

Get Started TODAY!

13 *Easy* **STEPS**

**To Becoming A
Field Service
Inspector**

**100%
SATISFACTION
GUARANTEE**

e-book PDF

**No license required. Hiring Firms Provide The
Inspection Form & Simple Instructions.**

13 Easy Steps To Becoming A Field Service Inspector

Preface

Please READ this e-book BEFORE you call SOFI to ask questions and to chat.

This e-book is written to help small business owners and those with a small business owner attitude to start a field services business and win more, lose less and make more money in the field services industry. It will help both part-and full-time inspectors. It is the only e-book you will need to introduce you to the field services industry. It will show you a fast and effective way to get started for a small price. This e-book will help you to understand the field services industry and start your own business. It will provide a step-by-step way to get started.

*You can also hire Richard Law to become your personal mentor ... your personal coach. Richard has over 21 years of inspection and property preservation experience. Visit the **SOFI STORE** at www.sofistore.com to learn more about the great telephone consulting offered by Richard Law. Let an expert help you grow your business.*

Author's Background

Richard Law and **Dorann Law** have over 21 years of experience with residential mortgage, insurance and commercial property inspections and property preservation. They are available to help you get started in a part-or full-time business performing field services. Richard Law is very well known and respected throughout the field services industry. He is available to you for consulting services. **SOFI** has written books and has also designed several thousand resumes for field service businesses and field service representatives. He consults daily for field service firms and field service representatives.

Richard has a Bachelor of Science in Engineering Science (BS) degree, Masters in Aeronautical Systems (MS), Masters in Management Science (MS) and a Masters in Business Administration (MBA). He also attended the Naval War College. He is also the active principal broker at Law Real Estate, Inc. ... a Virginia corporation.

Call Richard Law or Dorann Law at **352-449-1041** (east coast) to chat about the opportunities available in the field services industry. **Call TODAY!**

About The Society Of Field Inspectors (SOFI)

The **Society of Field Inspectors, Inc. (SOFI)** was organized in 1992 by Richard Law and Dorann Law to provide an organization to support the networking of firms and field service representatives in the field services industry. **SOFI** is incorporated as a for profit corporation in the state of Florida.

MEMBERSHIP IN SOFI IS FREE

www.joinsofi.com

Membership in **SOFI** is **FREE**. All listings in **the National Field Service Directory** are **FREE**. Today, **SOFI** is the largest field services organization with **over 10,000 registered members**. Sign up for a **FREE membership** at **www.joinsofi.com**.

At **SOFI**, we find that our customers want a relationship and not a one-night stand. Our goal is to help you get started and we can only do that if we make ourselves available to you on weekdays and weekends. Email **Richard@law.name** or call **352-449-1041** (east coast) if you want to chat about field services. **SOFI** can help you get on a **FAST TRACK** to growing your field services business.

Introduction To Field Services

Today there are thousands of field service inspectors performing on a part-time and full-time basis across the 50 states and in America Samoa, Puerto Rico, the Virgin Islands and Guam. The large national and regional field service firms have field representatives in all of these locations. Routine and rush inspections are performed every day in almost all areas of the US. The banks and finance companies need to contact consumers or collect information on properties or collateral. **Field service representatives are their eyes and ears in the field.**

Today, the **National Field Service Directory** lists over 10,000 field service representatives in the US. **It is a growing industry!** Online sales, lending, leasing, business verifications and banking have made field services one of the fastest growing parts of the U.S. economy. The industry grew during the last recession. And, there are opportunities still for those who want to joint this relatively secret industry. Wherever there are people, there is a need for field service representatives to perform interviews, inspections and collect data on properties.

This e-book will answer some of the most common questions asked about the field

services industry. What are field services? Is there any money to be made in field services? Is it a full-time or a part-time occupation? Is there room for me in the industry? Are there any licenses required? Is there training available? What equipment is required? Just exactly what does it take to get started? We will answer all these questions for you in this e-book!

What Is Field Services?

