

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 12, 2011

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: Scott A. Sherley, Vice Chair / Broker / Hawaii Island Commissioner
Frances T. Gendrano, Broker / Honolulu Commissioner
Walter Harvey, Broker / Honolulu Commissioner
Stanley Kuriyama, Broker / Honolulu Commissioner
Trudy Nishihara, Broker / Honolulu Commissioner
Michele Sunahara Loudermilk, Public / 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 Grupen, Real Estate Specialist
Cheryl Leong, Condominium Specialist
Benedyne Stone, Condominium Specialist
Shari Wong, Deputy Attorney General
Karyn Takahashi, Recording Secretary

Others: Marsha Shimizu, Hawaii Association of REALTORS®
Aron Espinueva, Hawaii Association of REALTORS®
Kenneth Chong, Pacific Real Estate Institute
David Catanzaro, Digital Learning Centers, LLC
Jean Catanzaro, Digital Learning Centers, LLC
Christopher Catanzaro, Digital Learning Centers, LLC
Monika Catanzaro, Digital Learning Centers, LLC

Absent: Carol Mae Ball, Chair / Broker / Maui Commissioner
Donna Apisa, Broker / Kauai Commissioner
Mark Suiso, Public / Honolulu Commissioner

Call to Order: The Vice Chair called the meeting to order at 10:12 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, 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 Apisa, Ball and Suiso were excused from the meeting. Prior notification of their non-attendance was received.

Real Estate
Specialist's Report: Minutes of Previous Meeting

Upon a motion by Commissioner Gendrano, seconded by Commissioner Loudermilk, it was voted on and unanimously carried to accept the minutes of the December 8, 2010, Education Review Committee meeting.

Continuing Education: Continuing Education Core Course

Request for Quotations released 12/14/10 – 2011-2012 Core Course

Senior Specialist Fujimura reported that the Request for Quotations for the development of the 2011-2012 Core Course was released via the HePS on December 14, 2010, with a closing date of December 29, 2010, 4:30 p.m. She reported that quotes were received from Digital Learning Centers, LLC and Pacific Real Estate Institute.

Digital Learning Centers, LLC

David Catanzaro and Jean Catanzaro were present.

Mr. Catanzaro stated that Digital Learning Centers, LLC ("Digital") develops software and online education materials. Mr. Catanzaro stated that Digital has submitted bids in three consecutive bienniums.

Mr. Catanzaro stated that if awarded the job, Digital will do a good job and intends to make the system better.

Mr. Catanzaro provided the Committee with Digital's staff qualifications and background. He stated that Jean Catanzaro has experience writing courses and is in charge of compliance for Digital. Monika Catanzaro is a licensed attorney and is Digital's in-house counsel and contributes to course development. Christopher Catanzaro is responsible for content technology and programming of their online courses.

Mr. Catanzaro reported that last biennium, Digital provided 10,000 courses to Hawaii licensees and some on the mainland. He stated that it is a great base to survey the Hawaii licensees. He added that 99.7% of their students found the information in their courses were clearly explained and 99.59% of their students would recommend their courses to others. Mr. Catanzaro provided the Committee with a summary of thank you letters from previous students.

Ms. Jean Catanzaro stated that if awarded the job, Digital will match the course content and delivery mechanism, make the course content easy to use and easy to understand. She added that Digital is looking forward to the opportunity and to meeting the needs of the Commission and licensees.

In closing, Mr. Catanzaro stated that Digital has written most of their courses, is a member of ARELLO and IDECC certified.

Pacific Real Estate Institute

Mr. Kenneth Chong was present.

Mr. Chong stated that Pacific Real Estate Institute ("PREI") is pleased to submit a proposal. He stated with their partner, ProSchools, they will produce a quality, informative and engaging core course in a cost effective and timely manner.

Mr. Chong stated ProSchools is ARELLO certified, provides prelicense and continuing education courses across the country and has been around since 1950. ProSchools has a national reputation for excellence of work.

Mr. Chong stated that their objective will be to beef up the online section of the core course. There is always room for improvement and they will aim in that direction.

Mr. Chong stated that ProSchools is able to obtain nationwide information and will be able to disperse that information locally.

