



# Million Dollar Inspector

The Elite Standard For Inspections

## Webinar Companion Guide

*This Isn't for Everyone. That's Exactly Why It Might Be for You.*

### Welcome & Instructions

This guide is a tool for personal discovery, not a sales pitch. Use it to explore if this industry is the right fit for you. Print it, use a pen, and keep it handy during the webinar.

### Reflection Exercise

#### “What Do People Count On You For?”

- Write down 3 things people regularly come to you for that aren't on your résumé.

- \_\_\_\_\_
  - \_\_\_\_\_
  - \_\_\_\_\_

These are insights into who you are naturally.

### Spotting What Others Miss

- Describe a moment when you noticed something others didn't, and it mattered.

- \_\_\_\_\_

This instinct is rare and valuable.

### Your 3 E's — Education, Encounters, Experience

- *Education* (formal or informal) that shaped your thinking.
- *Encounters* that opened your eyes or shifted your direction.
- *Experiences* that gave you “real-world” training.

No degree required, just an open mind.

### Industry Insight Notes

- Jot down what surprises you about inspection opportunities like Romulus housing inspections, mystery shopping, or vehicle repossessions.

○ \_\_\_\_\_  
\_\_\_\_\_

## Identity Before Expertise

Circle the words that describe you best:

- Observant, Trustworthy, Calm under pressure, Curious, Protective, Process-driven, Independent, Loyal, Detail-oriented, Truth-seeking.

Which one has been most helpful in life and why?

---

## Final Reflection — “Is This for Me?”

- What’s rising up in you after this session?
  - I feel \_\_\_\_\_
  - I’m most curious about \_\_\_\_\_
  - The one thing holding me back is \_\_\_\_\_
- Rate how much this aligns with who you are: \_\_1\_\_ \_\_2\_\_ \_\_3\_\_ \_\_4\_\_ \_\_5\_\_ \_\_6\_\_ \_\_7\_\_ \_\_8\_\_ \_\_9\_\_ \_\_10

If this resonates, write today’s date and visit [MillionDollarInspector.com](https://www.MillionDollarInspector.com) to enroll in the *Million Dollar Identity* course. \_\_\_\_\_

---

## Inspections in the News

The inspection industry is booming, impacting real estate, retail, transportation, and more. Inspectors provide answers companies can’t find online.

### City Spotlight: Romulus, Michigan

Romulus requires full re-inspections for 6,657 homes, a project spanning 3-4 years, with similar efforts nationwide creating opportunities for inspectors.

### The Rise of Secret Surveyors

Mystery shopping is growing as companies need insights into their customer service, driving demand for inspectors.

### Repossessed Vehicles and Rising Demand

In 2024, over 1.73 million vehicles were repossessed, needing thorough inspections before resale. This demand will surge by 16% in 2025.

### What Vehicle Inspectors Do Daily

- Conduct pre-auction inspections

- Write condition reports
- Verify VIN numbers and odometer readings
- Assess damage for resale compliance

Inspectors are crucial, as their expertise is trusted and sought after.