The field services industry has several large segments that include inspections (residential mortgage, insurance & commercial), property preservation, notary signing tasks and mystery shopping tasks. This e-book deals only with field service inspections ... an easy startup business.

SOFI is a **networking organization** for both inspectors and property preservation specialists. **SOFI** is the **largest** and the **oldest (since 1992)** **networking organization in the field services industry.**

Field inspection tasks are usually classified as **residential mortgage, insurance and commercial** property inspections. Commercial inspections pay the highest fees. Insurance inspection fees are in the middle. Residential mortgage inspection fees are the lowest. **There are no federal, state or local licensing or other requirements for 98% of the inspections. There is no insurance required for 98% of all inspections.**

All of the inspections forms are provided to you – there is nothing to create. Tasking firms provide instructions and training to get you started. Hiring firm managers are available to answer your questions. Firms want you to do a great job, so they provide all of the support that you need. **SOFI** can also answer many your questions.

Richard Law has over **22 years** of both field inspection and property preservation experience. He can answer all of your questions on inspections and property preservation. Call Richard at **(352) 449-1041 (East Coast)** if you have any questions about getting started with inspections or property preservation.

MEMBERSHIP IN SOFI IS FREE

www.joinsofi.com

Tell Me About Inspections



Residential Inspections

These include: Occupancy Verification – Delinquency Interview – Foreclosure Inspection – Bankruptcy Inspection – Investigative Inspection Report – Face To Face Interview Report – Sale Date Inspection – Insurance Loss Inspection – Construction Progress Report – Construction Funding Report – Flood Hazard Verification – HUD Title I Program Home Improvement Inspection – Broker Price Opinion (BPO) – Broker Opinion of Value (BOV) – Comparative Market – Estimated Market Value (EMV) Analysis (CMA) – Neighborhood Information Profile – Residential Property Appraisal

Insurance Inspections

These include: Dwelling observation inspection – high value inspection commercial insurance loss control inspections (risk analysis).

Commercial Inspections

These include: Photo Inspections – Physical Facilities Inspection – Merchant Credit Card Account Site Verification – Retail Outlet Verification – Coupon Redemption Inspection – Vehicle Delinquency Interviews – Classic Vehicle Finance Inspections – Leased Equipment Inspections – Environmental Inspections/Assessments – Broker Price Opinion (BPO) – Broker Opinion of Value (BOV) – Mystery Shopper Survey – Movie Audience Response Survey – TV Audience Response Survey – Floor Plan Inspection – Mattress Inspection – Fitness Center Inspections – Carpet Inspections – Granite Countertop Inspections – Business Verifications For Credit & Background Checks.

What Is Property Preservation?

Property preservation tasks are securing and maintenance tasks performed on vacant foreclosure properties. They include lock changes, winterizations, debris removal, lawn maintenance, boarding of doors and windows, removal of health and hazardous materials, snow removal, etc.

Property preservation includes lock changes – lock rekeying – winterizations – de-winterizations – debris removal – broom sweeping – cleaning – door and window boarding – lawn



maintenance – hazard removal – pool draining – pool covering – above ground pool removal – minor repairs – major repairs – rehab – fire damage repairs – water damage repairs – mold remediation – roofing – carpentry – exterminating services – oil tank removal – snow removal - carpet cleaning – evictions

Property preservation requires some mechanical skills and equipment such as a truck, trailer and some heavy-duty commercial lawn cutting equipment.

Field service inspections are the better starting place for most people entering the field services industry.

What This E-Book Will Do For You

Let **SOFI** help you become a professional field service inspector. We have all of the business building and networking tools you need to introduce yourself to the national and regional field service firms that hire field service representatives. We will help you focus on the easy to perform inspections that pay \$20 - \$60 and more. We offer many training manuals and training videos on DVD for the more advanced inspections. We have helped tens of thousands of independent contractors start new businesses in the field services industry. We have the experience and the right information products to set you on the path to success.

