

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: February 6, 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 9:00 a.m.

Place: Queen Liliuokalani Conference Room
King Kalakaua Building
335 Merchant Street, First Floor
Honolulu, Hawaii

Present: Walter Harvey, Chair/ Broker / Honolulu Commissioner
Aileen Wada, Vice Chair / Broker / Honolulu Commissioner
Stanley Kuriyama, Broker/Honolulu Commissioner
Bruce Faulkner, Broker / Maui Commissioner
Nikki T. Senter, Public / Honolulu Commissioner
Scott A. Sherley, Broker / Hawaii Island Commissioner

Neil Fujitani, Supervising Executive Officer
Miles Ino, Executive Officer
Diane Choy Fujimura, Senior Real Estate Specialist
Amy Endo, Real Estate Specialist
David Grupen, Real Estate Specialist
Benedyne Stone, Condominium Specialist
Cynthia Yee, Senior Condominium Specialist
Cheryl Leong, Condominium Specialist
Shari Wong, Deputy Attorney General
Amy Fujioka, Recording Secretary

Others: Marsha Shimizu, Hawaii Association of REALTORS®

Absent: Scott Arakaki, Public Member/Honolulu
Rowena Cobb, Broker/Kauai
Frances Gendrano, Broker/Honolulu

Call to Order: The Chair called the meeting to order at 9:44 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.

Commissioners Arakaki, Cobb and Gendrano were excused from the meeting. Prior notifications of their non-attendance were received.

Real Estate

Specialist's Report: Minutes of Previous Meeting

Upon a motion by Commissioner Faulkner, seconded by Commissioner Wada, it was voted on and unanimously carried to accept the minutes of the January 9, 2013, Education Review Committee meeting.

Continuing Education: Administrative Issues

New Salespersons Licensed in 2012

A report and graph of new salespersons licensed in 2012 was distributed to the Commissioners for their information.

Applications

2013-2014 Continuing Education Providers and Courses Ratification List

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

Provider – Key Realty School LLC, Administrator – Michael Federwitz

Upon a motion by Commissioner Kuriyama, seconded by Commissioner Sherley, it was voted on and unanimously carried to approve "Key Realty School, LLC" as a continuing education provider.

Course – “Evaluating the Code of Ethics”; Author/owner: Key Realty School LLC; Provider: Key Realty School LLC (pending); Course Categories: Other – Ethics in Real Estate; Clock Hours: 3

Commissioner Harvey commented that the course seems to be very thorough.

Upon a motion by Commissioner Kuriyama, seconded by Commissioner Sherley, it was voted on and unanimously carried to approve "Evaluating the Code of Ethics" as a three credit hour continuing education elective course, under the course category: Other – Ethics in Real Estate.

Course – “Homeowner 2013 Tax Law Update”; Author/owner: Eddie Flores, Jr., and Bryan P. Andaya, Esq.; Provider: Eddie Flores Real Estate Continuing Education; Course Category: Laws Affecting Home Ownership and Real Estate Holdings; Clock Hours: 3

Commissioner Senter recused herself from discussion and voting on this matter.

Commissioner Harvey commented on the timing of the course since it is only February and early for a tax update.

Commissioner Faulkner stated that the course should include a disclaimer that emphasizes to real estate professionals to not offer tax advice and to refer clients to tax professionals when tax issues arise.

Upon a motion by Commissioner Faulkner, seconded by Commissioner Kuriyama, it was voted on and unanimously carried to approve "Homeowner 2013 Tax Law Update" as a three credit hour continuing education elective course, under the course category: Laws Affecting Home Ownership and Real Estate Holdings.

Course – “Land Use and Permit Requirements – Residential Mini-Subdivisions & Condominium Property Regimes (CPR)”; Author/owner: Philip Hale Wilia;
Provider: Dower School of Real Estate; Course Category: Real Estate Development; Clock Hours: 3 (Deferred from 7/11/12 ERC meeting)

Commissioner Senter offered comments regarding the course. While she applauds the author's effort in addressing items in the ERC's 8/7/2012 deferral letter, her concern is with the "big picture" of the course.

The course covers different types of dwellings - multi-family, duplexes, and single family homes, and the applicability of land use ordinance codes. The course contains good content relevant to the different types of dwellings, however, the discussion regarding condominiums is not accurate and includes terms that are not the recognized legal terms when speaking of condominiums.