In closing, Mr. Chong stated that he is involved in legislative activities and has also worked with the Regulated Industries Complaints Office as an advisory committee member, which gives him a good perspective on areas where licensees are running afoul.

Upon a motion by Commissioner Nishihara, seconded by Commissioner Gendrano, it was voted on and unanimously carried to take this matter under advisement.

Applications

2011-2012 Continuing Education Providers and Courses Ratification List

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

**Course – "Accredited Buyer Representative Designation Program";
Author/Owner: Accredited Buyer's Representative Designation Course (ABR®);
Provider: Hogan School of Real Estate: Clock Hours: 12 (Previously certified
for 6 hours. Deferred from 12/8/10 ERC mtg.)**

Senior Specialist Fujimura reported that this application was deferred from the December 8, 2010, meeting as the Committee had concerns about the course content. She reported that the applicant has reconfigured the content and has certified that the course meets the definition of continuing education.

The Commissioners noted that chapter 7, "Follow Through," and chapter 8, "Marketing Fundamentals," do not meet the definition of continuing education as stated in Hawaii Administrative Rules section 16-99-100.

Senior Specialist Fujimura stated that breaks and exam time are excluded and the course was previously certified for six hours.

Commissioner Gendrano moved to approve "Accredited Buyer Representative Designation Program" as a ten (10) credit hour continuing education elective course. Commissioner Kuriyama seconded the motion. The motion was voted on and unanimously carried.

Course – "NAR's Green Designation Core Course"; Author/Owner: Real Estate Buyer's Agent Council (REBAC); Provider: Hogan School of Real Estate; Clock Hours: 12 (Previously certified for 6 hours. Deferred from 12/8/10 ERC mtg.)

The Commissioners noted that section IV, "Green Buyers and Sellers," and section V, "Greening Your Real Estate Practice," do not meet the definition of continuing education as stated in Hawaii Administrative Rules section 16-99-100.

Commissioner Nishihara moved to approve "NAR's Green Designation Core Course" as a nine (9) credit hour continuing education elective course. Commissioner Kuriyama seconded the motion. The motion was voted on and unanimously carried.

Course – "CI Intro: Introduction to Commercial Investment Real Estate Analysis"; Author/Owner: CCIM Institute; Provider: Hawaii CCIM Chapter; Clock Hours: 12 (previously approved for 6 hours)

Upon a motion by Commissioner Nishihara, seconded by Commissioner Harvey, it was voted on and unanimously carried to approve "CI Intro: Introduction to Commercial Investment Real Estate Analysis" as a 12 credit hour continuing education elective course.

Course – "CI 101: Financial Analysis for Commercial Investment Real Estate"; Author/Owner: CCIM Institute; Provider: Hawaii CCIM Chapter; Clock Hours: 12 (previously approved for 6 hours)

Upon a motion by Commissioner Harvey, seconded by Commissioner Gendrano, it was voted on and unanimously carried to approve "CI 101: Financial Analysis for Commercial Investment Real Estate" as a 12 credit hour continuing education elective course.

Course – "CI 102: Market Analysis for Commercial Investment Real Estate"; Author/Owner: CCIM Institute; Provider: Hawaii CCIM Chapter; Clock Hours: 12 (previously approved for 6 hours)

Upon a motion by Commissioner Harvey, seconded by Commissioner Kuriyama, it was voted on and unanimously carried to approve "CI 102: Market Analysis for Commercial Investment Real Estate" as 12 credit hour continuing education elective course.

Course – "CI 103: User Decision Analysis for Commercial Investment Real Estate"; Author/Owner: CCIM Institute; Provider: Hawaii CCIM Chapter; Clock Hours: 12 (previously approved for 6 hours)

Upon a motion by Commissioner Harvey, seconded by Commissioner Gendrano, it was voted on and unanimously carried to approve "CI 103: User Decision Analysis for Commercial Investment Real Estate" as a 12 credit hour continuing education elective course.

Course – “CI 104: Investment Analysis for Commercial Investment Real Estate”; Author/Owner: CCIM Institute; Provider: Hawaii CCIM Chapter; Clock Hours: 12 (previously approved for 6 hours)

Upon a motion by Commissioner Harvey, seconded by Commissioner Gendrano, it was voted on and unanimously carried to approve “CI 104: Investment Analysis for Commercial Investment Real Estate” as a 12 credit hour continuing education elective course.

