

EDUCATION REVIEW COMMITTEE
REAL ESTATE COMMISSION
Professional and Vocational Licensing Division
Department of Commerce and Consumer Affairs
State of Hawaii
www.hawaii.gov/hirec

MINUTES OF MEETING

The agenda for this meeting was filed with the Lieutenant Governor's Office as required by Section 92-7(b), Hawaii Revised Statutes.

Date: January 9, 2013

Time: Upon adjournment of the Condominium Review Committee meeting, which is upon adjournment of the Laws and Rules Review Committee meeting, which convened at 9:30 a.m.

Place: REALTORS' Association of Maui, Inc.
441 Ala Makani Place
Kahului, Maui

Present: Walter Harvey, Chair / Broker / Honolulu Commissioner
Aileen Wada, Vice Chair / Broker / Honolulu Commissioner
Rowena B. Cobb, Broker / Kauai Commissioner
Frances T. Gendrano, Broker / Honolulu Commissioner
Bruce Faulkner, Broker / Maui Island Commissioner
Nikki T. Senter, Public / Honolulu Commissioner
Scott A. Sherley, Broker / Hawaii Island Commissioner
Scott Arakaki, Public/Honolulu Commissioner

Neil Fujitani, Supervising Executive Officer
Diane Choy Fujimura, Senior Real Estate Specialist
Cynthia Yee, Senior Condominium Specialist
Shari Wong, Deputy Attorney General
Tammy Norton, Recording Secretary

Absent: Stanley Kuriyama, Broker/Honolulu Commissioner

Others: Carol Ball, Carol Ball & Associates
Wayne Cobel
Tina Hoenig, TM Education Services
Mark Hoenig, TM Education Services
Kavan Saiki, Regulated Industries Complaints Office – Maui

Call to Order: The Chair called the meeting to order at 9:50 a.m., at which time quorum was established.

Chair's Report: The Chair stated the Committee may move into Executive Session to consider and evaluate personal information relating to individuals applying for licensure in accordance with section 92-5(a)(1), HRS, and to consult with the Board's attorney on questions and issues pertaining to the Board's powers, duties, privileges, immunities, and liabilities in accordance with section 92-5(a)(4), HRS.

Commissioner Kuriyama was excused from the meeting. Prior notification of his non-attendance was received.

Real Estate
Specialist's Report: Additional Distribution

The following was distributed as additional distribution:

4. Continuing Education Administration, Curriculum, Courses, Providers, and Instructors
 - b. Administrative Issues
 - 3) Course – "Mold and the Indoor Environment"; Author/owner: Douglas Bowles; Provider: TM Education Services; Course Categories: Property Management, Property Ownership and Development; Technology and the Licensee; Clock Hours: 3

Minutes of Previous Meeting

Upon a motion by Commissioner Cobb, seconded by Commissioner Sherley, it was voted on and unanimously carried to accept the minutes of the December 12, 2012, Education Review Committee meeting.

Continuing Education: Administrative Issues – New Salespersons Licensed in 2012

A report on the number of new salespersons licensed in 2012 was distributed for informational purposes. It was noted that the numbers are declining.

Applications

2013-2014 Continuing Education Providers and Courses Ratification List

Upon a motion by Commissioner Gendrano, seconded by Commissioner Faulkner, it was voted on and unanimously carried to ratify the attached list.

Provider – Waiwai Nui Inc. dba Hawaii Business Training, Administrator – Beth Holiday

Upon a motion by Commissioner Gendrano, seconded by Commissioner Cobb, it was voted on and unanimously carried to approve Waiwai Nui Inc. dba Hawaii Business Training as a continuing education provider.

Course – "Mold and the Indoor Environment"; Author/owner: Douglas Bowles; Provider: TM Education Services; Course Categories: Property Management, Property Ownership and Development; Technology and the Licensee; Clock Hours: 3

Ms. Tina Hoenig and Mr. Mark Hoenig were present to provide clarification to or answer any questions about the course application. Commissioner Gendrano commented that mold education is necessary and that she was impressed with the author's resume and familiarity with the topic.

