

## “Why Have I Sent You This FREE REPORT?

It's Simple... **Buying a Home Is Very Risky!!!** In fact it's a much bigger risk than you could possibly imagine!!!

But don't worry... because...

Now You Can Have, 100% Peace Of Mind,  
With A \*100% Peace Of Mind Guarantee!!!

Thank you for investing your time, reading the attached FREE REPORT.  
Have a fabulous day !!!



David Zammit (Founder)

'ybi' (Your Building Inspection)

PS: Go on, grab yourself a cuppa and a snack. You might as well be comfortable as you read this report.

\*

For those looking for the fine print... here it is: No catches or special conditions, just a genuine offer, for those who don't want to buy a lemon!!!



So when you are buying or building a home...  
Call 'ybi'... before you buy. Ph 1300 766 650

'ybi' : The peace of mind specialists

***SPECIAL FREE  
REPORT  
FOR THOSE BUYING  
OR BUILDING***

**WARNING!!!**

Buying Or Building Your Family Home  
Is RISKY...Buy A Lemon And It Will Cost  
You Time, Major Stress, Sleepless Nights  
& Thousands Of Dollars!!!

How To Quickly Take The RISK Out Of  
Of Buying Or Building Your Home &  
Easily Avoid The 3 BIGGEST Mistakes!



# **REVEALED:**

## **How To Discover The Most Shocking Hidden Secret About Your New Home, That Could Cost You Major Stress And Thousands Of Dollars...**

*G'Day.*

*The reason for this FREE REPORT is to reveal to you some very shocking information. Whether you choose to act on it or not is completely up to you, but I know for a fact that you will be taking unnecessary risks if you don't.*

*This information is going to shock you. It may even make you angry. But after over 18,000 building inspections since 1989 and starting Australia's first National Building Inspection Franchise, my clients say "I know a thing or two about HOW TO BUY A NEW HOME, WITHOUT GETTING STUCK WITH A LEMON!!!"*

*If you wan' to be absolutely sure you don't get stuck with a lemon, then please read carefully what I have discovered. It could be the difference between your dream home ... and a major avoidable headache that could cost you time, sleepless nights, major stress and thousands of dollars!!! Thank you...from someone you may soon want to call "friend."*



**David Zammit**

BSc.(Arch) B.Arch (Hons) (Sydney University) RAIA,  
Dept. Of Fair Trading Building Consultancy Licence No BC 132  
Franchise Founder YBI (Your Building Inspection)  
Registered Architect, Royal Australian Institute of Architects, NSW (Reg No. 12348)

**PS.** From a grateful client:

*To Whom it may concern,*

*It gives me great pleasure to be given the opportunity to write this reference.*

*I was very impressed with the prompt attention and manner in which every aspect of my request was carried out for the inspection of my house. Your attention to detail was such that I couldn't wish for more.*

*Your knowledge of what to look for amazed me. I count myself fortunate that you were able to help me when I most needed it.*

*Thank you again.*

*Yours faithfully – Thelma B. Wade – Aberglasslyn*

# How To Quickly Take The **RISK** Out Of Buying Or Building Your Home & Easily Avoid The **3 BIGGEST MISTAKES!!!**

## **BIGGEST MISTAKE No.1:** **No Building Report At All!!!**

There are basically 5 reasons why no building report is obtained at all:

- 1. *"Looks OK, why waste my money!!!"*** 97.7% of homes that we have inspected, 7 years, or older, have concealed defects, not obvious to non-builder types. What this means, is that the repair costs alone, far outweighed our fee to find them in the first place. 85.62% of new homes, from brand new, to 7 years old, had concealed defects, or high risk situations, caused by poor building methods, but also not obvious to the average person. When we ask vendors (home sellers), if they had a building report, when they bought or built their home, the majority of them, with the biggest concealed and expensive problems, regret they had not. Quite frankly, most people don't really understand how serious some problems can be.
- 2. *"Can't afford it!!!"*** The cost of regret is so much higher than a small fee (approx. 0.1% of the purchase price) to have your new home thoroughly and professionally inspected. What I mean by that, is how will you afford to pay for expensive repairs and maintenance, that you have not allowed for in your tight budget? In the current market, your report could easily get you a nice reduction in the purchase price of the house. It's all how you look at things. Yes you can afford it!!!
- 3. *"It's a brand new home!!!"*** The theory is that the Builder has to provide a 7 year structural warranty on the home. This is true, but getting the Builder to come back and fix all the problems is the frustrating and stressful part. The Building Industry works on "The Golden Rule": He who has the gold ...rules!!! What this means, is that once you pay the Builder all the money (the gold), then you lose all control. 99% of people building or buying a brand new home, do not get a building report. (For a shocking and revealing report on this topic, then please go to [www.ybi.com.au](http://www.ybi.com.au) to download the report OR call my office now **1300 766 650** (local call) and ask for **SPECIAL FREE REPORT: PROJECT HOME WARNING: How to discover the most shocking hidden secret about your new project home that could cost you major stress and thousands of dollars!!! Call NOW ...**
- 4. *"Agent said I didn't need one"*** This may mean 1 of 2 things: Either he/she has a copy of another report, from a previous purchaser, that is no longer interested and he/she can sell you a copy. OR...he/she may be hiding something. For the first matter, any report obtained without the permission of the actual inspector, is a breach of copyright and therefore a criminal act!!! One of our reports was on sold 5 times, with all the proceeds going to the agents. I found out when person no.5 had some complaints after buying the home. It turned out that she had a liquid papered and photocopied version leaving out all the major defects!!! Always remember that the agent works for the vendor and so advice from the agent may constitute a conflict of interest!!!
- 5. *"I don't trust anyone"*** The current affairs shows, regularly portray horror stories from all industries. More on this later...All the more reason to keep on reading...in particular some of our testimonials on the next two pages.