We will help you get started in the field services industry. Or, maybe you just want to grow your existing business. We can help you focus on the higher quality firms that pay the higher fees. We can steer you away from the problem areas in the industry.

We offer some **FREE** things you can do to get started in the field services industry. These are listed at the **SOFI** website at www.sofi.us. And, we also offer some other information products which for a small price will help you accelerate the growth of your business. Starting and growing a business requires a smart strategy. **SOFI** has all the information products for starting and growing a business. We have a **Field Service Business Starter Package** that includes a **National Field Service Directory** with contacts so that you don't have to spend many hours of your valuable time searching the Internet for some rather illusive firms that hire field service representatives. **SOFI** will introduce you to the higher quality firms that offer the higher fees.

What Is The Profile Of Field Service Inspectors?

There are many both part- and full-time field service inspectors. Some of the part-time inspectors I have chatted with are pastors, realtors, appraisers, notary signing agents, private investigators, firemen, police, process servers, taxi drivers,

attorneys, loan officers, secret service agents, truck drivers, sales agents, restaurant workers, hospital workers, librarians, retail workers, construction workers, etc.

Many are part-time workers who perform inspections close to home to make some extra money to pay bills or to buy some new toys. Three or four easy to perform commercial inspections performed close to home in a week can earn you about \$400 a month, enough to make the payment on a new vehicle or catch up on some bills. You will be able to expense travel, telephone, Internet, computers, printers, office supplies, etc.

There are also many full-time inspectors who have made field service inspections a full-time career. The full-time workers usually get some advanced training and migrate to more advanced inspections over a period of time ... and earn more money.

Why Should You Start A Field Inspections Business?



The answer is to earn some extra money working part-time or to start a new full-time business.

Field service inspections are a great source of extra income for seniors. Commercial inspections are the SWEET SPOT in the field services industry. Today, there are about 79 million Baby Boomers in the United States. A growing proportion of the older population is continuing to work during the traditional retirement years. Some 18.5 percent of Americans ages 65 and older were in the labor force in 2013, according to the Bureau of Labor Statistics, including 24 percent of men and 14 percent of women. Young retirees between ages 65 and 69 are the most likely to be working. For a lot of people, they literally need to work. Work has also increasingly become connected with the sense of the meaning of life and the purpose of life.



There are more field service inspectors over the age of 65 than inspectors under the age of 25. The average age of field service inspectors is about 50 years old. Yes, there are field service inspectors in their 70's and 80's who are working in the field service industry. If you can walk ... drive ... use a computer ... make observations and complete check-the-box and fill in forms ... you can perform field service inspections.

Fill The Gaps! ... Make Some Extra Money!

Field service inspections are great **gap filler for both men and women**. Women are very active in the field services industry. If you have some extra daylight hours on weekdays, you can **perform some field inspections part-time** and **make some extra money**. **SOFI** can help you.



Pastors, real estate agents, notary signing agents, police, firemen, real estate appraisers, taxi drivers, process servers, couriers, sales people and many others perform field inspections to make some extra money to pay bills or buy new toys. A small business will also help you **write off a lot of your business expenses** such as telephone, Internet, digital camera, auto expenses and many more expenses.

Everyone can use some extra money. Life is tough in today's economy. Taxes and the cost of living are increasing every year. Taxes are up! Utilities are up! Gas prices are still high! **SOFI** can help you.

You read in the news that health insurance costs are increasing every year. Deductible and co-pays have increased. Medications cost more. All living costs continue up ... up ... up.



Easy extra money is needed to pay these increasing costs. Plus, you need to put away some money towards retirement. You need to make some extra money and save some money so you don't have to work until you die. **SOFI** can help you.

Buy Some New Toys

Make some extra money and buy some new toys. Trade in that 10-year old car for a new car. Part-time field inspection can be the source for the car payment. Buy a new computer and a large monitor. Watch television on a new LED wide-screen television. Purchase the new Apple i-Pad Air and a subscription to Netflix. Make a little extra money and have a little extra fun in your life. A little extra work can help you buy some new toys. **SOFI** can help you.

