



Home Inspections...by Professionals



HOME INSPECTION FRANCHISE OPPORTUNITIES

Franchise Information

Canadian Residential Inspection Services Ltd.
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Who we are.

What we stand for.

Canadian Residential Inspection Services Ltd. (CRIS) is a Canadian owned and managed company based in Halifax, Nova Scotia. We founded the company in 1988 to address the growing market demand for effective, high-quality inspection services for homebuyers throughout Canada.

By hard work, attention to detail and commitment to providing an unbeatable, top-quality service, we have built our company into a leader in the home inspection field. We know this because bankers, lawyers, insurance companies, real estate agents and clients tell us.



CANADIAN RESIDENTIAL INSPECTION SERVICES IS DEDICATED TO PERFORMING THE HIGHEST QUALITY, UNBIASED HOME INSPECTION WITH COURTEOUS, PROFESSIONAL, PROMPT SERVICE.

Home inspection is the sole focus of our business. Canadian offers comprehensive detailed inspections on all types of residential properties. We offer our services across Canada through independently owned and operated franchises.

Through strategic marketing, dynamic training and a network of carefully selected franchise partners, we have developed a system that has repeatedly shown committed CRIS Franchisees succeed.



What are the benefits?

Imagine a flexible lifestyle.

Being your own boss has many benefits. You work your own hours and live your desired lifestyle.

Without set hours dictated by an employer, you now have time to spend with family, and money to enjoy winter vacations to warm destinations,

traveling, golfing and enjoying the hot sunny afternoons on the lake in your boat.

If you are an energetic, enthusiastic person who would like to combine the benefits of self-employment in a growth business with the support of a great organization.

What does your future hold?

Become the best Home Inspector you can be.

A home is the most important asset many people will ever own and it is certainly one of the biggest investments they'll ever make. Whether it's their first home or their tenth, people recognize that the purchase of a property is not a decision that should be taken lightly. This is where a home inspection comes in.

It just makes sense. Few people have the knowledge to determine if the property they've chosen is as good as it looks. Is it a good buy, or does it have the potential to cause them worry and expense in the future?

Increasingly, mortgage and insurance companies require a professional home inspection prior to completing the transaction.

Reputable real estate companies encourage them because they know long-term client relationships depend on satisfied buyers.

Home inspections have become such an important

part of all real estate transactions that certain government and private agencies pay for their employees to have professional home inspections performed.

Provincial and Federal governments recognize the importance of home inspections and are implementing ways to ensure a buyers right to a home inspection is protected.

These are some of the reasons why the residential inspection business represents real potential for the right individuals.



"There are a lot of business opportunities available but CRIS made the most sense to me. This business has certainly given a lot back to me. It allows me to work in a positive environment and meet great people. It's very rewarding."

CRIS Franchisee | Alex Cruz, CMI



Cost -vs- Reward

A sensible business and the right time.

Everyone benefits when a homebuyer is satisfied. Home inspections help ensure trouble-free closings. Bankers and insurance companies are reassured about the condition of property they're covering. The possibility of litigation decreases. Reputations grow. Customer relations blossom. This is why the home inspection business is such a lucrative industry.

COMPARED TO MANY BUSINESS OPPORTUNITIES, A HOME INSPECTION FRANCHISE OFFERS SEVERAL SIGNIFICANT ADVANTAGES.



COST EFFECTIVE

Your business doesn't need costly office space, extensive equipment inventories, or a large staff. It can easily be home-based – perhaps even an ideal family enterprise.



NO CHASING MONEY

No one likes to waste their time and energy collecting receivables. With the CRIS system, the inspection report is ready at the end of the inspection and payment takes place immediately, so your money isn't tied up in receivables.



IMMEDIATE REWARDS

As soon as you complete your Canadian Residential Inspection Services training, you're ready to go to work!

You have the satisfaction of knowing that the service you deliver is a vital part of any real estate transaction. Your ability to clarify the complex and make technical matters manageable will bring reassurance and peace of mind to clients – and that's very rewarding.

Build a Successful Business?

Create your own wealth.

MARKETING

Marketing builds the bridge between you and your customers. Strong, focused marketing is critical to a successful franchise. It ensures that homebuyers know the Canadian Residential Inspection Services brand and how to secure the high-quality service we supply.

We promote the company name and profile with national advertising. Our franchise system

includes marketing materials and programs that have demonstrated their strength in marketplace tests and provide you with advertising you probably would not be able to afford on your own.