Upon a motion by Commissioner Gendrano, seconded by Commissioner Cobb, it was voted on and unanimously carried to approve "Mold and the Indoor Environment"; Author/owner: Douglas Bowles; Provider: TM Education Services; Course Categories: Property Management, Property Ownership and Development; Technology and the Licensee; Clock Hours: 3.

Preliminary Education: Evaluation and Education Program

Copies of evaluations of the independent study course from the following preliminary schools were distributed to the Commissioners for their information:

- Abe Lee Seminars (9)
- Seiler School of Real Estate (4)

Administration of
Examinations:

PSI

Licensing Examination Statistics – December 2012

Examination statistics for December 2012 were distributed to the Commissioners for their information.

School Pass/Fail Rates – December 2012

School pass/fail rate statistics for December 2012 were distributed to the Commissioners for their information.

School Summary by Test Category – December 2012

The December 2012 test category summary reports, by school, were distributed to the Commissioners for their information.

Commissioner Gendrano questioned how we are doing with the number of reregistered schools.

Senior Specialist Fujimura responded that there has been no significant change in the number of prelicense schools reregistering, but there has been a number of Continuing Education Providers who either chose not to reregister or who missed the deadline.

Commissioner Harvey reported that both he and Commissioner Cobb will represent the Real Estate Commission and participate at PSI's National Section Test Development. Participants will review the existing national section examination items and determine its validity and develop new examination testing items with representatives from the other contracted states and PSI's staff.

Commissioner Cobb questioned the number of licensees who did not renew their license by the license expiration date of December 31, 2012.

Specialist Fujimura responded that approximately 5,000 licensees have not successfully renewed. The online renewals were down 2 – 3% from last year. Staff has been receiving an over abundance of calls from licensees who did not renew on time, have not completed their CEs, or are dependent on their PB/Brokerage firm to renew. There seems to be a need for more education or outreach to get the word out to all licensees to renew by the renewal deadline date of November 30.

Commissioner Harvey stated that he finds it very hard to be sympathetic to licensees who did not renew their licenses timely. He stated their job is their livelihood and should be taken seriously. Licensees are given two years to complete their CE requirements, and they are well-informed of the renewal deadlines, not only from the Commission, but also from their local boards, and office staff. These individuals are breaking the law if they continue to do business and have not successfully renewed. Real estate licensees need to be prudent and responsible. They are assisting consumers with one of the biggest financial purchases of their lives.

He further commented that there are many CE courses available throughout the year, whether it be live or online. The renewal deadline and expiration date of the license does not change.

**2013-2014 CONTINUING EDUCATION PROVIDERS AND COURSES
RATIFICATION LIST**

EDUCATION REVIEW COMMITTEE

January 9, 2013

<u>Registration/Certification</u>	<u>Effective Date</u>
Provider(s)	
Hawaii Association of REALTORS	January 1, 2013
Carol Ball School of Real Estate	January 1, 2013
Shari S. Motooka-Higa	January 1, 2013
Coldwell Banker Pacific Properties Real Estate School	January 1, 2013
Vitousek Real Estate School	January 1, 2013
Real Class Inc.	January 1, 2013
Carol M. Egan, Esq.	January 1, 2013
Russ Goode Seminars	January 1, 2013
Charfen Institute, dba Distressed Property Institute, LLC	January 1, 2013
The Seminar Group	January 1, 2013
Dower School of Real Estate	January 1, 2013
Kauai Board of REALTORS	January 1, 2013
Hawaii Island REALTORS	January 1, 2013
TM Education Services	January 1, 2013
West Hawaii Association of Realtors	January 1, 2013
Akahi Real Estate Network LLC	January 1, 2013
Hawaii CCIM Chapter	January 1, 2013
Property Merchants, Inc., dba All Islands Real Estate School	January 1, 2013
REMI School of Real Estate	January 1, 2013
Lorman Business Center, Inc., dba Lorman Education Services	January 1, 2013