For Many ... Field Inspections Is A Full-time Job

Start out part-time and measure the opportunity. If you live in a large metropolitan area, you can grow your field inspection business to a full-time job. Many field service inspectors are well diversified. They work full-time servicing a dozen or more of large national and regional mortgage field service firms and service a small area close to their home. By working for a dozen or more firms, they have created stability and security in their lives. They are stable in both up and down economies.

How Much Can Your Earn?

SOFI helps you focus on the commercial and insurance inspections. These are the two segment of the industry where you will find the higher quality firms that pay the higher fees.

\$20 - \$60 PLUS Is The Range For Many Inspections

SOFI primarily focuses on the inspections that pay \$20-\$60 plus. The inspection forms and form completion instructions/training are provided to you as firms want you to have the resources to perform a great job. It makes sense that they provide you with the best support. An easy to perform business verification would take about 15-minutes onsite and pay about \$35. A food stamp inspection would pay about \$20 an hour. A lease inspection would pay about \$40 - \$50. Most inspections are flat-fee inspections. You find the inspections you like and get more. You find the inspections that you don't care for and you avoid them. You are an independent contractor and you have choices.

Best Types Of Inspections

Commercial Inspections Are The Higher Fee Inspections

Commercial inspections are without doubt the best inspections in the field services industry. Here, you will find higher quality firms that pay higher fees. These are also the more interesting inspections. Commercial inspections provide more opportunity for continued growth. There are always higher levels of commercial inspections. Commercial insurance loss control inspections are a great, specialized area of the field services industry.

Insurance inspections are in the middle of the pay range and mortgage

inspections are at the bottom of the pay range.

Mortgage inspections are the lowest fee inspections. Mortgage inspections average about \$3 and require as many as 7 digital photos. **We suggest that you avoid the low-fee mortgage inspections.**

Mortgage Inspections Is NOT The Place To Be!

Performing commercial inspections is the right place to be and mortgage inspections is the segment to avoid. Insurance inspections are kind of in the middle ... good but not great.



STEP 1

RESEARCH THE OPPORTUNITY & DECIDE



Always do what is best for you. Research the field services industry. Take your time and perform a detailed examination of the industry. It's a great industry that offers great opportunities. Ask questions. Let **SOFI** help you discover the best parts of the industry. The SOFI library has more than 10 gigabytes. Use the Internet search engines such as Google. Search for information on the field services industry. Check out the **SOFI** websites at www.sofi.us, www.sofiblog.com and

www.fieldinspector.BIZ. The **SOFI** website at www.sofi.us averages over 30,000 monthly page views. The **SOFI Blog** at www.sofiblog.com averages over 45,000 monthly page views. Sign up for **SOFI NEWS** at www.sofinews.com.

Always remember, that Google, Yahoo, and Bing are great search engines, but they do not separate out the good, the bad and the ugly field service firms. The **SOFI National Field Service Directory** is very helpful as we **filter** out the bad and the ugly national and regional field service firms. We provide detailed information on the higher quality firms that pay the higher fees.

We strongly discourage field service inspectors from working for other field service inspectors. This is **HIGH RISK**. There are just too many problems with inspectors working for other inspectors. The fees are always lower because of middleman profits and getting paid is a common problem. Don't work for other inspectors.

SOFI is the oldest and the largest networking organization in the field services industry. **SOFI** has over 10,000 members across the United States. The **SOFI** Blog at www.sofiblog.com is the most popular and most viewed blog in the field services industry with an average of about 45,000 page views each month (Wordpress provided statistics).

Field service inspectors are almost always (about 99%) independent contractors and not employees. Only a very, very few national or regional field service firms hire field inspectors as employees.

You will need some daylight hours available during the week. Some inspections can be performed on the weekends, but most require weekday visits. All inspections require daylight.

READ this e-book FIRST before you call SOFI and ask any questions.

