inspection services for both residential and commercial properties. Our unique team approach and advanced reporting software allows us to give a faster, more accurate inspection than your average home inspector. We're trusted to protect homebuyers, home sellers, and real estate professionals across the nation. We stand by our promise to deliver a professional inspection every time.

Location: We encourage our new franchisees to start this business from the comfort of their own home. There's no need for high-rent retail or office space.

Key Advantages to Franchisee: HomeTeam's TEAM concept and premium brand will help jump start your success. With a constantly changing real estate market, HomeTeam is well positioned to continue current yearly revenue growth patterns that blow away other home inspection franchise platforms. Our professional service is more in-demand now than any other traditional "lower end" home inspector – Not to mention REALTORS®, Keller Williams agents, and the Berkshire Hathaway HomeServices network professionals trust us. A new HomeTeam franchise allows you to buy into a proven model with a low investment, unmatched support, protected territory, and more time for your family and yourself.

Areas Available: Territories are rapidly being secured throughout the United States. Consult with Franchise Development regarding the latest information on territory availability.

Franchise Territories: Over 200 in the U.S. and Canada.

Business Quantifiers: Our unique TEAM approach provides our franchise partners with multiple high-profit revenue streams through additional services such as radon, pest, mold, water quality and many more.



Training/Support: Average 120 days to open, superior training utilizing individualized coaching and mentorship from our Business Coaching department, industry experts, continual phone support, industry-leading software solutions, prominent web-presence, intranet site, superior brand image, marketing support, advisory council, experienced vendors and affiliates, and dynamic annual convention. You will be confident that you can run this business when your doors open.

Specific Experience Requirements: A motivated self-starter with leadership capabilities and very strong interpersonal communication skills. Must be able to network and build relationships with other real estate professionals. No real estate experience required to be a success... In fact, the vast majority of our franchise owners have not had any experience with real estate.

Royalties: A tiered royalty structure geared towards making sure you keep more of your money.

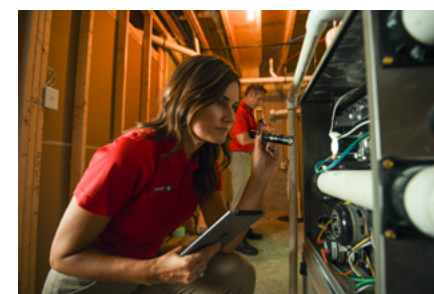
6% on the first
\$500,000 in
Annual
Gross Sales

5.5% on \$500,001
to \$750,000 in
Annual Gross
Sales

5% on \$750,001
to \$1,000,000
in Annual Gross
Sales

4% on all
Annual Gross
Sales \$1,000,001
and over

Franchise Fees: \$45,000 - \$65,000 | **Total Investment:** \$65,100 - \$91,800





START-UP

STEP 01

BUSINESS SETUP

When you join HomeTeam, one of the first steps is establishing your new business entity tailored to your franchise. We're here to guide you through this process, ensuring that your business is set up correctly and in the most beneficial way for your future success. From the beginning, we're committed to help you start off on the right foot.

STEP 02

LICENSING

Each state has its own requirements when it comes to home inspection licensing. Whether your state mandates licensure or not, HomeTeam requires specific certifications to operate a franchise. We'll cover the cost of any state-required licensure and national certification, ensuring you meet all necessary qualifications. With these credentials and additional training, you'll be fully prepared to operate your business confidently and provide peace of mind to the homeowners you serve.

STEP 03

FIELD TRAINING

Licensing is just the beginning. We want to ensure that you're not only qualified but fully equipped to thrive. That's why we've established premier training locations across the country. These certified training sites, operated by seasons franchise owners, offer a hands-on experience where you'll learn the ins and outs of the business. You'll spend time in the field with experience inspectors and owners, gaining practical knowledge and confidence before your official launch.

STEP 04

LAUNCH

This is the moment you've been working toward! With our support every step of the way, you'll be ready to bring your new business to life. You'll end your franchise startup process in our home office in Cincinnati, Ohio. Each franchise owner spends a week with us, right before they launch, to ensure that you are prepared for all aspects of your business. While you're launching your business, you're never on your own – we're here to guide and support you long after the doors open. Our Coaching Department will provide ongoing mentorship tailored to your needs and will continue to work with you to ensure that your launch and business ownership experience is a success.



OUR SERVICES



We move fast because of our team approach. Unique to home inspection companies, HomeTeam brings a team of inspectors onsite. Each team member focuses on his or her area of expertise, which keeps us efficient and saves you time.

