

# Home Inspection Program



**Special Offer**  
*for Home Inspectors*  
*details inside*





## Who We Are

Brink's Home Security® is a wholly-owned subsidiary of The Brink's Company (BCO), a publicly traded entity on the New York Stock Exchange (NYSE), and is a Fortune 500 company.

- ▶ Brink's® has been a leading name in security since 1859.
- ▶ Brink's® services are available in over 3,000 communities coast to coast.
- ▶ Brink's Home Security® has over 2,400 employees and services over 250 metropolitan areas in 44 states.
- ▶ Brink's® is recognized for "An Outstanding Customer Service Experience" by *J.D. Power and Associates* – 2 years in a row!
- ▶ Brink's® was awarded a *Consumers Digest* Best Buy for the standard and premium systems.



## The Brink's® Mission

Welcome to the Brink's® National Inspection Program.

- ▶ Brink's® aims to establish important relationships with home inspection companies to provide an additional service to their homebuyers.
- ▶ Since there are a variety of security systems, all with different operating procedures and equipment installed, most home inspection companies do not inspect the security system for their homebuyer.
- ▶ For this reason, Brink's® has developed the National Inspection Program through which we provide alarm system inspections for homebuyers.



**FREE**  
Alarm  
Inspection

**FREE**  
90-Day  
Limited Home  
Warranty

## How the Program Works

1. Customer calls you to schedule a home inspection.
2. Complete your standard Field Inspection Form or Brink's® Notification Form.
3. Be sure to get the buyer's telephone numbers (home, work and cell) and a closing date, if available.
4. Indicate on the Inspection Form if the home has an alarm system or not.
5. Fax or email all Inspection Forms by 4:00 PM, the day prior to the inspection, to our scheduling department: 1-800-294-8220 or brinksinspections@brinks.com.
6. Handle the inspection as usual. If the home has an alarm, a Brink's® Inspector will meet your inspector at the site and prepare a complete alarm inspection report for you to provide to the buyer.
- 7a. Within three weeks of the inspection, you will receive a \$15 processing fee for every inspection you send to us, regardless if the home has an alarm system or not.  
– or –
- 7b. The homebuyer will receive an American Home Warranty Company (AHWC) 90-day limited home warranty after the completion of the home inspection.
8. To ensure that the maximum number of inspections are processed through the system, it is suggested that you include the brief disclosure statement relating to the National Do Not Call Registry in your inspection agreement.

## During the Inspection

### Inspections with alarms

1. Brink's® Inspection Department dispatches a trained Brink's® Inspector to inspect the existing alarm.
2. The Brink's® Inspector is dressed in a Brink's® uniform and arrives in a Brink's Home Security® truck.
3. The alarm inspection lasts 15 to 20 minutes, depending upon the size of the home.
4. After the evaluation of the existing alarm, the Brink's® Inspector informs the homebuyer exactly what components the alarm has and where they are located. This process takes only a few minutes and will not disrupt your home inspection.
5. The Brink's® Inspector does not make any type of sales presentation to the homebuyer; they are there only to inspect the alarm.
6. The Brink's® Inspector will leave a complete report with the homebuyer and the home inspector.

### Inspections without alarms

1. Brink's® provides the home inspector with a brochure for the homebuyer, highlighting how families can help make their home safer and detailing the special Brink's® offer, which includes a \$50 Target GiftCard redeemable only through Brink's® when the homebuyer becomes a Brink's® customer.
2. We ask the home inspector to inform the homebuyer that Brink's® will call them to answer any questions they might have concerning home security.



# Program Advantages

Consider what the Brink's® program offers you *AND* your customers:

- ▶ You provide a value-added service at NO COST to you.
- ▶ You differentiate yourself from the competition by offering alarm system inspections.
- ▶ You enhance your reputation by working with a company with an outstanding reputation.
- ▶ You are able to offer your customers additional peace of mind concerning the home's security.
- ▶ You earn additional revenue *OR* you provide a valuable 90-day limited home warranty, all without any additional cost.
- ▶ You can use the additional revenue *OR* the warranty program to help grow your business.

## American Home Warranty advantages:

- ▶ Brink's® provides your customers the value-added service of the limited home warranty at NO COST to you or your customers.
- ▶ The AHWC Warranty is unique in the home inspection industry.
- ▶ The coverage period is from the date of the home inspection for a minimum of 90 days. Competitors' warranties often begin at closing and are subject to pre-existing condition exclusions and limitations.
- ▶ Unlike other national warranty plans, the homeowner can select the repair person of their choice.
- ▶ The added perceived AND actual value of the included limited warranty both delights your customer, whether it is the Buyer or Seller, and provides a measure of peace of mind to you as the home inspector concerning covered claims.
- ▶ The customer helps protect their investment in their home while you protect the investment in your business.
- ▶ The AHWC Warranty is an effective marketing tool that helps provide a competitive advantage at all four points of contact for the home inspector:
  1. During the presentation to real estate professionals.
  2. During conversations with potential customers, it is a great way to help close the sale: "In addition to my professional training, certifications, experience and comprehensive report, I also provide a FREE limited warranty with each home inspection, provided by Brink's Home Security®."
  3. At the close of the inspection – when potentially the seller, homebuyer and real estate professional are present – it is a great way to market your services, including the value-added service of the limited home warranty.
  4. Mention the limited home warranty in your advertising as another value-added benefit of your services.