Provider – 360training.com, Inc., Administrator – Angela Shipe

Upon a motion by Commissioner Kuriyama, seconded by Commissioner Gendrano, it was voted on and unanimously carried to approve 360training.com, Inc. as a continuing education provider.

Course – “Property Management – Taking Care of Business”; Author/Owner: 360training.com, Inc.; Provider: 360training.com, Inc. (pending approval); Clock Hours: 8

Commissioner Loudermilk moved to approve “Property Management – Taking Care of Business” as a seven (7) credit hour continuing education elective course. Commissioner Harvey seconded the motion.

Commissioner Nishihara questioned if the course was compliant with Hawaii laws and rules. She added that clarification on law references should be provided and needs more defining.

Commissioner Loudermilk withdrew her motion. Commissioner Harvey withdrew his second.

Commissioner Nishihara moved to defer decision making on this application in order for the applicant to provide specific reference to applicable Hawaii laws and clarification of course content meeting the definition of continuing education as stated in Hawaii Administrative Rules section 16-99-100. Commissioner Harvey seconded the motion. The motion was voted on and unanimously carried.

Course – “Homeowners Association Management”; Author/Owner: 360training.com, Inc.; Provider: 360training.com, Inc. (pending approval); Clock Hours: 12

The Commissioners had concerns about reference to applicable Hawaii laws regarding owner’s associations.

Commissioner Gendrano moved to defer decision making on this application in order for the applicant to provide specific reference to applicable Hawaii laws regarding owner’s associations, in particular Hawaii condominium laws in Hawaii Revised Statutes chapter 514B. Commissioner Kuriyama seconded the motion. The motion was voted on and unanimously carried.

Course – “Intro to Property Management”; Author/Owner: 360training.com, Inc.; Provider: 360training.com, Inc. (pending approval); Clock Hours: 15

The Commissioners had concerns that certain topics of the course may not meet the definition of continuing education and had concerns about reference to applicable Hawaii laws.

Commissioner Nishihara moved to defer decision making on this application in order for the applicant to provide specific reference to applicable Hawaii laws (e.g. Hawaii Revised Statutes chapter 515, "Discrimination in Real Property Transactions Act") and clarification of course content meeting the definition of continuing education as stated in Hawaii Administrative Rules section 16-99-100. Commissioner Gendrano seconded the motion. The motion was voted on and unanimously carried.

Course – "Risk Management in Selling a Business/Protecting Buyers/Sellers and Agents"; Author/Owner: Richard W. Daggett; Provider: Richard Daggett School of Real Estate; Course Categories: Contracts, Real Estate Law, Risk Management; Clock Hours: 3

Commissioner Nishihara was concerned that under the courses learning objectives the subtitle "Attempting to draft legal documents" should be rephrased to better reflect the main point of the topic.

Commissioner Nishihara moved to approve "Risk Management in Selling a Business/Protecting Buyers/Sellers and Agents" as a three (3) credit hour continuing education elective course, under the course categories Contracts, Real Estate Law and Risk Management, subject to amendment of the subtitle "Attempting to draft legal documents" to reflect the main point that "students should know what they can draft as licensees, and when they need the services of an attorney for drafting documents." Commissioner Gendrano seconded the motion. The motion was voted on and unanimously carried.

Course – "Introduction to Real Estate Purchases with IRAs and Qualified Plans"; Author/Owner: Dan Falardeau; Provider: Abe Lee Seminars; Course Categories: Investment, Property Ownership and Development, Other – Real Estate IRAs; Clock Hours: 3

There were concerns raised that the course content may involve securities issues.

Commissioner Nishihara moved to defer decision making on this application and requested the appearance of a representative at the next scheduled Education Review Committee meeting to discuss and clarify the course content. Commissioner Harvey seconded the motion. The motion was voted on and unanimously carried.