Read this e-book **FIRST** from cover to cover and then talk to Richard Law or Dorann Law by calling **352-449-1041** (east coast). They will chat with you about the opportunities available in the industry and provide some additional ideas on how to develop a part-time or a full-time field services business.

Starting a field services business is easy and simple, but a small amount of planning is required for a fast start. Actions are needed, but not all actions need to be started on day number one. Some actions are needed on day one, but other actions can be programmed for day 30, day 90, days 180 and so on ... do you get my point? Don't try to do everything on day one of your startup. You do not need a

website on day one. Most field service inspectors have no website. You can decide at a much later date as to whether you really need a website.

The only equipment required is a vehicle, computer (desktop or laptop), Internet connection and a digital camera. You do not need a Fax machine or business cards. You do not need a measuring wheel unless you are performing insurance inspections. Purchase no equipment before you establish the need for it. Call **352-449-1041** (east coast) if you have questions on equipment.

If you decide that field services is an opportunity you want to pursue, then go to STEP TWO below.



STEP 2

PURCHASE THE FIELD SERVICE GETTING STARTED PACKAGE

The **Field Service Getting Started Package** at www.sofistore.com includes all of the information products that you will need to start your field services business. This is a **FAST START UP Package**. This is the most complete **Field Service Getting Started Package** (www.sofistore.com) for the field services industry that you will find on the Internet. All **SOFI** products come with a satisfaction guarantee ... no risk to you.



The **SOFI Field Service Getting Started Package** (www.sofistore.com) will steer you to the higher quality firms that pay the higher fees. **SOFI** helps you avoid the **MORTGAGE SEGMENT** of the industry, the home of the lowest inspections fees and the source of 99% of all of the problems in the field services industry.

2014 Best Source To Find Firms



National Field Service Directory

Updated Daily



- 92** *National Firms ... Listed Inside*
- 70** *Regional Firms ... Listed Inside*
- 12** *Support Firms ... Listed Inside*
- State-Wide Reps ... PDF File on CD*
- Metropolitan Reps ... PDF File on CD*



**Industry Bible - Largest & Best Directory
in the Field Services Industry**

2014 Best Source To Find Reps

The **Field Service Getting Started Package Field Service**
(www.sofistore.com) includes the following items:



National Field Service Directory (higher quality firms with higher fees)

SOFI-designed resume

One hour of telephone consulting

400-page e-book with over 250 Inspection Descriptions

Password Access To SOFI University With Over 10 GB of Help Documents, Audios and Videos

Market Your Services Using The National Field Service Directory

The complete **Field Service Getting Started Package** (www.sofistore.com) includes a **National Field Service Directory**. To get started, you will need to contact the large national and regional field service firms that hire field service representatives. You will need to introduce yourself to them and offer your services.

DO NOT get involved with working for other field service inspectors. **SOFI** provides a CD with the Directory that provides detailed information on field service inspectors. The CD is only for **networking** with other inspectors. The inspectors on the CD should not be considered as a source of work for inspectors. **SOFI** does not filter out the good, the bad and the ugly field service inspectors.

Sending firms who hire field service representatives an email with a great resume attached starts the introduction process. Many firms will respond to your email when you have attached a great resume. You can also make follow-up telephone calls and introduce yourself to prospective customers. The steps are emails with resumes **FIRST** and follow-up telephone calls **SECOND**. Practice what you are going to say on the telephone **BEFORE** you start making any calls to prospective hiring firms.

To start this marketing process you will need a great list of large national and regional field service firms that hire field service representatives. That list is the **National Field Service Directory** published by **SOFI**. The Directory is a printed

publication that is mailed to you by Priority Mail. The printed Directory lists about 120 large national and regional field service firms that service your state and local area. **SOFI** also includes a **BONUS CD** with the Directory. The CD lists field service representative like yourself. This is a great source for networking with other field service representatives. **The CD is NOT a source for work.**

SOFI filters the hiring firms listed in the printed **National Field Service Directory**. We purposely **DO NOT** include the low-pay, slow-pay, no-pay, check bouncers and game playing firms in the Directory. Our goal is to provide you with detailed information on the higher quality firms that pay the higher fees. We cannot provide a 100% guarantee that you will never have a problem with any of the firms, but it is pretty close.