Upon a motion by Commissioner Sherley, seconded by Commissioner Faulkner, it was voted on and unanimously carried to defer decision making on this application subject to the author's appearance at the March 6th ERC meeting and amending the course with the following general recommendation:

As it appears there is enough course material on subdivisions and land use ordinances, the author should focus the course on his knowledge and expertise on these subjects and delete any references to condominiums. If any reference to condominiums is made, it should be inserted at the end of the course and only state that a condominium is a form of division of ownership and does not affect the applicability of the land use ordinance codes.

Prelicense Education: Evaluation and Education Program

Copies of evaluations of the independent study course from Abe Lee Seminars (8) were distributed to the Commissioners for their information.

Copies of evaluations of the independent study course from Seiler School of Real Estate (2) were distributed to the Commissioners for their information.

Administration of Examinations:

PSI

Licensing Examination Statistics – January 2013

Examination statistics for January 2013 were distributed to the Commissioners for their information.

School Pass/Fail Rates – January 2013

School pass/fail rate statistics for January 2013 were distributed to the Commissioners for their information.

School Summary by Test Category – January 2013

Copies of the January 2013 test category summary reports, by school, were distributed to the Commissioners for their information.

Program of Work: Ad Hoc Committee on Education (ACE)

Senior Real Estate Specialist Fujimura reported that the Ad Hoc Committee on Education met on January 24, 2013 and distributed a report to the Commissioners for their information and acceptance.

Senior Specialist Fujimura reports that ACE suggests creating a focus group of new/younger licensees. The purpose is to have discussions with new/younger licensees regarding their different perspectives and outlooks on doing real estate business. Because they have a working knowledge of technology, they have innovative approaches and ideas regarding the use of technology (tablets) in doing their work as licensees.

Ms. Marsha Shimizu of HAR commented that HAR previously tried a focus group made up of younger licensees and found it very beneficial to learn how they approached the real estate business. She strongly recommends forming a focus group and offered her assistance in finding members for this group.

Upon a motion by Commissioner Kuriyama, seconded by Commissioner Sherley, it was voted on and unanimously carried to approve the report of the Ad Hoc Committee on Education meeting held on January 24, 2013.

Budget and Finance
Report:

No report presented.

Next Meeting:

Wednesday, March 6, 2013

Upon adjournment of the Condominium Review Committee Meeting, which is upon adjournment of the Laws and Rules Review Committee meeting, which convenes at 9:00 a.m.

Queen Liliuokalani Conference Room
King Kalakaua Building
335 Merchant Street, First Floor
Honolulu, Hawaii

Adjournment:

With no further business to discuss, Chair Harvey adjourned the meeting at 10:05 a.m.

Reviewed and approved by:

 /s/ Diane Choy Fujimura
Diane Choy Fujimura
Senior Real Estate Specialist

 February 8, 2013
Date

[X] Minutes approved as is.
[] Minutes approved with changes, see minutes of _____

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

EDUCATION REVIEW COMMITTEE

February 6, 2013

<u>Registration/Certification</u>	<u>Effective Date</u>
Provider(s)	
Abe Lee Seminars	January 1, 2013
The Institute of Real Estate Management	January 1, 2013
Eddie Flores Real Estate Continuing Education School	January 14, 2013
Ralph Foulger's School of Real Estate	January 18, 2013
<u>Registration/Certification</u>	<u>Effective Date</u>
Course(s)	
"Permits, Permits and More Permits: Researching Building Permits & 25+ Other Permits Handbook" (Abe Lee Seminars)	January 1, 2013
"Revised Contracts Part I" (Abe Lee Seminars)	January 1, 2013
"Revised Contracts Part II" (Abe Lee Seminars)	January 1, 2013
"Revised Contracts Part III" (Abe Lee Seminars)	January 1, 2013
"Red Flags: Property Inspection Guide v4.0" (Abe Lee Seminars)	January 1, 2013
"Real Estate Finance Today v6.0" (Abe Lee Seminars)	January 1, 2013
"Property Management and Managing Risk v4.0" (Abe Lee Seminars)	January 1, 2013
"Introduction to Commercial Real Estate Sales v4.0" (Abe Lee Seminars)	January 1, 2013
"Environmental Issues in Your Real Estate Practice v5.0" (Abe Lee Seminars)	January 1, 2013

