



# The HERO Headliner

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## Are You Planning on Staying in the Energy Auditing and Testing Business?



Are you planning on staying in the Energy Auditing and Testing Business? You may wonder, Why is he asking such a silly question. The answer to this question is more directly related to other parties that are starting to come out of the woodwork and promote themselves as Energy Auditors, Energy Testers or Home Performance Auditors. Many of these folks have no concern about doing the right thing and

following any standards of RESNET, BPI, EPA or any other organization. They are only interested in What is in it for them!

They will make and are making all types of promises to save energy by purchasing their product or service. This taints the whole industry for those who perform the true auditing in new and existing homes. While you may say that you are not in that part of the business model and you will never the less be affected by the low professionalism of these companies and their shady dealings. I respectfully disagree!

If we as an industry do not wake up and take charge of our industry these folks will by default become the standard by which all HERS raters or auditors are judged. They will destroy this industry faster than any of us can fathom, they will leave behind a wake of lies, poor workmanship, law suits, employees with out jobs who now think they know the energy auditing business and will start up with out the knowledge, experience or any other business knowledge and systems and start the cycle over again. Since they do not understand the cost of doing business they will compete only on price and promises full of hot air while continuing to destroy this industry and the good companies that are trying to do the right things. Fairness, Honesty, Integrity and Dependability are foreign words to these folks who prey on the unsuspecting customers of Texas.

So I again ask the question "Are you planning on staying in the Energy Auditing and Testing Business?" If so then I encourage you to grab your check book and make a donation today to TXHERO Legislative Fund so that the Texas Home Energy Raters Organization will have the necessary funding needed to work in this next legislative session to obtain some type of registration, certification or licensing for Home Energy Auditors and Testers. If you do not donate to this fund today and help those of us who are planning on staying in the Energy Auditing and Testing Business then we will all be out of business tomorrow.

It doesn't matter to me what your legislative beliefs are...the fact is that the game in Austin is being played and we can either be a player or be the spoils.....the choice is yours. Your dollars will speak much louder than your words.....so donate today.

A handwritten signature in black ink, appearing to read "Larry Taylor". The signature is fluid and cursive, written in a professional style.