

Dear informed insurance executive;

Undoubtedly, as a premier homeowner insurance carrier, you provide a set of core business values, and rely on your capabilities and wherewithal within the insurance industry to expand your current businesses. With the changes in legislation and the new economic burdens, future homeowners are becoming much more in tune to value, and more importantly, key differentiators that a carrier can offer that will allow them points/rebates to reduce risk. The NIFAST (National Institute of Fire and Safety Training) organization was formed to help accomplish this objective.

NIFAST is a national association comprised of federally licensed fire safety professionals, founded and operated by fire safety industry leaders. Organized to dramatically improve fire safety standards and results, NIFAST is emerging as the source of trusted fire safety standards and education. Through direct affiliations with those most affected by fire management issues, NIFAST is building reliability in standards, training and online testing.

NIFAST has a mission: to reduce loss of life, injury, and property damage due to fire. Our inspections are showing homeowners just how much education they are lacking about fire precautions, and more importantly, how they can outfit their home residence to become a NIFAST certified residence, which in turn, adds to the marketability of the property.

**THE NIFAST program consists of:**

- *Certification for residential home inspectors.* Home inspectors will conduct overall fire inspections for a point-of-sale inspection, or for general inspections. Inspections will be completed based upon NIFAST standards for single family dwellings, multi-family dwellings and off-campus housing in university settings. Our current contract with InterNACHI (National Association of Certified Home Inspectors) is to **offer certification to all members in the next twelve months.**

- *The Flashpoint testing system* is an on-line program consisting of a comprehensive curriculum and test with measurable results, targeted remediation, and hands-on practical training, confirming mastery of life/property saving skills. Flashpoint is available to residential home occupants and college students, and is being rolled out to several college campuses for the 2009-2010 academic year **as well as being available online in May 2009 for all home occupants.** This test is a measurable testing system that can satisfy the requirements of the Campus Fire Safety Right-to-Know Act that was recently passed through legislation, and can reduce the loss of life in our young college students occupying a dwelling as a first "home".

**How can the insurance industry benefit?**

- By helping NIFAST to spread the message that tools and training techniques are available to educate home occupants about residential fire safety, including a national vehicle by which to offer these home fire inspections through our home inspector's network.
- To consider a reduction in premiums to homeowners that have completed the test, and had their dwellings inspected by a NIFAST certified fire inspector.
- To sponsor/promote the NIFAST initiative and Flashpoint testing system, in support of this new movement towards fire safety. Exclusive rights available.

I look forward to talking with you in greater detail, and I thank you in advance for your consideration.

Sincerely,

Joe Home Inspector  
NIFAST/InterNACHI Certified Home Inspector  
ABC Inspection Services