“Computers, Internet and the Licensee” (Abe Lee Seminars)	January 1, 2013
“Escrow, Title and Appraisals” (Abe Lee Seminars)	January 1, 2013
“Financial Guide for New Homebuyers” (Abe Lee Seminars)	January 1, 2013
“Green and EPA” (Abe Lee Seminars)	January 1, 2013
“Green Buildings” (Abe Lee Seminars)	January 1, 2013
“HUD, VA and (Non) Judicial Foreclosures” (Abe Lee Seminars)	January 1, 2013
“Intermediate Internet Research” (Abe Lee Seminars)	January 1, 2013
“Introduction to Commercial Real Estate” (Abe Lee Seminars)	January 1, 2013
“Introduction to Green Movement” (Abe Lee Seminars)	January 1, 2013
“Mediation, Arbitration, Litigation” (Abe Lee Seminars)	January 1, 2013
“Mortgages, FNMA, FICO, Etc” (Abe Lee Seminars)	January 1, 2013
“Sticks, Bricks & Steel Understanding Plans & Construction Methods” (Abe Lee Seminars)	January 1, 2013
“Surveys, Termite and Home Inspections: Rats, Roach” (Abe Lee Seminars)	January 1, 2013
“The Condominium Development Process” (Abe Lee Seminars)	January 1, 2013
“Understanding the Land Use Ordinance: C&C of Honolulu” (Abe Lee Seminars)	January 1, 2013
“Wills, Trusts and Real Estate” (Abe Lee Seminars)	January 1, 2013
“Zoning-Issues, Problems, Questions, Answers” (Abe Lee Seminars)	January 1, 2013

“Ninja Selling” (Abe Lee Seminars)	January 1, 2013
“Ninja Selling and Business Systems” (Abe Lee Seminars)	January 1, 2013
“Ninja Selling – Life Planning” (Abe Lee Seminars)	January 1, 2013
“Real Estate Finance and Tax Issues v4.0” (Abe Lee Seminars)	January 1, 2013
“Policies to Reduce Risk” (REMI School of Real Estate)	January 1, 2013
“Green Real Estate” (Dower School of Real Estate)	January 1, 2013
“Short Sales” (Dower School of Real Estate)	January 1, 2013
“Property Pricing and Residential Real Estate” (Dower School of Real Estate)	January 1, 2013
“Property Management and Managing Risk (2013-2014)” (Dearborn/REMI School of Real Estate)	January 1, 2013
“Top Ten Questions Buyers Ask About Title Insurance” (Patsy Saiki)	January 2, 2013
“A Real Estate Agent’s Guide to Title Insurance” (Robin Sagadraca)	January 1, 2013
“Cloud Computing and Mobile Technology for the Real Estate Agent” (Robin Sagadraca)	January 1, 2013
“Ethics for the Real Estate Manager (ETH800)” (The Institute of Real Estate Management)	January 1, 2013
“Common Interest Developments: Managing Condominium Association Properties (CID201)” (The Institute of Real Estate Management)	January 1, 2013
“Investment Real Estate: Financial Tools (FIN402)” (The Institute of Real Estate Management)	January 1, 2013
“Property Maintenance and Risk Management (MNT402)” (The Institute of Real Estate Management)	January 1, 2013

“Business Planning for Maximum Results” (Hawaii Association of Realtors)	January 11, 2013
“Advanced Concepts for Today’s Senior Homeowners 2013-2014” (Shari S. Motooka-Higa)	January 15, 2013
“Property Management of Condominium and Community Associations” (Ginger Allen Kolonick)	January 15, 2013
“Rental Property Management” (Ginger Allen Kolonick)	January 15, 2013
“Real Estate Fraud and How to Avoid It” (Scott C. Arakaki, Esq./Bryan Andaya, Esq.)	January 17, 2013
“Commercial Property Management” (Bryan P. Andaya)	January 17, 2013
“Residential Property Management in Hawaii” (Bryan P. Andaya)	January 17, 2013
“Understanding Foreclosures in Hawaii” (Bryan P. Andaya)	January 17, 2013
“Anti-Discrimination Laws” (ProSchools, Inc./Ralph Foulgers School of Real Estate)	January 18, 2013
“Ethics: Pricing, Offers & Advertising” (ProSchools, Inc./Ralph Foulgers School of Real Estate)	January 18, 2013
“Financing Residential Real Estate” (ProSchools, Inc./Ralph Foulgers School of Real Estate)	January 18, 2013
“Professional Property Management” (ProSchools, Inc./Ralph Foulgers School of Real Estate)	January 18, 2013
“Property Pricing and Residential Real Estate” (ProSchools, Inc./Ralph Foulgers School of Real Estate)	January 18, 2013

Registration/Certification

Effective Date

School(s)

Abe Lee Seminars

January 1, 2013

Fahrni School of Real Estate

January 1, 2013

Instructor(s)

Abraham Lee

January 1, 2013

Helen Fahrni

January 1, 2013