Course – "Hawaii Land Use Laws Related to Cultural Resources"; Author/Owner: Dawn N.S. Chang; Provider: Abe Lee Seminars; Course Category: Other – Hawaiian Land Rights; Clock Hours: 3

Upon a motion by Commissioner Nishihara, seconded by Commissioner Harvey, it was voted on and unanimously carried to approve "Hawaii Land Use Laws Related to Cultural Resources" as a three (3) credit hour continuing education elective course, under the course category Other – Hawaiian Land Rights.

Course – "Whole New Business"; Author/Owner: Eugene Trowbridge; Provider: Hawaii CCIM Chapter; Course Categories: Investment, Real Estate Law, Property Ownership and Development; Clock Hours: 6

The Commissioners had concerns about references to applicable Hawaii laws and were unclear about the course content and course objectives.

Commissioner Nishihara moved to defer decision making on this application and requested the appearance of a representative at the next scheduled Education Review Committee meeting to discuss the course content and course objectives. Commissioner Gendrano seconded the motion. The motion was voted on and unanimously carried.

Prelicense Education: Administrative Issues

New Salesperson Licensees – 2010

Senior Specialist Fujimura reported that there were 48 new salesperson licensees in November 2010. As of November 30, 2010, there are 759 new salesperson licensees in 2010. The total number of 759 new salesperson licensees reflects the number of licensees who are deemed as having completed the 10 hour continuing education requirement, pursuant to section 16-99-89(c), Hawaii Administrative Rules.

Applications

2011-2012 Prelicense Schools and Instructors Ratification List

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

Administration of
Examinations:

PSI

Licensing Examination Statistics – December 2010

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

School Pass/Fail Rates – December 2010

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

School Summary by Test Category – December 2010

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

Educator's Forum:

Hawaii Association of REALTORS® – No discussion presented.

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

Budget and
Education Finance
Report:

No report.

Executive Session: Upon a motion by Commissioner Loudermilk, seconded by Commissioner Gendrano, it was voted on and unanimously carried to enter into executive session pursuant to Section 92-5(a)(1), HRS, "To consider and evaluate personal information, relating to individuals applying for professional or vocational licenses cited in section 26-9 or both;" and pursuant to Section 92-5(a)(4), HRS, "To consult with the board's attorney on questions and issues pertaining to the board's powers, duties, privileges, immunities, and liabilities."

Upon a motion by Commissioner Gendrano, seconded by Commissioner Kuriyama, it was voted on and unanimously carried to move out of executive session.

Continuing Education: Continuing Education Core Course

Request for Quotations released 12/14/10 – 2011-2012 Core Course

Commissioner Kuriyama moved to award the agreement to develop the Real Estate Commission's mandatory core course for the 2011-2012 biennium to Digital Learning Centers, LLC, the lowest bidder. Commissioner Harvey seconded the motion. The motion was voted on and unanimously carried

Next Meeting: February 9, 2011
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 Sherley adjourned the meeting at 11:18 a.m.

Reviewed and approved by:

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

January 31, 2011
Date

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

**2011-2012 CONTINUING EDUCATION PROVIDERS AND COURSES
RATIFICATION LIST**

EDUCATION REVIEW COMMITTEE

January 12, 2011

<u>Registration/Certification</u>	<u>Effective Date</u>
Provider(s)	
Seiler School of Real Estate	1/1/11
Hawaii Association of REALTORS®	1/1/11
The Seminar Group	1/1/11
Lynn W. Carlson	1/1/11
The CE Shop, Inc.	1/1/11
REMI School of Real Estate	1/1/11
Property Merchants, Inc. dba All Islands Real Estate School	1/1/11
Hawaii CCIM Chapter	1/1/11
Akahi Real Estate Network LLC	1/1/11
Russ Goode Seminars	1/1/11
University of Hawaii Outreach College	1/1/11
Kauai Board of REALTORS®	1/1/11
West Hawaii Association of REALTORS®	1/1/11
Shari S. Motooka-Higa	1/1/11
Honolulu Board of REALTORS®	1/1/11
REALTORS® Association of Maui, Inc.	1/1/11
Levin & Hu, LLP	1/1/11
Hawaii Institute of Real Estate	1/1/11
Pacific Real Estate Institute	1/1/11
ERA School of Real Estate	1/1/11

Eddie Flores Real Estate Continuing Education 1/1/11

Course(s)

"Financing Residential Real Estate" 1/1/11
(ARELLO Certified Course/ProSchools, Inc.)

