

# CHRONICLES

TALES OF GREATNESS IN THE MAKING FROM AWARD WINNING INSPECTORS

## JEFF GILLY

PRESIDENT'S CLUB AWARD



“First, I didn’t want brick and mortar – a 24-7 business with employees. I did want a good income that would take me gracefully into my retirement years and a business that I could someday sell.”

- Jeff Gilly Carmichael, CA

In 1998, Jeff Gilly found himself in a spot that so many other successful experienced professionals in a volatile economy have faced. After a long and prestigious career in the health care field, Jeff was out of work. Worse yet, the outlook was bleak. At age 50, Jeff was over-qualified for most of the jobs in his market, where he had served as a middle and upper manager.

But Jeff had what many others don’t: A positive attitude, perseverance and a sense of humor that shines immediately. “I decided to try to make things happen rather than let things happen

to me.” So Jeff took matters into his own hands and set out the criteria that he wanted in a new career.

“First, I didn’t want brick and mortar – a 24-7 business with employees. I did want a good income that would take me gracefully into my retirement years and a business that I could someday sell.” Then he began investigating his options and the rest, as they say, is history. National Property Inspections fit the bill to a tee. For Jeff, NPI stood head-and-shoulders above the competitors because of the company’s Midwestern, honest business ethic. “If Roland Bates tells you it’s Christmas, you can hang your stocking!”

Jeff jumped right into his new career in the Sacramento area, where he faced 75 to 100 home inspector competitors from day one. “It was a challenge because a lot of Realtors’ offices don’t allow home inspectors in,” Jeff said. He found himself with several advantages over the rest, though.

The company’s proven formula, state-of-the-art products and respected national franchise name helped set him

apart from the others. Jeff introduced himself to his market by distributing The Inspector newsletter and price sheets, and convincing his real estate customers to allow him to attend sales meetings where he showed off his gadgets and tools of the trade.

Using his sense of humor and engaging personality, Jeff makes every effort to get to know his customers. “People do business with folks they know and trust,” Jeff said. “Don’t be afraid to inject your personality into the process. Buying a home is one of the most emotional, gut-wrenching decisions for many people. The easier you can make it, the better for everyone.” As a result of his efforts and hard work, Jeff earned the notable President’s Club Award from NPI in 2002.

For Jeff, though, the best is yet to come. His goals include increasing his business at least 20 percent every year. And the most important advice that Jeff can give to new inspectors sounds like the path that led him to success. “Have the determination and perseverance to put together a good plan and the courage to carry it out.”