Course(s)

"Scams, Scoundrels and Real Estate Stings V1.0" (ARELLO/ Dearborn Publishing, Inc.)	January 1, 2013
"Broker Awareness Part 1: Overview and Expectation" (Hawaii Association of REALTORS)	January 1, 2013
"Broker Awareness Part 2: Broker Practice and Risk Management" (Hawaii Association of REALTORS)	January 1, 2013
"Seller Counseling: From Listing to Closing" (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
"At Home with Diversity" (National/Honolulu Board of Realtors)	January 1, 2013
"Senior Real Estate Specialist" (National/Honolulu Board of Realtors)	January 1, 2013
"BPOs: The Agent's Role in the Valuation Process" (National/Honolulu Board of Realtors)	January 1, 2013
"Ethics – Pricing, Offers and Advertising" (ARELLO/Coldwell Banker Pacific Properties Real Estate School)	January 1, 2013
"Ethics – Disclosure & Cooperation" (ARELLO/Coldwell Banker Pacific Properties Real Estate School)	January 1, 2013
"Minimizing Risks with Effective Practices" (ARELLO/Coldwell Banker Pacific Properties Real Estate School)	January 1, 2013
"How the Federal Reserve Predicts and Shapes Your Future" (ARELLO/Continuing Ed Express LLC)	January 1, 2013
"Leading and Communicating Effectively" (Vitousek Real Estate School)	January 1, 2013
"Minimizing Risk with Effective Practices" (Vitousek Real Estate School)	January 1, 2013
"People Management in Real Estate" (Vitousek Real Estate School)	January 1, 2013
"Starting a Successful Brokerage" (Vitousek Real Estate School)	January 1, 2013
"Agency, Ethics and Fair Housing" (Hawaii Association of REALTORS)	January 1, 2013
"Analysis of Investment Real Estate" (Hawaii Association of REALTORS)	January 1, 2013

"Condominium and Planned Communities" (Hawaii Association of REALTORS)	January 1, 2013
"Contracts" (Hawaii Association of REALTORS)	January 1, 2013
"Disclosure" (Hawaii Association of REALTORS)	January 1, 2013
"Finance" (Hawaii Association of REALTORS)	January 1, 2013
"Land Use and Development" (Hawaii Association of REALTORS)	January 1, 2013
"Legal Issues" (Hawaii Association of REALTORS)	January 1, 2013
"Property Management and Landlord/Tenant" (Hawaii Association of REALTORS)	January 1, 2013
"Residential Tax Rules, 1031 Exchange, and Foreign Investors" (Hawaii Association of REALTORS)	January 1, 2013
"Raising Standards in Buyer Representation" (Beth Holiday)	January 1, 2013
"Americans with Disabilities Act – Questions & Answers Updated" (Scott Sherley)	January 1, 2013
"Fair Housing: A Guide for Real Estate Agents" (Scott Sherley)	January 1, 2013
"Hawaii Legislative Update 2012 & Foreclosure Dispute Resolution Revisited" (Scott Sherley)	January 1, 2013
"Certified Investor Agent Specialist" (Charfen Institute, dba Distressed Property Institute, LLC)	January 1, 2013
"Certified Distressed Property Expert" (Charfen Institute, dba Distressed Property Institute, LLC)	January 1, 2013
"CI Intro: Introduction to Commercial Investment Real Estate Analysis" (National/Hawaii CCIM Chapter)	January 1, 2013
"CI 101: Financial Analysis for Commercial Investment Real Estate" (National/Hawaii CCIM Chapter)	January 1, 2013
"CI 102: Market Analysis for Commercial Investment Real Estate" (National/Hawaii CCIM Chapter)	January 1, 2013

