

Born and raised in Chicago, Kaplan isn't afraid to share his humble beginnings - actually, he's downright proud, and so he should be. After all, this is a man who was raised by a single mom and his two older sisters; his father left when he was five.

"I was designated the man of the house by the time I was five years old," Kaplan said. "I grew up quickly, and it was my job to help protect the family, negotiate and do everything else in between. I had a stronger discipline than most, I guess." "Growing up with very little financial resources, Kaplan became accustomed to creating and building his own toys and wearing 'hand-me-downs' from relatives." As a little boy, this was upsetting to him, but it was probably the best training someone could wish for. Since his mother did such an outstanding job honing and developing his skill set, he was able to eventually become a leading name in real estate entrepreneurship nationwide.

After high school he became a union 134 electrician, a career that lasted eight years. At the time, he was also taking evening classes for eight years at Northeastern Illinois University, where he earned a degree in business. During this busy time, he was also purchasing, rehabbing and reselling homes, apartment buildings and condos throughout the Chicago land area. "By the time I was 26 years old, I had already finished my 15th property, and then that was when friends starting calling me to preview and inspect the systems in the homes and condos they were buying." "I didn't really know what I was doing, but I told the first friend that called that everything looked good, just to pacify and encourage him," he remembered. A month later, another friend asked Kaplan to do the same favor. "What was strange was that I met the same Realtor twice, who then asked for my card as the "home inspector". Upon further research, he discovered that in the home inspection industry, he could make money while helping people save thousands of dollars and headaches." Two days later, Kaplan enrolled himself in a course at the Inspection Training Associates in Oceanside, CA.. Six months later, he started HIT, and after three years, he hung up his electrician's hat, and he's been on a roll ever since. "I abandoned the electrician career about a year after the company really took off," he said. "I had to keep working as an electrician for a while just to make ends meet, and I was also doing some rehabs. The first year HIT did about 13 inspections, and now we do over 4,000 per year." Within four years, HIT became recognized as the largest home inspection company in the

Midwest and had the momentum and reputation to grow and expand.

Then, like all good things coming to an end – his very successful home inspection business took a turn for the worse in 2007 while sales dumped more than 50% overnight. As his mother would hone into his brain.....”Just get up and fight...never give up!” In 2007, he turned his small seminar platform which was merely a marketing tool for the home inspections and turned it into a revenue base while saving HIT from closing up. In 2007, he trained 147 agents – in 2008 that number jumped to over 6,000 and in 2009, up to 9,000. In February of 2010, he launched his online format for streaming video and 9 instructors. “Pretty weird....what used to ride the tails of HIT is now the horse that pulls the cart....isn’t America great?”

Aside from working heavy hours managing two totally separate revenue bases, Kaplan also enjoys being a single father, teaching his 10 month old daughter about life just like his single mother did for him!!

### **Education and Qualifications:**

- President / Founder of Household Inspection Team® conducted over 40,000 inspections
- President / Founder of Advanced Real Estate Learning Center® -
- Certified Member of the American Society of Home Inspectors (ASHI).
- Certified Home Inspector Trainer through American Society of Home Inspectors
- Graduated from ITA - in California - 1995
- Certified property inspector from Home Tech Seminars
- Member of the Coldwell Banker Concierge Program
- Personally conducted over 10,000 inspections
- Licensed Continuing Education Instructor through the IDFPR lecturing to real estate professionals on a weekly basis
- Expert witness experience in real estate litigation

## **Television and Public Appearances:**

- Spoke at the Sussex and Reilly home show at the McCormick Center
- Conducts quarterly seminars at Acorn Housing for lower income families on how to find and purchase healthy real estate
- Jack Taylor Show - WCIU - Channel 60 "Stock Market Observer"
- Steve Ruxton Show - WCIU - Channel 60
- Home Garden TV - "House Detective" (multiple appearances)
- Spoke at Chicago Association of Realtors Trade Show
- Conducted lecture series at multiple Chicago Public Library locations regarding the importance of home inspections
- Conducts weekly lecture series to low income individuals regarding the importance of home inspections
- Spoke at Mayor Daley's Chicago Bungalow Project
- Guest on Fox TV News at 9:00 a.m. Prime Time regarding home inspections
- Spoke for Get Motivated with Zig Ziglar in front of 6,000 people on success

## **Publications:**

- Real Estate Executive magazine - (monthly column about issues within the real estate world)
- Talking to the Boss (multiple articles and press releases regarding the importance of home inspections)
- New Homes (article regarding the importance of home inspections)
- Arlington Heights Daily Herald (article regarding ice damming)
- Evanston Review (article regarding the importance of home inspections)
- Skokie Review (article regarding the importance of home inspections)
- Chicago Agent Magazine (article regarding the importance of education in your workplace)