SOFI Will Design A Professional Resume With Lots Of WOW!

The complete **Field Service Business Starter Package** (www.sofistore.com) includes a **SOFI**-designed resume. A great resume is extremely important in starting and growing your field services business. You need to present a professional image to prospective customers.

Richard Law has been designing resumes for about 21 years. He designs about 400 field service resumes every year. These resumes have a lot of **WOW** factor built into them. The resume describes who you are, what you do and where you do it using colorful graphics, bold colors and bold fonts.

The resume is created in the business universal PDF format that can be read and printed on every computer. The document size is small and can be easily attached to an email and sent to prospective customers.



A great resume is extremely important. You need to present a professional image to prospective customers. Your introduction to prospective customers needs to be top notch.

Email Richard@law.name if you would like to see some examples of **SOFI**-designed resumes.

SOFI Will Provide An Hour Of Telephone Consulting

This complete **Field Service Getting Started Package** (www.sofistore.com) includes an hour of telephone consulting. You can use this consulting time in little chunks or big chunks.

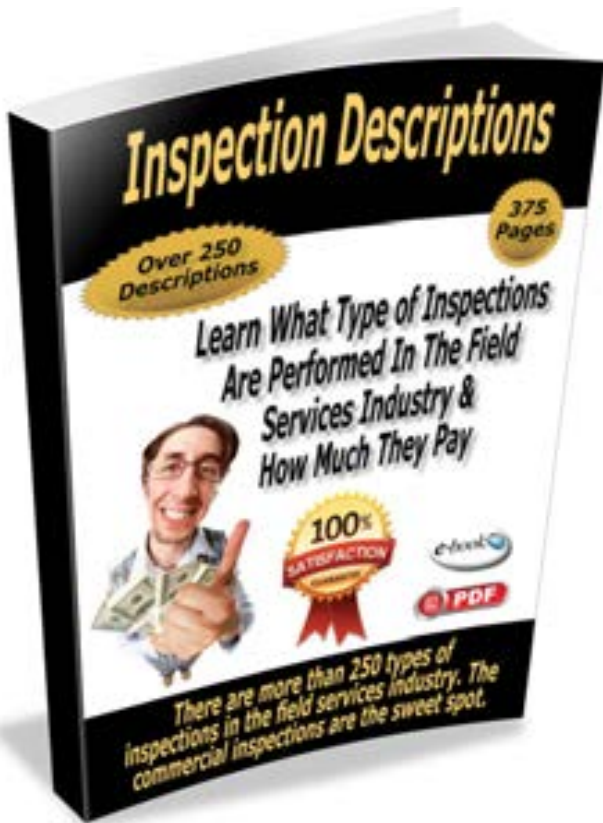


At **SOFI**, we find that our customers want a relationship and not a one-night stand. We will be there always to guide you and support you in growing your business. We will be there to answer your questions. We are available weekdays and on the weekend to provide help.

Call **Richard Law** at **352-449-1041** (east coast) or email Richard@law.name

Call **Dorann Law** at **352-449-1041** (east coast) or email Dorann@law.name

SOFI Will Provide Inspection Descriptions



This complete **Field Service Getting Started Package** (www.sofistore.com) includes a 400-page e-book that describes over 250 field service inspections.

Most field inspectors work for multiple firms and perform a large variety of field inspections. Diversity provides for more interesting work and also for more job security.

This 400-page e-book describes the inspections by explaining the purpose of each inspection and the scope and pay range of each of the inspections.

SOFI will Provide Password Access To SOFI University

SOFI will provide password access to **SOFI University** at www.sofiuniveristy.com **SOFI University** provides over 10 gigabytes of help documents, audios and videos related to starting a field service business.