"CI 103: User Decision Analysis for Commercial Investment Real Estate" (National/Hawaii CCIM Chapter)	January 1, 2013
"CI 104: Investment Analysis for Commercial Investment Real Estate" (National/Hawaii CCIM Chapter)	January 1, 2013
"Land Use and Permit Requirements (Residential Applications City & County Honolulu) Part Two" (Philip Hale Wilia)	January 1, 2013
"Property Management & Fair Housing Discrimination – A Preventive Measures Guideline" (Philip Hale Wilia)	January 1, 2013
"Short Sales & Foreclosures – An Overview" (Philip Hale Wilia)	January 1, 2013
"The Nuts and Bolts of Mortgages, Loans, and Liens" (Scott Alan Bly, Esq.)	January 1, 2013
"Understanding Settlement and Settlement Statements" (Scott Alan Bly, Esq.)	January 1, 2013
"Title, Tenancy and Deeds, What Every Licensing Should Know" (Scott Alan Bly, Esq.)	January 1, 2013
"Stay Out of Trouble by Knowing the Licensing Laws and Ethical Standards!" (Scott Alan Bly, Esq.)	January 1, 2013
Strategies for Getting the Listing (Marsha Shimizu)	January 1, 2013
Strategies for the Exclusive Right to Sell Listing Contract" (Marsha Shimizu)	January 1, 2013
"Residential Property Managers: Tenant Screening and Collecting a Debt on behalf of a Landlord" (Mark D. Clement, Esq.)	January 1, 2013
"At Home with Diversity" (National/Hawaii Association of Realtors)	January 1, 2013
"e-PRO" (National/Hawaii Association of Realtors)	January 1, 2013
"Strategies of Listing: Establishing Market Value and Pricing Strategies" (Hawaii Association of Realtors)	January 1, 2013
"Strategies of Finance: Basics" (Hawaii Association of Realtors)	January 1, 2013

"Strategies for the Purchase Contract" (Hawaii Association of Realtors)	January 1, 2013
"Applied Ethics in Practice: Case Studies (2013-2014)" (REMI School of Real Estate)	January 1, 2013
"Buyer Representation (2013-2014)" (REMI School of Real Estate)	January 1, 2013
"Foreclosure Resolution Law in Hawaii (2013-2014)" (REMI School of Real Estate)	January 1, 2013
"Disclosures in Residential Transactions (2013-2014)" (REMI School of Real Estate)	January 1, 2013
"Real Estate Valuation (2013-2014)" (REMI School of Real Estate)	January 1, 2013
"Settlement Process – HUD1, RESPA, and the GFE (2013-2014)" (REMI School of Real Estate)	January 1, 2013
"Social Media Technology and Advertising Rules (2013-2014)" (REMI School of Real Estate)	January 1, 2013
"1031 Exchange for Real Estate Practitioners (2013-2014)" (REMI School of Real Estate)	January 1, 2013
"About Fair Housing for Real Estate Practitioners (2013-2014)" (REMI School of Real Estate)	January 1, 2013
"Understanding and Marketing Green Homes (2013-2014)" (REMI School of Real Estate)	January 1, 2013

Registration/Certification

Effective Date

School(s)

Carol Ball School of Real Estate	January 1, 2013
Coldwell Banker Pacific Properties Real Estate School	January 1, 2013
Seiler School of Real Estate	January 1, 2013
Ralph Foulger's School of Real Estate	January 1, 2013
Vitousek Real Estate School	January 1, 2013
All Islands Real Estate School	January 1, 2013
Dower School of Real Estate	January 1, 2013

Akahi Real Estate Network LLC January 1, 2013

REMI School of Real Estate January 1, 2013

Instructor(s)

Carol Ball January 1, 2013

Trudy I. Nishihara January 1, 2013

Ricardo D. (Rick) Seiler January 1, 2013

Ralph Foulger January 1, 2013

Paige Vitousek January 1, 2013

M Russell Goode, Jr. January 1, 2013

Scott Alan Bly, Esq. January 1, 2013

Everett S. Kaneshige January 1, 2013

Mary M. Hakoda January 1, 2013

Jay J. Spadinger January 1, 2013

David Catanzaro January 1, 2013