"Property Pricing and Residential Real Estate" 1/1/11
(ARELLO Certified Course/ProSchools, Inc.)

"Starting a Successful Brokerage" 1/1/11
(ARELLO Certified Course/ProSchools, Inc.)

"Anti-Discrimination Laws" 1/1/11
(ARELLO Certified Course/ProSchools, Inc.)

"Credit Scoring" 1/1/11
(ARELLO Certified Course/ProSchools, Inc.)

"Ethics: Disclosure and Cooperation" 1/1/11
(ARELLO Certified Course/ProSchools, Inc.)

"Ethics: Pricing, Offers and Advertising" 1/1/11
(ARELLO Certified Course/ProSchools, Inc.)

"Introduction to Brokerage Management" 1/1/11
(ARELLO Certified Course/ProSchools, Inc.)

"Leading and Communicating Effectively" 1/1/11
(ARELLO Certified Course/ProSchools, Inc.)

"Minimizing Risk with Effective Practices" 1/1/11
(ARELLO Certified Course/ProSchools, Inc.)

"People Management in Real Estate" 1/1/11
(ARELLO Certified Course/ProSchools, Inc.)

"Professional Property Management" 1/1/11
(ARELLO Certified Course/ProSchools, Inc.)

"Buyer Representation in Real Estate" 1/1/11
(Dearborn/Seiler School of Real Estate)

"Environmental Issues in your Real Estate Practice" 1/1/11
(Dearborn/Seiler School of Real Estate)

"Fair Housing" 1/1/11
(Dearborn/Seiler School of Real Estate)

"Introduction to Commercial Real Estate Sales" 1/1/11
(Dearborn/Seiler School of Real Estate)

“Property Management and Managing Risk” (Dearborn/Seiler School of Real Estate)	1/1/11
“Red Flags Property Inspection Guide” (Dearborn/Seiler School of Real Estate)	1/1/11
“Real Estate and Taxes: What Every Agent Should Know” (Dearborn/Seiler School of Real Estate)	1/1/11
“Real Estate Finance Today” (Dearborn/Seiler School of Real Estate)	1/1/11
“Risk Management” (Dearborn/Seiler School of Real Estate)	1/1/11
"Commercial Real Estate Sales and Leasing" (Gino L. Gabrio, Esq.)	1/1/11
“Advanced Issues in Commercial Real Estate Sales and Leasing” (Gino L. Gabrio, Esq.)	1/1/11
“A Real Estate Agent's Guide to Homeowners Insurance” (ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
“Buyer Counseling: A Planned Approach” (ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
“Code of Ethics Case Studies” (ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
“Federal Fair Housing Laws and Practice” “(ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
Fraud is Not an Option: Causes and Cures” (ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
“Green Remodeling” “(ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
“How to Resolve Real Estate Transaction Disputes” (ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
“International Real Estate” “(ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
Managing the Risks of Using Your Home or Car for Business” (ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
“Mortgage Products 101” “(ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11

“Originating a Mortgage Loan: The Basics” (ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
“Tax Deferred IRS 1031 Exchanges” (ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
“The Essential Real Estate Marketing Guide” (ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
“The Psychology of Pricing and Secrets of the CMA” “(ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
The Short Sale Investigative Report” (ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
“Vacation Property Investment Guide” (ARELLO Certified Course/Continuing Ed Express LLC)	1/1/11
“About Fair Housing for Real Estate Practitioners 2012” (ARELLO Certified Course/David Catanzaro)	1/1/11
“1031 Exchange for Real Estate Practitioners 2012” (ARELLO Certified Course/David Catanzaro)	1/1/11
“Applied Ethics in Practice Case Studies 2012” (David Catanzaro/REMI School of Real Estate)	1/1/11
“Applied Real Estate Policy for Licensees 2012” (David Catanzaro/REMI School of Real Estate)	1/1/11
“Understanding and Marketing Green Homes 2011-2012” (David Catanzaro/REMI School of Real Estate)	1/1/11
“Commercial Real Estate Understanding Investments” (Dearborn/REMI School of Real Estate)	1/1/11
“Fair Housing” (Dearborn/REMI School of Real Estate)	1/1/11
“Introduction to Commercial Real Estate Sales” (Dearborn/REMI School of Real Estate)	1/1/11
“Property Management and Managing Risk” (Dearborn/REMI School of Real Estate)	1/1/11
“Understanding 1031 Tax Free Exchanges” (Dearborn/REMI School of Real Estate)	1/1/11
“Disclosures in Residential Real Estate” (Ralph Foulger/Ralph Foulger’s School of Real Estate)	1/1/11