STEP 3

STUDY THE INFORMATION LIBRARY AT SOFI UNIVERSITY



SOFI has developed a library about 10 GB of help documents, audios and videos that are all related to the field services industry. This library of information is stored on a cloud server and is available to all purchasers of the **SOFI Field Service Getting Started Package** or any other **SOFI** product.

Make a purchase at the **SOFI** store at www.sofistore.com and **SOFI** will email

you a password that will allow you to access the library of help documents, audios and videos at the **SOFI University** hosted at www.sofiuniversity.com. Learn from the success and mistakes of others. Learn great marketing techniques. **Information is POWER.**

Applied Knowledge Is Powerful



STEP 4

IDENTIFY THE BEST TYPE OF INSPECTIONS AND THE BEST FIRMS

The **National Field Service Directory**, is included in the **Field Service Getting Started Package** (www.sofistore.com) It will identify the higher quality firms that pay the higher fees. Commercial inspections are the higher fee inspections and this should be your primary focus.

The **SOFI Blog** at www.sofiblog.com will help you navigate through the field services industry. Richard Law and Dorann Law will provide consulting (part of the **Field Service Getting Started Package** to help you navigate the field services industry and also make informed decisions. Your success will depend upon the decisions you make and then execute.

Your success will depend solely on the decisions you make. The only difference between successful representatives and unsuccessful representatives is the decisions they make. **SOFI** will work with you to help you make great decisions that will help you grow your business and make more money.



STEP 5

PRACTICE YOUR TELEPHONE MARKETING SKILLS



Your primary method for introducing yourself to hiring field services firms is by emailing the firms a copy of your resume in a PDF format. The important information you need to present in the resume is (1) who you are (contact information) ... (2) what you do ... the services you offer ... (3) the general area you service. Talk about your experience if you have real or related experience. Be silent about experience if you have no experience.

Make some follow-up telephone calls to prospective customers and introduce yourself to them. Make sure that you **FIRST** talk to yourself and practice what you're going to say on the telephone. You can also practice with a spouse, relative or friend. **Practice makes perfect.** Prioritize what you want to say and then condense it into a 3-5 minute marketing presentation. Be ready to expand your presentation, if needed.

You need to speak clearly and with great confidence in yourself. If you have no experience, you need to stay away from the subject. If you have great confidence in your capabilities, it will show and you will get the work. Keep your service area small ... keep it close to home. Build up your volume in a small area by working for multiple customers. Be responsive and reliable!

Richard and Dorann will tell you how to find the right person in a firm to be talking to and they will also tell you what to say to get some inspection jobs.



STEP 6

CONSULT WITH RICHARD LAW AT SOFI

The **Field Service Getting Started Package** (www.sofistore.com) includes an hour of telephone consulting with Richard Law. Richard has over 21 years of inspections and property preservation experience. He is the author of a 300-page book titled "**Property Preservation Unzipped**".



Use your consulting time in big chunks or little chunks. Call whenever you have a question that needs a quick answer. Order additional consulting time at www.sofistore.com, as needed. Richard is available weekdays and on the weekend.

Call **352-449-1041** (east coast) at reasonable times during the day or early evening.

Richard has a Bachelor of Science in Engineering Science (BS) degree, Masters in Aeronautical Systems (MS), Masters in Management Science (MS) and a Masters in Business Administration (MBA). He also attended the Naval War College. He is also the active principal broker at Law Real Estate, Inc.



STEP 7

NETWORK WITH OTHER FIELD SERVICE REPRESENTATIVES

Networking is so very important in the field services industry. I cannot over emphasize the importance of talking to other field service inspectors and sharing information. The **Field Service Getting Started Package** (www.sofistore.com) includes a CD that provides contact information on field service representatives who are **SOFI** members. Many of these representatives have decades of field service experience. They are a wealth of information. They are NOT a source of work. You should only work only for the large national and regional field service firms. **Avoid working for other inspectors ... it is HIGH RISK.**



Network with the field service representatives that are far away from you. In that way, you will not compete with them and they will not compete with you allowing for the sharing of information. You can share information on customers, inspections fees and all of the diversified areas of the field services industry.