## SOME OF OUR DELIGHTED CUSTOMERS

*Thank you for your prompt service. The report was very well set out and the office staff were very friendly and helpful on the phone. (PS. May be they deserve a wage rise?!!)*

**Ron & Maree Clayton – Argenton**

*We know the people whose house we are purchasing and they were very impressed with how thorough your inspection was and they told us they would use your service. Thank you.*

**Mr & Mrs Winters – Wallsend**

*Thank you for doing a building report for us. You are very helpful and explain details very well. Thanks.*

**Mr & Mrs Cassell – East Maitland**

*Your service is of the highest standard and the report very thorough and comprehensive. Utmost professionalism. Thank you!*

**Kevin Hodson – Swansea**

*I was more than happy with the quick response and the payment method suited me as well. Will not hesitate to use your services again.*

**Brad Elliott & Claire Matthews – Speers Point**

*Excellent and very detailed report. I feel much better than many others in the market!!*

**Arvind Deshpande – Eleebana**

*Thought the coffee and tea a great idea and out of left field – well done! Obviously there is an emphasis on marketing/promotion on your company.*

**John Simmons – Tanilba Bay**

*Yourbuildinginspection.com provided us with efficient, prompt service and we are extremely satisfied. Thank you.*

**Brennon Hayes & Michelle Dare -Cardiff**

*Being the first time buying a house, the lady I spoke to was very helpful and put me at ease, know that someone was there who knows what they're doing. Thank you.*

**Sadie Pattison -Charlestown**

*David, Thank you so much for the time you spent inspecting my unit. Sorry I haven't responded sooner. Just by the way, the screw holding the second panel of the shower screen fell out the other evening. Had to get my neighbour to take the screen out as it was suspended from the top of the shower enclosure! I am more than pleased to supply you with a short reference.*

*'Extremely pleased with the prompt, courteous and friendly service and the resultant thorough report provided. Hopefully it will produce the desired outcome even though it was an 'after purchase' report. Would be more than happy to recommend your services to prospective purchasers'. Thanks again.*

**Christine Szumilas – Branxton**

*Your wealth of experience and local knowledge has given me total peace of mind and saved me a lot of potential hassle and money. This is the second time I have used your expertise and I would have no hesitation in strongly recommending that all new project home owners have a proper Defects Liability Inspection prepared.*

**Chris Florence-Newport**



# SOME MORE OF OUR DELIGHTED CUSTOMERS

*Thanks for your great service.*

**Michelle Henning – Belmont North**

*At first I was shocked by the amount of work needed. But really I already knew that. Thank you for the honesty in the report and promptness of inspection.*

**Karen Lawrence – Mayfield**

*Detail description of the report. Your company is the only one to contact the buyer before the inspection.*

**Pochu Narvana Lo – Bondi Junction**

*Really appreciated the speedy and efficient service – most impressive.*

**Robert & Ann Humphris – Turrumarra**

*Very professional, helpful & lovely phone manners.*

**Bruce Honson & Tracey Snedden – Edgeworth**

*Even though the news was quite bad, at least we know what work lies ahead for us.*

**Mr Brodie & Ms Griffiths – Merewether Heights**

*Thank you for your time spent on the phone answering queries and discussing the issues.*