We save our Franchisees time and money with a website built for your business and a Facebook Business page to which we make regular postings.



Your Marketing Training covers topics such as:

- market introduction
- market avenues
- marketing materials
- advertising
- timing
- public relations
- start-up

On completion you will know how to put your marketing plan into action immediately in your territory.



Build a Successful Business?

Create your own wealth. - Continued



BE YOUR OWN BOSS

As a franchisee you are an independent business person. You own your own business and you make your own business decisions. But that doesn't mean you are alone. We are here with the ongoing support to help your business grow and flourish.

You operate under the name of a strong, successful organization with over 35 years in business.

You will be in business for yourself but not by yourself. Our skilled staff are only a phone call away if you run into an unusual situation or an unexpected problem.

As part of the Canadian team you will be informed of any new technical advances, products and safety alerts as soon as our staff becomes aware of them.

Your Team?

Be in business for yourself... not by yourself.

A successful franchise program depends on effective teamwork. At Canadian we supply comprehensive training, targeted marketing, and ongoing support. With this type of backing, it's easy to be a strong team player.

Training builds a solid foundation for your future as a home inspector. Our training program includes both theoretical and field work with a certified inspector, as well as written and practical exams. This thorough preparation allows you to approach the industry knowledgeably and competently and make your mark.

OUR TRAINING INCLUDES

- defect recognition and report writing
- construction fundamentals and structural features
- maintenance
- field inspections
- report completion
- quality assurance
- company policies
- marketing



Your Team?

Be in business for yourself... not by yourself. - Continued



*Ontario has not yet announced guidelines for their home inspection licensing regulation.

There was an initiative in Canada for the legislation of home inspectors that led to the establishment of the National Home Inspectors Certification Council (NHICC). This certification council is recognized by Canada Mortgage and Housing (CMHC), the Professional Home and Property Inspectors of Canada (PHPIC), and the licensing bodies for Home Inspectors in British Columbia, Alberta and most recently, Ontario*.

CRIS is an accredited training provider with NHICC. Our training provides you with 250 academic hours and 60 practical hours that are accepted toward NHICC's National Home Inspector (NHI) designation. We are also an approved education institute with Service Alberta.

The training program depending on location may include a minimum number of live instruction (webinar) hours.

Training prerequisite: High School diploma or equivalent.

What is the process?

Our system delivers results - for everyone.

When a homebuyer contacts an inspection company, he or she needs prompt service, a skilled inspector who can explain the significance of findings effectively, and a thorough, professional report that itemizes all the issues clearly in terms the customer can understand and use later.

At Canadian, we are committed to ensuring all of our Franchisees are skilled and fully effective in these areas. We provide our Franchisees with training and support in the industry.

We have developed an electronic reporting system that provides a detailed report with a logical, step-by-step format that's simple for you to complete and produces a comprehensive report that is easy for the customer to understand. It's completed on the spot and ready for the customer at the end of the inspection. No wait time.

Supporting the report is an inspection process that covers the entire house – from the foundation to the chimney, from the downspouts to the kitchen sink.



Through this process, you will be able to identify the property's strengths as well as its existing and potential problems, and estimate life expectancies of the property's operating systems. ***It all adds up to peace of mind – or a timely alert – for your client.***



What is the process?

Our system delivers results - for everyone. - Continued



"Building a business from scratch is tough. Having someone give you the benefit of their 30+years of experience is invaluable. Learning how to avoid the pitfalls of starting up a new business is what Canadian Residential Inspection Services did for me," says Richard Zyp. Richard Zyp is a former franchisee of Canadian Residential who owned two franchises. Richard sold his businesses and was able to retire.

"One of the first things that drew me to the company was the name itself. I am very happy to be working with a homegrown company, in which none of the earnings leave the country."

**Former CRIS Franchisee
- Richard Zyp, CMI**

How to use our reporting system?

We make it easy to use for fast results.

Canadian Residential Inspection Services Ltd. raised the industry standard with their electronic reporting system.

A comprehensive, user friendly, electronic reporting application. We own the exclusive rights and only Canadian Residential Inspectors are able to access the system and use our customized reports.

The report is designed to protect both the inspector and the client - ensuring every aspect of the home is covered.



*"The reporting system
is EXCELLENT!!!"*

**CRIS Franchisee
- Clair Warren, PEI**

Average Cost

The opportunity example.



