

**EDUCATION REVIEW COMMITTEE**  
REAL ESTATE COMMISSION  
Professional and Vocational Licensing Division  
Department of Commerce and Consumer Affairs  
State of Hawaii  
[www.hawaii.gov/hirec](http://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 10, 2010

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: Annette Aiona, Vice Chair / Broker / Hawaii Island Commissioner  
Frances T. Gendrano, Broker / Honolulu Commissioner  
Louis Abrams, Broker / Kauai Commissioner  
Walter Harvey, Broker / Honolulu Commissioner  
Trudy Nishihara, Broker / Honolulu Commissioner  
Mark Suiso, Public / Honolulu Commissioner  
Michele Sunahara Loudermilk, Public / Honolulu Commissioner  
Stanley Kuriyama, Broker / Honolulu Commissioner

Neil K. Fujitani, Supervising Executive Officer  
Jon Ellis M. Pangilinan, Executive Officer  
Diane Choy Fujimura, Senior Real Estate Specialist  
Cynthia Yee, Senior Condominium Specialist  
Amy Endo, Real Estate Specialist  
David J. Grupen, Real Estate Specialist  
Cheryl Leong, Condominium Specialist  
Benedyne Stone, Condominium Specialist  
Shari Wong, Deputy Attorney General  
Karyn Takahashi, Recording Secretary

Others: Philip H. Wilia, Dower School of Real Estate  
Russ Goode, Russ Goode Seminars  
Tony Dias

Absent: Carol Mae Ball, Chair / Broker / Maui Commissioner

Call to Order: The Vice Chair called the meeting to order at 10:36 a.m., at which time quorum was established.

Chair's Report: The Vice 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.

Chair Ball was excused from the meeting. Prior notification of her non-attendance was received.

Real Estate Minutes of Meeting  
Specialist's Report:

Upon a motion by Commissioner Suiso, seconded by Commissioner Gendrano, it was voted on and unanimously carried to accept the minutes of the January 13, 2010, Education Review Committee meeting.

Continuing Education: Applications

**2009-2010 Continuing Education Providers and Courses Ratification List**

Upon a motion by Commissioner Abrams, seconded by Commissioner Loudermilk, it was voted on and unanimously carried to ratify the following registrations/certifications:

<u>Registration/Certification</u>	<u>Effective Date</u>
<b>Course(s)</b>	
"Credit Scoring" (ARELLO Certified Course/ProSchools, Inc.)	December 29, 2009
"People Management in Real Estate" (ARELLO Certified Course/ProSchools, Inc.)	December 29, 2009
"Leading and Communicating Effectively" (ARELLO Certified Course/ProSchools, Inc.)	December 29, 2009
"Minimizing Risk with Effective Practices" (ARELLO Certified Course/ProSchools, Inc.)	December 29, 2009
"Introduction to Brokerage Management" (ARELLO Certified Course/ProSchools, Inc.)	December 29, 2009
"Starting a Successful Brokerage" (ARELLO Certified Course/ProSchools, Inc.)	December 29, 2009
"Misrepresentations and Case Studies" (ARELLO Certified Course/McKissock, LP)	January 7, 2010
"What Real Estate Professionals Need to Know About FHA" (ARELLO Certified Course/McKissock, LP)	January 7, 2010
"Short Sales" (ARELLO Certified Course/McKissock, LP)	January 7, 2010
"Time Shares in Hawaii and Beyond" (Bryan Andaya, Esq./Scott Arakaki, Esq.)	January 14, 2010
"Short Sales & Foreclosure Resource Certification" (Nationally Certified Course/All Islands Real Estate School)	January 20, 2010

**Course – “Green and EPA;” Author/Owner/Provider: Abe Lee and Abe Lee Seminars; Course Category: Other – Green Buildings and Energy Conservation; Clock Hours: 3**

Upon a motion by Commissioner Nishihara, seconded by Commissioner Gendrano, it was voted on and unanimously carried to approve “Green and EPA” as a three credit hour continuing education elective course under the course category Other – Green Buildings and Energy Conservation.

**Course – “Green Buildings;” Author/Owner/Provider: Abe Lee and Abe Lee Seminars; Course Category: Other – Green Buildings and Energy Conservation; Clock Hours: 3**

Upon a motion by Commissioner Harvey, seconded by Commissioner Nishihara, it was voted on and unanimously carried to approve “Green Buildings” as a three credit hour continuing education elective course under the course category Other – Green Buildings and Energy Conservation.

**Course – “Land Use and Permit Requirements – Part Two;” Author/Owner: Philip Hale Wilia; Provider: Dower School of Real Estate; Course Category: Other: Land Use; Clock Hours: 3**

Mr. Philip Wilia was present.

Mr. Wilia stated that he has been teaching his land use and permit requirements, part one, course for six to seven years, and he has been asked to expand the course, which resulted in part two. He stated that the course covers topics such as park dedications and includes numerous class activities.

Mr. Wilia stated that he was a design-build consultant for 16 years and has found that he can provide this information to licensees. Through this course the licensee will gain basic information on feasibility, etc.

Mr. Wilia stated that a licensee is able to take part two of the course without taking part one and still gain the full benefit of the course. Mr. Wilia added that the course is strictly for the city and county of Honolulu.