**Eileen Kanas – Booker Bay**

*Appreciate your call to discuss the report with us. An excellent service.*

**Violet & Bill Roberts – Cardiff**

*David, you were great. This is the third report you have done for us and we have been extremely happy with your service. The pest reporter has told us not a good buy and they have not even gained access under the house so I think we made the right decision when speaking to you. Thank you again.*

**Janelle Hattander – Edgeworth**

*First report I've ever had so could only put satisfied as had no comparison, but the service was good. Thank you.*

**Scott & Julie Wilkins –Charlestown**

*Thank you for being so VERY prompt. We were very delighted with the work your company did. Thank you again very much appreciated.*

**Rebecca Bolton – Wallsend**

*It was really great how quickly the report was done and the phone call the same day to report. Also written report was easy to follow and attached brochures helped.*

**Karen Turner – Macquarie Hills**

*Thank you for your prompt and thorough report. It was very informative and easy to read!*

**Brooke Jeffery – New Lambton**



## **BIGGEST MISTAKE No.2:** **“My Uncle Inspected It!!!”**

Great idea, but watch out... it is full of traps!!! What I mean is that your uncle, or your father, or boyfriend, or friend of the family have your best interests at heart and of course get them to look at your new home, **BUT** what do you do when you move in and find a major problem that they have missed. Wouldn't it be uncomfortable and a little bit tense, the next time you meet.

I get phone calls from distressed new home owners that have just discovered some expensive problem in their home. When I ask did they get a pre-purchase building report, the answer is more often than not: “No...because my uncle inspected it!!!”

On the first of January, 2004, the NSW state government brought in compulsory licensing, of all pre-purchase building inspectors, including weekend “uncle” inspectors, in an attempt to protect new home buyers from grief and anguish.

The biggest problem with the new rules is that Professional Indemnity Insurance is not compulsory for the inspectors. What this means, is that you may win a case, but there will be no insurance money to pay for all the hassle and expense if the inspector has no insurance or has a policy that appears to be valid, but in fact may be null and void because of the fine print. ie Insurance is useless if his report does not strictly comply with the Australian Standard.

**Buyer Beware!!!** Which leads me to the next major point:

## **BIGGEST MISTAKE No.3:** **Using Just Any Building Inspector!!!** **‘WARNING!!! NOT ALL BUILDING INSPECTORS ARE THE SAME’**

You have seen the numerous current affairs programs showing dodgy inspectors missing obvious and critical problems, probably because of a “drive-by” inspection. You hear the grief and anguish from people just like you, whose lives have been ruined...all while the inspector with dodgy insurance, runs and tries to hide his face from the cameras.

To make it even worse, some inspectors turn up to the job for ten minutes with a blank piece of paper, have no system in place for their inspection and have no-one else to double check their work after they have typed up the report themselves.

Their reports are quite often generic, **very difficult to read**, written vaguely (to cover over their totally inadequate inspection), are confusing, full of jargon, **full of legal fine print**, with no photos and quite often written to suit a third party that may have happily arranged the report on your behalf (**including a kickback!!!**) **Buyer Beware!!!**

If that wasn't enough, the typical inspector is quite often a cranky, unapproachable old builder, with a bad back (**ie he doesn't return your phone calls and can't and won't fit in tight roof and sub floor spaces !!!**).

Because inspectors work practices are **not closely regulated**, they can make their own rules...**quite often at your expense!!!** How do we know all this – because nearly every day our customers tell us of their horror stories with others. **Please don't become their next victim... because your solution is so quick and easy...**