	5 INSPECTIONS PER WEEK		10 INSPECTIONS PER WEEK		15 INSPECTIONS PER WEEK	
	Per Week	Per Month	Per Week	Per Month	Per Day	Per Month
POSSIBLE INCOME	\$2,125.00	\$8,500.00	\$4,250.00	\$17,000.00	\$6,375.00	\$25,500.00
Gross Income Before Expenses		\$8,500.00		\$17,000.00		\$25,500.00
FIXED EXPENSES						
Reports @ \$50.00 Each	\$250.00	\$1,000.00	\$500.00	\$2,000.00	\$750.00	\$3,000.00
Monthly Royalties		.00		.00		.00
National Ad Campaign		\$100.00		\$100.00		\$100.00
Insurance		\$333.00		\$333.00		333.00
Local Advertising		\$500.00		\$1,000.00		\$1,500.00
Total Fixed Expenses		\$1,933.00		\$3,433.00		\$4,933.00
Gross Income After Fixed Expenses		\$6,567.00		\$13,567.00		\$20,567.00

NOTES:

1. The graph represents 4 weeks per month and an average cost per inspection being \$425.00. Home inspection rates vary across the country. Actual rate charged is determined by the Franchisee.
2. There should be no office overhead as this is a home based business.
3. These figures can change depending on different areas of the country, different business styles and varying operating costs.
4. Franchise fees start at \$24,500. Fees are structured according to population size.

5. Minimum local advertising expenditures are \$500.00 per month. National Ad Campaign \$100.00 month.

6. Variable expenses are not listed, ie: cost of vehicle operation/ maintenance and cellular phone may vary depending on franchise territory, styles and operating costs.

*The graph demonstrates the potential business opportunity being presented to you. Actual income may vary according to the inspector's own efforts, franchise territory and current market conditions.

4 Steps to success

A profile for success.

1

FIRST STEP: Affiliation with a good organization. Studies show that franchise operations with a solid reputation are 70% more likely to succeed than solo entrepreneurs.

2

SECOND STEP: Motivation for success. This means being willing to work hard to establish your business, determined to deliver your very best to every client, and proud of doing a good job.

3

THIRD STEP: Good business skills. If you're organized and self-disciplined, your operation will run efficiently and you'll have the necessary time to promote and grow your business – and enjoy your success!

4

FOURTH STEP: An enthusiastic positive personality and a genuine enjoyment in working with and helping people.



FAQ

Do you have what it takes?

You've read the material, you've done the research. The next question you should ask yourself is: "Do I have what it takes to make a great home inspector?"

What kind of person is suited to a Canadian Residential home inspection franchise?

The ideal candidate is an outgoing people person with excellent communication skills. Someone that is comfortable doing presentations in front of groups, and enjoys constantly meeting and working with new people.

Will I have to sell myself?

Yes. A big part of the job is marketing so you must be comfortable marketing 'You' in order to be successful. We give you the tools you need to succeed along with our guidance, but you must be willing and able to take the advice and use it.

Do I need a background in construction?

No. Some type of background construction would definitely be an asset but it certainly isn't necessary. We provide a comprehensive training program that covers both academic and practical training, everything you need for National Certification.

Is the academic training hard?

It is comprehensive and only available in English. You should have a minimum Grade 12 education, [Ontario requirement OSSD]. The academic portion is done at home and will take approximately 2-4 months [4-7 months in B.C]. There are tutors available to help if you run into problems.



FAQ - Continued

Do you have what it takes?

How long is the practical training?

One week. It will be a long week but every franchisee has come back from practical training excited about how much they learned. It is by far the best part of the training. Practical training locations in Edmonton, AB; Kentville, NS and Nanaimo, BC.

I'm a woman, is this a good franchise choice for me?

Absolutely! Women are well suited to the home inspection industry as they are naturally gifted with a high attention to detail. There is no heavy lifting or physical labour – if you can crawl under things and carry and climb a ladder - you can do it. In this day and age, women are widely accepted as experts in any field.

Can a family member join me in the business?

We have many inspectors who have a spouse working with them. Generally to start off, one person is trained to do the actual inspections and the other works in marketing and scheduling. This type of team works very well. We also have inspectors that are building the business with plans to bring in their children and eventually pass the business along to them.

Can I own more than one franchise territory?

Yes, we have inspectors who own more than one territory. In most cases, our Franchisees have the first right of refusal on any neighbouring territories that may become available. We recommend that you start with one and see how it goes before deciding to purchase a second.



Thank you for your interest in becoming a Franchisee.

If you have any questions please contact us:



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