“Residential Property Management” (Ralph Foulger/Ralph Foulger’s School of Real Estate)	1/1/11
“Ethics: Pricing, Offers & Advertising” (ProSchools/Ralph Foulger’s School of Real Estate)	1/1/11
“Professional Property Management” (ProSchools/Ralph Foulger’s School of Real Estate)	1/1/11
“Financing Residential Real Estate” (ProSchools/Ralph Foulger’s School of Real Estate)	1/1/11
“Accredited Staging Professional (ASP)” (ARELLO Certified Course/The CE Shop, Inc.)	1/1/11
“Basics of Real Estate Taxation” (ARELLO Certified Course/The CE Shop, Inc.)	1/1/11
“Seller Representative Specialist (SRS)” (ARELLO Certified Course/The CE Shop, Inc.)	1/1/11
“Cracking the Code of Ethics” (ARELLO Certified Course/The CE Shop, Inc.)	1/1/11
“Diversity: Your Kaleidoscope of Clients” (ARELLO Certified Course/The CE Shop, Inc.)	1/1/11
“Foreclosures Demystified” (ARELLO Certified Course/The CE Shop, Inc.)	1/1/11
“Going Green: The Environmental Movement in Real Estate” (ARELLO Certified Course/The CE Shop, Inc.)	1/1/11
“Keeping it Honest: Understanding Real Estate & Mortgage Fraud” (ARELLO Certified Course/The CE Shop, Inc.)	1/1/11
“Real Estate Technology: The Professional’s Guide to Success” (ARELLO Certified Course/The CE Shop, Inc.)	1/1/11
“Roadmap to Success: Business Planning for Real Estate Professionals” (ARELLO Certified Course/The CE Shop, Inc.)	1/1/11
“Today’s MLS: New Paradigms, Better Results” (ARELLO Certified Course/The CE Shop, Inc.)	1/1/11
“Uncle Sam has Homes for Sale: Listing and Selling HUD Homes” (ARELLO Certified Course/The CE Shop, Inc.)	1/1/11
“Certified Short Sale Agent” (ARELLO Certified Course/The CE Shop, Inc.)	1/1/11

“Closing the Sale of Lender Owned Real Property” (Patsy Saiki/Hawaii Island Board of Realtors)	1/1/11
“Court Actions that Affect Title to Real Property” (Cheryl Parkinson/Hawaii Island Board of Realtors)	1/1/11
“Condominiums. . .Tips & Cases for Agents” (Kenneth D. H. Chong)	1/1/11
“Advanced Concepts for Today's Senior Homeowners 2011-2012” (Shari S. Motooka-Higa)	1/1/11
“Positioning Properties to Maximize Home Owner Value in the Market Place” (Martha Webb)	1/1/11
“Introduction to Commercial Real Estate Sales” (Dearborn/Hawaii Island Board of Realtors)	1/1/11
“Property Management and Managing Risk” (Dearborn/Hawaii Island Board of Realtors)	1/1/11
“Real Estate & Taxes! What Every Agent Should Know” (Dearborn/Hawaii Island Board of Realtors)	1/1/11
“Anti-Discrimination Laws” (ProSchools, Inc./Vitousek Real Estate School)	1/1/11
“Ethics: Pricing, Offers and Advertising” (ProSchools, Inc./Vitousek Real Estate School)	1/1/11
“Introduction to Broker Management” (ProSchools, Inc./Vitousek Real Estate School)	1/1/11
“Leading and Communicating Effectively” (ProSchools, Inc./Vitousek Real Estate School)	1/1/11
“Minimizing Risk with Effective Practices” (ProSchools, Inc./Vitousek Real Estate School)	1/1/11
“People Management in Real Estate” (ProSchools, Inc./Vitousek Real Estate School)	1/1/11
“Professional Property Management” (ProSchools, Inc./Vitousek Real Estate School)	1/1/11
“Financing Residential Real Estate” (ProSchools, Inc./Vitousek Real Estate School)	1/1/11
“Property Pricing and Residential Real Estate” (ProSchools, Inc./Vitousek Real Estate School)	1/1/11