# 11 REASONS WHY YOU SHOULD CHOOSE US AND NO ONE ELSE

- 1. 100% PEACE OF MIND GUARANTEE BY EXPERT INSPECTORS.** Which means that your inspection is precisely and carefully undertaken by a local fit and healthy, fully licenced, owner operated and franchised pre-purchase **building inspection specialist**. All inspectors in this specialist franchise group are fully accountable, awesomely trained and highly experienced with a minimum of 15 years post graduate building experience. In addition, all our expert inspectors use state of the art **electronic equipment, to detect hidden damp or leaks**. Our strict and high standards, are others extras!!! Our guarantee is out of this world!...but more on that later.
- 2. 834 CRITICAL ITEM CHECKLIST.** This means **absolutely nothing critical is missed**. This checklist is totally unique to this business and has been tested in excess of 18,000 times.
- 3. INDEPENDENT ACCREDITATION.** This means that **the inspector strictly complies with ALL the requirements of Australian Standard 4349.1-2007** for pre-purchase building inspections. This is the **only** franchised and independently certified system in all of Australia, which means nearly every other report by our competition, that is not independently certified, is not worth the paper it's written on!!!
- 4. PROFESSIONAL INDEMNITY (PI) INSURANCE,** though not compulsory, will be held, when available, by our inspector, at the time of inspection. This PI is very expensive, but for your **total peace of mind**, we think you are worth it. To be absolutely sure his PI is current, please always ask for a complimentary copy of the certificate of currency, be issued with your report.
- 5. YOUR TAILOR MADE COLOUR REPORT IS TRIPLE CHECKED,** in every detail and signed off by each of the specialist support team at head office. This unique, totally thorough and proven **quality management process** means you get your report **absolutely correct... the first time**. **To make it easy for you, we even highlight all costly defects in red!!!**
- 6. FREE VERBAL REPORT –** to explain the most important aspects and answer any questions. We are very **easy to talk to**. In fact your inspector would be more than **happy to meet with you** to discuss your report in person, if required – **AT NO EXTRA COST TO YOU!**
- 7. UNBIASED OPINION –** Our inspectors are bound by a **strict code of ethics** and under no circumstances, ever receive any kickbacks. This means we are never influenced by any third party with a conflict of interest... which means you get a report that you can trust.
- 8. FREE ADVICE** by telephone, from your inspector, at **any time in the future**, on any aspect of the home inspected. This means you can call him and ask his opinion on a quote, or...whatever. Consider your inspector, your personal **consultant for life...AT NO EXTRA COST TO YOU!**
- 9. PHONE CALLS RETURNED.** We promise to always return all your calls, **as fast as humanly possible** and the same day. Your inspector will be friendly, helpful and approachable.
- 10. RAPID SERVICE** to all local areas by your local inspector. Your report will be treated urgently and in addition to a hard copy being mailed, a copy will be emailed or faxed to you and to your Conveyancing Professional or Banker... **AT NO EXTRA COST TO YOU!** This means you have plenty of time to read the report and take action before the hard copy arrives in the mail.
- 11. BUT WAIT, THERE IS MORE-** Mention this report and for a very limited time you will receive a **major discount** off the recommended fee and then **reward you further** if you choose to pay for your report early!!

## EVEN MORE OF OUR DELIGHTED CUSTOMERS

*Great service, very prompt and very approachable. We withdrew our offer on this property based on your report. We have since purchased another property which you also inspected. Thank you for your honesty and we apologise for the "earful" you got from the real estate agent!!*

**Janine Arthur– Blackalls Park**

*Delighted with the level of service we received and very satisfied with our building report. Would use your service next time we purchase a house and would recommend your service to our friends.*

**M A Rush-Nichols– Lorn**

*Very impressed with your thoroughness, service and helpfulness.*

**Cynthia Ramsey –The Junction**

*All aspects of your service have been of an exceptionally high standard. I would not hesitate to recommend your services.*

**Danielle Kennedy– Abermain**

*Great service and we will continue to use you in your area.*

**Garry Masters – Kurri Kurri**

*To Whom it may concern,*

*It gives me great pleasure to be given the opportunity to write this reference. I was very impressed with the prompt attention and manner in which every aspect of my request was carried out for the inspection of my house. Your attention to detail was such that I couldn't wish for more. Your knowledge of what to look for amazed me. I count myself fortunate that you were able to help me when I most needed it. Thank you again.*

*Yours faithfully*

**Thelma B. Wade – Aberglasslyn**

*Three years ago, we used another firm to inspect our last property and the inspector missed over \$22,000 in major things! I asked him did he use a moisture meter and he said he wasn't asked to, but would have if he had been instructed to. I threatened to sue him but he said he wasn't insured. Being from out of town, I really don't have the time to chase the matter up and on the other hand can't afford not to. I will probably get stuck with the repair bill and it really makes me cranky.*

*When we recently received your building report on our new investment property, I was amazed at how thorough your inspection was. You gave actual moisture meter readings of each of the high risk areas and continually made reference to what you looked for and what you actually found. When I called you to discuss the report, you clearly explained all of my questions and concerns.*

*I would have no hesitation in recommending you to others and will use you again and again. Thank you!*

**Robert Mowbray– Castle Hill**

*Your service and advice over the telephone is excellent and assisted me with negotiations with the Real Estate personnel. Thank you.*

**Les Coxon – Brandy Hill**

*Very impressed with the efficiency and time it took from my call to receiving the completed report. Report is comprehensive and easy to read.*





