

**NRVIA
Member of the Month**



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Quality RV Inspections
www.rvqualityinspections.com

Orlando, FL



WHAT GOT YOU INTERESTED IN BECOMING AN RV INSPECTOR?

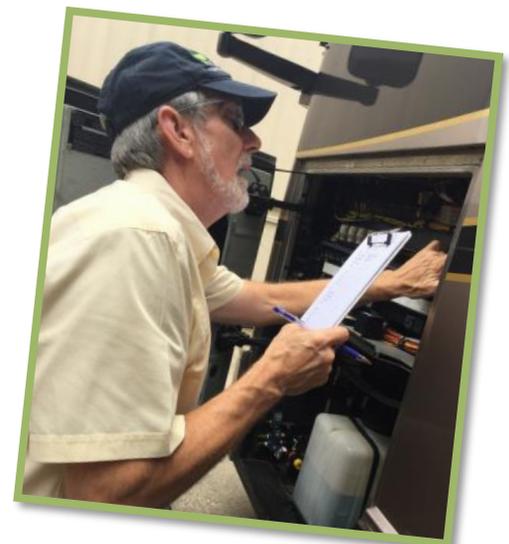
My wife (Barb) and I have been motorhoming since the late 1980's. Early on in our RV career, a friendly motorhomer we met boon docking at a Wal-Mart parking lot one night told us about Workamper News, we immediately subscribed. Soon thereafter we were fortunate to meet Steve Anderson at one of the first



Workamper job fairs in Lakeland, FL many moons ago. We struck up a conversation with Steve and have been friends ever since. As a retired Electrical Contractor and then a retired Public Works Superintendent I have always had my fingers in some sort of maintenance project, I have maintained, remodeled, and performed add-ons to many of our motorhomes over the years. So, in 2013 when Steve informed me he and Terry Cooper saw a need for RV Inspections and were setting up NRVIA it interested me.

Over the years we had seen time and again that folks would purchase a used RV without having anyone look at it or consider a formal inspection and once purchased the RV would spend weeks if not months at a repair facility being fixed. Many times the experience soured the folks on the RV lifestyle. Barb and I liked the idea of traveling and completing inspections as we moved about the country. We discussed the opportunity and decided to learn more about it.

Luckily for us, in the fall of 2013 Steve and Coop had scheduled one of the first RV Maintenance and Inspection training session in Mesa, Arizona. Our oldest daughter and her family live in Phoenix, so we felt that this was a great excuse to spend time with the family and attend the training course. In late 2013 I attended the Inspector training course.



After attending the course Steve, Coop and I discussed the future of NRVIA. It was obvious if they were to achieve their goals of having inspectors all over the USA, training in various locations as well as advanced training was necessary.

I signed on to help Steve and Coop. I taught the Advanced Inspector Course to inspectors who had completed their basic training and at the same time we set up our RV Inspection Business, Art Horton LLC, RV Quality Inspections. Over the past 4 years NRVIA has provided qualified inspector to sellers, buyers, dealers and the general public to help them make an informed decision before they sell or purchase an RV.



WHAT WAS YOUR RV BACKGROUND BEFORE BECOMING AN RV INSPECTOR?

My wife Barb, our 4 kids and I have been “camping” since the mid 70’s. We started out in a tent for the kids and a pop up for Barb and me. We graduated to a motorhome as the kids got older; they married had children of their own, then we could take the grandkids with us on our weekend trips.

Over the next 15 years we graduated from our first motorhome, a gas Winnebago to a number of Diesel pushers. We spent 9 years of our lives living mostly full time in various motorhomes, snowbirding in Naples, Florida in the winter and traveling in the summer.



DO YOU OWN AN RV AND IF SO, WHAT IS THE YEAR, MAKE, AND MODEL?

Barb and I just sold our 2005 Monaco Dynasty Motorhome. In our over “30 years of camping” we have owned 11 motorhomes, a tent camper and various tents. We decided it was time to park the motorhome and live in a sticks and bricks home in the Daytona Beach area of Florida.

WHAT TYPES OF MARKETING DO YOU DO ONLINE AND LOCALLY?

I currently have an active website as well as visiting area dealers, repair facilities and keeping my listing on the NRVIA website up to date. You can visit my website at: www.rvqualityinspections.com

WHAT IS YOUR MOST MEMORABLE INSPECTION/CLIENT EXPERIENCE AND WHY?

I have had many memorable experiences and met many great people over the past 4 years. I thoroughly enjoyed training Level One students to achieve Level two status and help buyers to understand what they are or are not purchasing. I would say thought, one of the most memorable inspections I completed was for a client in Reno, Nevada. He was purchasing the RV in Orlando, Florida and was going to fly in and drive it back to Reno. He purchased an inspection with one fluid sample. In my discussions prior to the inspection I received approval from him to do an additional samples, if I felt they were needed I would call him for approval.



I felt the generator oil should be tested and he approved taking the sample. The report came back “critical”, requiring immediate repair. The report was provided to the client. Had the client purchased the RV without the oil sample and subsequent report there is a good possibility it would have failed on his way back to Reno.

I can't overstress the importance of pulling fluid samples on the engine oil both main and generator, transmission, and coolant on the engine and generator. It's like going to your doctor for your yearly physical and not having a blood and other internal tests before you meet with your doctor. All clients should have the opportunity to know what's going on inside the engine, transmission and coolant systems.

WHAT TIP(S) WOULD YOU OFFER TO SOMEONE WHO IS CONSIDERING A NEW VENTURE IN THE RV INSPECTION BUSINESS?



First: Once you decide to become an RV Inspector, you will need to set yourself up in business; more than likely an LLC. If this is your first business venture, understand this is a full time process. You will first need to invest time and money, understand you may not begin to see the “fruits of your labors” for 3-5 years. No small business is a get rich quick proposition. Realize this going in, you will work hard, enjoy the benefits of a business, chart your own course, meet lots of great folks along the way and make some money.

Second: Obtain your level one and level two NRVIA inspector certificates. Mentor with an inspector who has been in the business for a while, has completed inspections on many different types and brands of RV’s. Different manufacturers seem to like to “hide” things like Electrical panels, GFI outlets, etc., making inspections challenging at times.

Know the national service numbers for as many manufacturers as possible and have them handy in your phone. Attend product seminars, visit dealers and see what’s new. Keep abreast of what’s going on in the industry.

Third: Realize you are providing a service to the RV Community. If you complete the inspection and report in a professional manner, the client will, more than likely be pleased with the results and tell other RVers. Word of mouth is the best way to obtain business. You must arrive on the inspection site looking professional, be friendly and helpful (yes, you may need to spend more time than you figured answering questions to the first time buyer) it will pay dividends in the long run. If you constantly remind yourself you are in this for the long haul, you will be successful.

HOW HAS BEING A MEMBER OF NRVIA HELPED YOU IN YOUR RV INSPECTION JOURNEY?

Being one of the early members of NRVIA, working with Steve and Coop, teaching the Advanced Inspector course, being an active member, inspecting all categories of RV’s has allowed me to meet many clients and friends and build my RV inspection business. Without the NRVIA website and central referral service it would have been much harder to obtain clients and inspections.

