

BizSnaps

A Snapshot look at local businesses



Your Name: Rob & Sue Kleinschmidt **Title:** President & Vice-President

Business Name: Pillar to Post Professional Home Inspections

Address: 2584 South Madison Rd., Beloit, WI **Phone:** (800) 518-4218

Directions & business hours vary; business is done at the client's home.

When was the business started? Pillar to Post began in Rock County around 1999, we took over ownership in 2006. Steve Williams came to our team over a year ago.

Described your products/services: We provide home inspections, radon testing, mold sampling, and many other services for home buyers and sellers. We also consult with homeowners with suggested general repairs or to keep the house in great shape.

What are your future plans for your business? We're expanding our focus to help make homes more energy efficient in the fight against rising heating and electric bills. Rob has begun working as a consultant with the Wisconsin Energy Star Homes and Wisconsin Home Performance with Energy Star programs.

How will this change your business offerings? We consult with people to help increase home comfort, durability, safety, and energy efficiency. There are potential rebates for energy improvements, we guide people through this process. We also provide Wisconsin Energy Star home certifications for new homes and consultation for improving comfort, durability, safety and efficiency of existing homes.

What is your business philosophy? Leverage the power of help; we bring the right information in the right situation to help solve problems.

What have you learned from this business? We have learned that there are many great people out there who care about their homes.

Do you have a favorite saying that applies to your business? Education and communication are key. People understand and appreciate quality information and valuable services.

What have been some of the challenges you've faced? A challenge is helping people to understand the benefits of home inspection. An inspection ensures it is working the way you think it is when you decide to buy it. We confirm that things are working well or suggest remedies if there is a problem.

What do you find most rewarding about this type of work?

Working with people to solve problems and helping them learn new things.

What type of customers use your products/services? Home buyers and sellers currently use our services. The next level of energy consulting is designed for any homeowner who wants to take their house to a better comfort, durability, safety and energy efficiency level.



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