## 'HOW TO RECEIVE THE BEST VALUE PREMIUM SERVICE IN AUSTRALIA & 11 REASONS WHY YOU SHOULD CHOOSE US & NO ONE ELSE'

1. \*100% PEACE OF MIND GUARANTEE BY YOUR EXPERT INSPECTOR,
2. 834 CRITICAL ITEM CHECKLIST,
3. INDEPENDENT UNIVERSITY CERTIFICATION,
4. PI INSURANCE BY YOUR INSPECTOR,
5. TRIPLE INDEPENDENT CHECKING OF YOUR TAILOR MADE COLOUR REPORT,
6. FREE VERBAL REPORT,
7. UNBIASED OPINION,
8. FREE ADVICE BY TELEPHONE FOR LIFE ON ANY ASPECT OF YOUR NEW HOME,
9. ALL PHONE CALLS RETURNED,
10. FASTEST SERVICE IN AUSTRALIA AND...
11. MAJOR DISCOUNTS FOR EARLY PAYMENT!!!

### For A Premium Pre-Purchase Building Inspection Report

THE VALUE OF ALL THIS IS \$700...

BUT...

**YOUR 2009 SPECIAL PRICE FOR ALL THIS IS ONLY \*\*\$407!!!**

(\*That's a whopping saving of \$293 for immediate payment only, on one dwelling!!!)

How can we give all this away and so cheap? Our franchise structure gives us savings in a number of areas and immediate payment saves heaps in our accounts department. It is our way of saying thank you for your business, by passing on all the savings to you.

**PLUS...**

#### FREE LIFE MEMBERSHIP WHERE YOU ALSO RECEIVE:

- Free telephone advice for life on any aspect of your home.
- And much more.

\*

For those looking for the fine print... here it is: No catches or special conditions, just a genuine offer, for those who don't want to buy a lemon!!!



So when you are buying or building a home...  
Call 'ybi'...before you buy. Ph 1300 766 650

'ybi' : The peace of mind specialists



# 'PRE-PURCHASE BUILDING INSPECTION REPORT PACKAGE 14 DAY LIMITED FREE OFFER...'

**Yes, I want to receive a Pre-Purchase Premium Building Inspection Report** on my new home. I wish to take advantage of this specially discounted offer and **save up to \$293 off the recommended price**, just on the report alone, besides the free bonuses below!! Please arrange my inspection immediately and call me to arrange a mutually convenient booking time. And because I'm placing my order within the 14 day limit, please also include my **FREE BONUSES**...

## 'WHAT YOU WILL RECEIVE...'

**Full Colour Pre-Purchase Premium Building Inspection Report on one dwelling,  
PLUS...  FREE BONUSES:**

- FREE VERBAL REPORT** – by inspector at end of the inspection,
- FREE ADVICE** – by telephone, by the inspector, anytime on your new home, for life,

**PLUS...Don't forget your:**

- \*100% PEACE OF MIND GUARANTEE**

**THE VALUE OF ALL THIS IS \$700...**

**YOUR 2009 SPECIAL PRICE FOR ALL THIS IS ONLY \$407**

**That's a whopping saving of \$293!!!**

**This assumes one dwelling/inspection and immediate payment)**

(Add \$260 for an extra flat or unit, if more than one attached dwelling to be inspected).

### \*\* My Details are:

Name/s to go on report \_\_\_\_\_

Property Address: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Phone: (home) \_\_\_\_\_ (work): \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_ Please fax to: self – fax No: \_\_\_\_\_

Name/ Phone number of Real Estate Agent: \_\_\_\_\_

Any special instructions: **834 Critical Item Inspection and "Standard" Report**, strictly complying with AS4349.1-2007 **AND** \_\_\_\_\_

### \*\* Payment Details: (all prices shown are inclusive of GST and postage and handling)

- Enclosed is my cheque/money order for \$\_\_\_\_\_** (single dwelling)  
(add \$260 for an extra flat or unit, if more than one attached dwelling to be inspected )  
**Make cheques payable to:** YBI (use FREEPOST address below), OR ...

- Please charge my** Mastercard / Visa / Bankcard / American Express (please circle one) \$\_\_\_\_\_



Card No: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ Exp date \_\_\_\_\_

Name on card \_\_\_\_\_ signature of cardholder \_\_\_\_\_

**PHONE:** local call **1300 766 650** OR ...**FAX TO:** local call **1300 766 690** OR ...

**EMAIL** – go to [www.ybi.com.au](http://www.ybi.com.au) OR ...

**SNAIL MAIL** to: YBI, FREEPOST Reply Paid 144, JESMOND, NSW, 2299

\* For those looking for the fine print... here it is: No catches or special conditions, just a genuine offer, for those who don't want to buy a lemon!!!

\*\* Your privacy is important to us. We promise to keep this information confidential at all times.