STEP 8

STEP UP TO HIGHER LEVELS THAT GENERATE MORE MONEY

The basic entry-level into the field services industry requires no experience or advanced training. The hiring firms provide the inspection forms. Inspectors are never required to create an inspection form. The hiring firms also provide instructions for completing the inspections. They often provide written instructions or training on the telephone. A few firms use webinars.

Over time, most inspectors move up to higher paying inspections by attending online training sessions or attending classroom training in more specialized areas. More specialization and more training always lead you to more opportunity and more money. You will find some great training materials at www.sofistore.com.

You can move up and qualify as an entry-level commercial insurance loss control inspector with about a week of online or classroom training and earn about \$25 an hour. Advance your expertise with some mid-level training and you can double this hourly rate. Improve your expertise with some advanced-level training and you can triple your hourly rate. **SOFI** can help you develop a MOVE-UP Training Plan.

Richard will also tell you about other related industries with jobs that pay well. Many self-employed persons work two, three, or four part-time jobs and take only the best parts of these jobs to make it into one great, integrated set of jobs.





STEP 9

PROVIDE GREAT PERFORMANCE



Providing great performance is key to both starting and growing your field services business. You must be responsive and reliable. Performance is key. Hiring firm managers love it when you just magically perform the work in a professional manner and complete all work on time. You become one of their top field inspectors and they often send you more and more work assignments.

SOFI provides the consulting to keep you always moving toward higher levels in the industry. The **SOFI Store** is loaded with many great training manuals and DVDs with video training.

Let **SOFI** help you start a new business. We are available most weekdays and weekends to answer you questions as you grow your business. Call **352-449-1041** (east coast). If you miss us, leave a message and we will call you back as soon as possible. Be sure to mention in the message that you are a **SOFI** customer. Be sure to provide your name, telephone number and time zone.



STEP 10

ADVERTISE WITH SOFI



Many field service representatives advertise with **SOFI** by posting their resume at www.fieldinspector.BIZ. Hiring firms are always looking for field service representatives. We find that a hiring firm's **FIRST STOP** is usually at www.fieldinspector.BIZ.

When you are self-employed, you have to always be advertising your services in order to grow your business. Advertising provides additional diversity and security.



STEP 11

FOLLOW THE SOFI BLOG



SOFI has a strong reputation in the field services industry. It is the oldest and the largest networking organization with the largest membership.

SOFI has a great blog at www.sofiblog.com with a great following of over 10,000 field service firms and field service representatives. Every day you will learn about what is happening in the field services industry. What is trending? Where is there opportunity? Where is there danger? Where is the most money? What should you avoid? The **SOFI Blog** averages over 45,000 monthly views.

Go to www.sofiblog.com. Sign up and follow the **SOFI Blog**.



STEP 12

**FOLLOW SOFI ON BOTH FACEBOOK AND
TWITTER**



Sign up and follow **SOFI** on **FACEBOOK** at www.sofifacebook.com

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STEP 13

**ASK FOR MORE HELP IF YOU HAVE QUESTIONS
OR WANT TO CHAT**

**IF YOU HAVE ANY QUESTIONS AFTER YOU HAVE
READ THIS E-BOOK, THEN PLEASE CALL
352-449-1041 (EAST COAST) TO CHAT.**

SUMMARY

The field services industry is a great industry. There are plenty of opportunities for both part-and full-time field service representatives. The key to success is finding and choosing the best parts of the industry. Let **SOFI** help you with that task as we have 22 years of experience.

Let **SOFI** help you start and grow your field service business.

Call **352-449-1041** (east coast) if you want to chat about the field services industry.

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Thank you for reading this e-book. We always welcome ways to make this a better product. Please e-mail your suggestions to richard@law.name

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