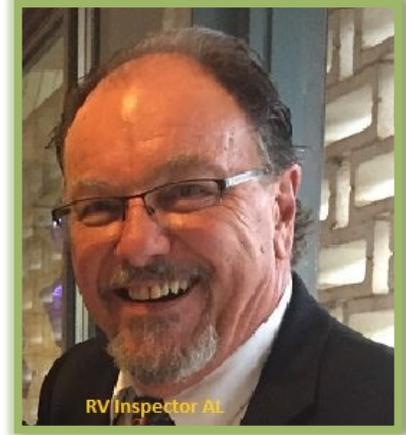


**NRVIA  
Member of the Month**



**Al Pearce #1252**  
A & L RV Inspection  
[www.alrvinspection.com](http://www.alrvinspection.com)  
Blairsville, GA



## **WHAT GOT YOU INTERESTED IN BECOMING AN RV INSPECTOR?**

Actually, I wasn't interested in learning about how to be an RV inspector. I didn't know it existed. I took the Level 1 class to learn how to make repairs. I have had issues in the past with RV repairs and wanted the knowledge to fix it myself. Anyway, it was the 2nd or 3rd day in class when Steve Anderson presented the opportunity to become an RV inspector if I would sign up for the level 2 class. I signed up in class that day and scheduled my level 2 training for approx. 45 days later. Our thoughts were if we could perform RV inspections that it would be a means to pay for our RV travel and meet people.

## **WHAT WAS YOUR RV BACKGROUND BEFORE BECOMING AN RV INSPECTOR?**

I had owned two 5th wheels prior to purchasing our current motorhome approx. 5 months before the level 1 class.

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

I own a 2002 Holiday Rambler Endeavor 38pst Motorhome and tow a Toyota Highlander. Laura and I are "full time" in our motorhome. We did purchase an RV lot in the north Georgia mountains in Blairsville, GA that we can call home when we are not on the road.



## **WHAT TYPES OF MARKETING DO YOU DO ONLINE AND LOCALLY?**

As I have owned several businesses in the past, I have learned that you can have the best product or service out there but if no one knows you are out there, all the hard work and preparation won't keep you in business. You must have business cards, a brochure to pass out to folks you meet, magnetic signs on your RV and/or personal vehicle, a website and a Facebook presence. I do advertise with Google ad words as well. Customer referrals are the best and you should always ask for referrals and testimonials from customers. I also visit campgrounds and RV dealers to get the word out there that we are a valuable resource to them and their customers.



I have aligned myself with a finance company that requires an inspection before the buyer can get an RV loan. I also heard about an RV radio show thru Facebook and I called the owner to ask if he was interested in hearing about RV inspections. He fell in love with the RV inspection concept and I am a frequent guest on the [www.thervshowusa.com](http://www.thervshowusa.com) and I got to tell ya, every time I am on the radio show, I see increased activity on our website from listeners. Successful entrepreneurs are always thinking outside the box. What is it that I offer that no one else can? The answer is yourself. Be honest, be on-time, communicate timely, do what you say you will do and business will come your way.

All of these options are good as well as other ideas but if you don't ask folks "how did you hear about us" you will never know if any of these avenues are working. It is very easy to spend a lot of money on marketing/advertising and not get the results you want.

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

We did an inspection for some young folks after they had bought a 1996 Allegro motorhome as they were taking their 2 kids on the road and going fulltime. They hired us to see what issues they had with the motorhome as they were newbies and had never owned an RV before. Well, with an RV that old there were bound to be issues and there were. We spent extra time with both of them showing them how things worked and where to spend their money to ensure their RV was safe for travel. You know, I was envious of those folks as I wish I had the guts to do what they are doing when I was their age.

## **WHAT TIP(S) WOULD YOU OFFER TO SOMEONE WHO IS CONSIDERING A NEW VENTURE IN RV INSPECTIONS?**

Laura and I do inspections as a way to travel and meet new folks plus we get paid to do it. It is hard work doing inspections in the summer heat but we have found many "life safety" issues with RVs we have inspected and it makes us feel good that we could inform buyers of these issues. If you want success you have to treat an RV inspection business like any other. You have to put the hard work into the business to make it grow. It won't happen overnight.



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

NRVIA has given me credibility in the marketplace by being a member and I always tell folks "I have no skin in the game". I want the seller to sell and the buyer to buy but the inspection of the RV is going to reveal issues if there are any. Then it is up to them to make the deal work. NRVIA has provided me with maybe ½ of our business volume to this point and we are very grateful for that.