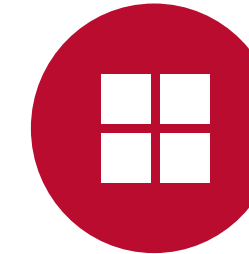
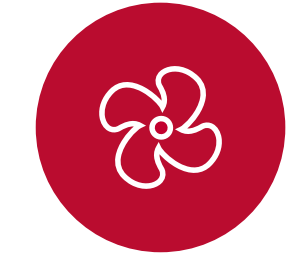
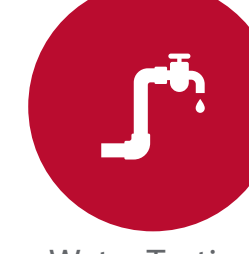


We are on schedule, we educate and we're here to serve. We've worked hard to establish our proven reputation with REALTORS®, homebuyers and home-sellers alike, and we stand by our promise to provide a professional inspection every time.



We apply a systematic approach to home inspections and provide detailed reports utilizing our advanced cloud-based software. Homebuyers receive a narrative style report that is non-alarming, and complete with photos of the home.

HomeTeam owners increase margins with high-demand ancillary services. These 'additional' services offer buyers the options they prefer, and can be coordinated with the whole house inspection, or sold as stand-alone or bundled services.

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|--|---|---|---|--|
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Asbestos | 
Commercial | 
Defective Drywall | 
Four Point Inspections | 
Indoor Air Quality |
| 
Infrared | 
Lead Testing | 
Manufactured Homes | 
Mold Testing | 
New Construction |
| 
Pest Inspection | 
Pool & Spa | 
Pre-Listing | 
Radon Testing | 
Septic System Evaluations |
| 
Sewer Scope | 
Sprinkler | 
Storm Damage Assessments | 
Water Testing | 
Wind Mitigation |

START-UP PACKAGE

EQUIPMENT & TOOLS

- | | |
|--|---|
| ✓ Moisture Meter | ✓ ToughBuilt - 12" Tool Bag |
| ✓ CO Meter | ✓ Pocket in-Duct Thermometer |
| ✓ Rechargeable High Lumen Flashlight | ✓ Little Giant Ladder |
| ✓ GFCi Outlet Receptacle Tester | ✓ IR Thermometer |
| ✓ Reusable Shoe Covers | ✓ Liquid Filled Water Pressure Test Gauge |
| ✓ Magnetic Pickup Tool & Inspection Mirror | ✓ Voltage Tester |
| ✓ Bathtub Stopper Drain Cover | ✓ SKIL Rechargeable 4V Cordless Screwdriver |
| ✓ Microwave Diagnostic Tool | ✓ 2 Prong to 3 Prong Outlet Adapter |
| ✓ High Lumen Pen Flashlight | |



BUSINESS BOOKS

- Go Giver
- Start With Why
- The One Thing
- Extreme Ownership
- The One Thing Planner



VEHICLE BRANDING

Each vehicle wrap is the same design and is custom made to fit your desired vehicle. It is Highly recommended to have a vehicle that is 2- 3 years old or less with no damage or paint issues (rust) for the wrap to adhere. Each new franchise owner receives a \$2,500 allowance for their vehicle wrap. Any costs exceeding this amount will be the responsibility of the franchise owner. HomeTeam Inspection Service will assist in coordinating and managing the vehicle wrap process to ensure a smooth experience.

APPAREL & PROMOTIONAL ITEMS

Branded apparel is a key representation of our brand. HomeTeam employees wear red, white, or grey polos with khaki pants, making first impression. In a customer-facing business, this visible reflection of our brand highlights our professionalism. For HomeTeam, this professionalism, shown through our branded apparel and vehicles, sets us apart in the industry.



MARKETING COLLATERAL

HomeTeam Inspection Service boasts a dedicated corporate marketing team ready to fulfill all your marketing needs. From creating customized marketing materials to providing branded collateral, our team ensures you have the tools to effectively promote your business. With a wide range of marketing solutions available for purchase, HomeTeam makes it easy to maintain a consistent and professional brand image.

PROVIDED TECHNOLOGY



11-inch iPad Pro Wi-Fi + Cellular

AppleCare+ for iPad Pro

iPad Mini Wi-Fi + Cellular

AppleCare+ for iPad Mini

DIGITAL MARKETING PACKAGE



Baseline
SEO website
creation and
management



Local directory
listings
syndication



Social media
page creation and
management (Facebook,
Instagram, and Google
Business Profile)



Social media
content creation
& strategy



Review
solicitation



Reputation
management



FRONT OFFICE SUPPORT

Our dedicated team ensures smooth operations and exceptional service from 8:00 AM to 5:00 PM, Monday through Friday. From scheduling inspections and upselling ancillary services to managing day-to-day tasks and building rapport with clients, we handle it all with professionalism and care. Many franchise owners have realized the extreme value that this optional service provides their business operations.