Upon a motion by Commissioner Suiso, seconded by Commissioner Nishihara, it was voted on and unanimously carried to approve “Land Use and Permit Requirements – Part Two” as a three credit hour continuing education elective course under the course category Other – Land Use.

**Course – “Real Estate Brokers Executive Program 2010”; Author/Owner: Schidler College of Business, UH; Provider: Hawaii Association of REALTORS®; Course Categories: Contracts, Real Estate Law, Property Ownership and Development, Risk Management, Other – Ethics; Clock Hours: 13.75 (6 credit hours)**

Commissioner Nishihara stated that this course is geared towards risk management and ethics. Mr. Ken Chong will be covering condominium law and will be using many case studies. She stated that this is a very hands-on course.

Commissioner Nishihara recused herself from voting on this issue.

Upon a motion by Commissioner Harvey, seconded by Commissioner Gendrano, it was voted on and unanimously carried to approve "Real Estate Brokers Executive Program 2010" as a six credit hour continuing education elective course under the course categories Contracts, Real Estate Law, Property Ownership and Development, Risk Management, and Other – Ethics.

**Course – "The VA Home Loan Benefit for the Real Estate Licensee;"  
Author/Owner: Tony Dias; Provider: Russ Goode Seminars; Course  
Category: Finance; Clock Hours: 3**

Mr. Russ Goode and Mr. Tony Dias were present.

Senior Specialist Fujimura reported that this course was deferred from the January 13, 2010 meeting. Mr. Dias revised the course as recommended, including renaming the course.

Upon a motion by Commissioner Abrams, seconded by Commissioner Gendrano, it was voted on and unanimously carried to approve "The VA Home Loan Benefit for the Real Estate Licensee" as a three credit hour continuing education elective course under the course category Finance.

**Course – "Court Actions that Affect Title to Real Property;" Author/Owner:  
Cheryl Parkinson, Esq.; Provider: Hawaii Island Board of REATLORS®; Course  
Category: Real Estate Law; Clock Hours: 3**

Commissioner Harvey stated that he has found that it is great to have courses that cover case studies; however, in his experience, he has found that there are no clear solutions given to the circumstances that lead to the case studies' situations. It would be beneficial to be offered a pathway/suggestions to avoid these situations described in the case studies.

The Commissioners discussed having the author include "red flags" and a preface to the course regarding the obtaining and reviewing of the title report as early as possible in the transaction time line.

Upon a motion by Commissioner Harvey, seconded by Commissioner Gendrano, it was voted on and unanimously carried to approve "Court Actions that Affect Title to Real Property" as a three credit hour continuing education elective course under the course category Real Estate Law, with the understanding that the author will have the course materials reflect and the course instructor to include as a preface to the course that licensees must prepare themselves as best they can for questionable title situations by obtaining and reading the title report as soon as possible. The author shall also include in the course materials a discussion of possible "red flags" for these types of situations.

Prelicense Education: Evaluation and Education Program

Copies of evaluations of independent study courses from the following prelicense school was distributed to the Commissioners for their information:

- Abe Lee Seminars; Independent Study On-Line (5)

Education Equivalency

A sample of the revised equivalency certificate, which encompasses the prelicensing education equivalency, the uniform equivalency to the examination and the broker experience certificate was distributed to the Commissioners for their information. This certificate will be issued beginning March 1, 2010.

Administration of  
Examinations:

PSI

**Licensing Examination Statistics – January 2010**

Examination statistics for January 2010 were distributed to the Commissioners for their information.

**School Pass/Fail Rates – January 2010**

School pass/fail rate statistics for January 2010 were distributed to the Commissioners for their information.

**School Summary by Test Category – January 2010**

Copies of the January 2010 test category summary reports, by school, were distributed to the Commissioners for their information.

Uniform Section Equivalency

A sample of the revised equivalency certificate, which encompasses the prelicensing education equivalency, uniform equivalency to the examination and the broker experience certificate was distributed to the Commissioners for their information. This certificate will be issued beginning March 1, 2010.

Educator's Forum:

**Hawaii Association of REALTORS®** – No discussion presented.

**Hawaii Association of Real Estate Schools (HARES)** – No discussion presented.

**Public and Private Institutions of Higher Education** – No discussion presented.

Program of Work:

**Annual Report, Quarterly Bulletin, and School Files**

January-February 2010 Real Estate Bulletin

Senior Specialist Fujimura reported that the next issue of the *Bulletin* is planned to be distributed in mid-February.

**Interactive Participation with Organizations**

Honolulu Board of REALTORS® 2009 General Membership Meeting Report

A report of the Honolulu Board of REALTORS®' 2009 General Membership Meeting held on December 11, 2009, was distributed to the Commissioners for their information.

**Instructors Development Workshop**

“T3 – Training Trainers to Train”

The flyer for the upcoming IDW workshops, “T3 – Teaching Trainers to Train”, was distributed to the Commissioners for their information.

Senior Specialist Fujimura reported that registration is going well and staff will be monitoring each session.

**Education Evaluation Task Force**

The next Education Evaluation Task Force meeting is scheduled for March 3, 2010.

Next Meeting: Wednesday, March 10, 2010  
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, Vice Chair Aiona adjourned the meeting at 10:59 a.m.

Reviewed and approved by:

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

March 1, 2010  
Date

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