- ☒ Local Business Representation

☒ Branding and Building Rapport with Agent and Home Buyer

☒ Manage Day-to-Day Operations

☒ Schedule Inspections

☒ Submit Inspections Booked with Online Scheduler and My HomeTeam App

☒ Upsell Ancillary Services

☒ Coordination for Access, Ancillary Service, Schedule Changes and Service Changes

☒ Inspection Agreement Calls to Ensure Signature Prior to Inspection

☒ Communicate Same Day Schedule Changes to Inspector
- ☒ Return Missed Calls and Respond to Voicemail Messages

☒ Follow-Up Calls for Unscheduled Orders

☒ Forward Call Back Requests and Concerns to Owner / Manager / Inspector

☒ Administrative Tasks

☒ Complete and Update Agent Profile Including Agency Information

☒ Send Positive Comments to Agents

☒ Send Mass Emails

☒ Annual Competition Analysis Calls

FAQS

How is HomeTeam unique? With our team-based approach to every home inspection, REALTORS® and home buyers alike can expect the highest quality service available and not be burdened with an inspection that takes all day. Our team-approach brings the average inspection time to 90 minutes or less and our usual availability to 48-hours or less.

HomeTeam’s ideal candidate? HomeTeam’s ideal candidate is a self-starter, someone that is driven, understands the basic systems of a home, and is a people-person. Our business thrives off relationships... if you would like to help people with the largest purchase of their entire life and you meet the criteria listed above, YOU are who we are looking for!

How long is my franchise agreement? HomeTeam takes our partnerships seriously. For this reason, we do not sign short-term 5-year agreements where failure is taken lightly. We value our partners immensely and back this up with a full 10-year renewable agreement. With no litigation with franchisees to report and a rich history of success, HomeTeam works hard to create partnerships that will last.

Do I need to have a physical location? It is not necessary to have an office location. Most new owners designate an office space in their homes. However, as your operations grow and you are managing multiple teams and territories, a central meeting location to discuss strategy, growth, and incentives may be beneficial. If you live outside of your territory, then an approved address within your territory is required.

How do you determine territory size? Territory size is based on “Owner Occupied Homes” (OOH). Territories consist of up to 150,000 OOH. The difference between HomeTeam and other franchises is that we count only occupied homes in our territories, which means that all other buildings that can be inspected are a bonus.

How do I hire inspectors? Forming great teams has always been a priority for HomeTeam. After more than a quarter century of experience, we offer great advice as you look for prospective employees. HomeTeam helps our new owners during the hiring process beginning with deciphering what makes an ideal “HomeTeam Inspector.”

What is the exit strategy? HomeTeam offers a model that builds long-term equity and value to a potential future buyer. Our goal is for owners to sell their business or transfer their business to a family member when they are ready to retire instead of just closing their business like most home inspection companies. When we help you build a business with structure, processes, technology, and an executive-style role for the owner...we are helping you build value.



FRANCHISE SUPPORT



PAUL SPIRES
FOUNDER / PRESIDENT



JOSH SPIRES
VICE PRESIDENT



TAYLOR MARTIN
DIRECTOR OF MARKETING



MATT COOK
DIRECTOR OF BUSINESS
DEVELOPMENT



KRISTA RICE
FRONT OFFICE MANAGER



JESSICA COOK
FRANCHISE DEVELOPMENT
MANAGER



SARA PETTIT
LEGAL OPERATIONS MANAGER



JAMES STEFFEN
OWNER SUPPORT MANAGER



MITCHELL DINKINS
FRANCHISE DEVELOPMENT
COORDINATOR



BRIAN CYBULSKI
OPERATIONS SUPPORT
COORDINATOR



BARB EVANS
COACHING COORDINATOR



SAWYER HAEMMERLE
DIGITAL MARKETING COORDINATOR



NICK SJULIN
GRAPHIC DESIGNER



GAIGE PONKE
TECHNOLOGY SPECIALIST



DENISE CAMPBELL
ADMINISTRATIVE COORDINATOR

*A Team You
Can **TRUST.***



HomeTeam[®]
INSPECTION SERVICE

Join our Winning Team Today!

1.800.598.5297 | hometeamfranchise.com

 [hometeaminspects](https://www.instagram.com/hometeaminspects)  [HomeTeam Inspection Service](https://www.facebook.com/HomeTeamInspectionService)

Each office is independently owned and operated.
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