“Starting a Successful Brokerage” (ProSchools, Inc./Vitousek Real Estate School)	1/1/11
“Ninja Selling Business Systems” (Nationally Certified Course/Abe Lee Seminars)	1/1/11
“Fair Housing Rentals II” (ERA School of Real Estate)	1/1/11
“Senior Real Estate Specialist” (Nationally Certified Course/Hogan School of Real Estate, Inc.)	1/1/11
“Ethics: Pricing, Offers and Advertising” (ProSchools, Inc./Akahi Real Estate Network, LLC)	1/1/11
“Minimizing Risk with Effective Practices” (ProSchools, Inc./Akahi Real Estate Network, LLC)	1/1/11
“Professional Property Management” (ProSchools, Inc./Akahi Real Estate Network, LLC)	1/1/11
“Financing Residential Real Estate” (ProSchools, Inc./Akahi Real Estate Network, LLC)	1/1/11
“Property Pricing and Residential Real Estate” (ProSchools, Inc./Akahi Real Estate Network, LLC)	1/1/11
“Fundamentals of Commercial Real Estate” (Gene Trowbridge/Hawaii CCIM Chapter)	1/1/11
“Commercial Group Ownership and Disposition Strategies” (Gene Trowbridge/Hawaii CCIM Chapter)	1/1/11
“Tax Ramifications of Real Estate Ownership” (Robert D. Bahus/Levin & Hu, LLP)	1/1/11
“Escrow – The Good, The Bad and The Ugly” (Suzette Nasser)	1/1/11
“Escrow A to Z” (Suzette Nasser)	1/1/11
“Hawaii Lands, Historical Review” (Suzette Nasser)	1/1/11
“Idiosyncrasies of Hawaii Land Court Properties” (Suzette Nasser)	1/1/11
“Title Insurance and Title Report Red Flags” (Suzette Nasser)	1/1/11

“Financing Residential Real Estate” (ProSchools, Inc./Eddie Flores Real Estate Continuing Education)	1/1/11
“Basic Real Estate Finance” (ARELLO Certified Course/Career WebSchool)	1/1/11
“Commercial Finance and Investment Analysis” (ARELLO Certified Course/Career WebSchool)	1/1/11
“Commercial Leases” (ARELLO Certified Course/Career WebSchool)	1/1/11
“Commercial Sales and Exchanges” (ARELLO Certified Course/Career WebSchool)	1/1/11
“Methods of Residential Finance” (ARELLO Certified Course/Career WebSchool)	1/1/11
“Pricing Property to Sell” (ARELLO Certified Course/Career WebSchool)	1/1/11
“Structuring Ownership in Commercial Real Estate” (ARELLO Certified Course/Career WebSchool)	1/1/11
“Tax Advantages of Home Ownership” (ARELLO Certified Course/Career WebSchool)	1/1/11
“Federal Law and Commercial Real Estate” (ARELLO Certified Course/Career WebSchool)	1/1/11
“Tax Free Exchanges” (ARELLO Certified Course/Career WebSchool)	1/1/11

**2011-2012 PRELICENSE SCHOOLS AND INSTRUCTORS
RATIFICATION LIST**

EDUCATION REVIEW COMMITTEE

January 12, 2011

<u>Registration/Certification</u>	<u>Effective Date</u>
School(s)	
Seiler School of Real Estate	1/1/11
REMI School of Real Estate	1/1/11
University of Hawaii Outreach College	1/1/11
Vitousek Real Estate School	1/1/11
Fahrni School of Real Estate	1/1/11
Instructor(s)	
Ricardo D. Seiler (Salesperson and Broker Curriculum)	1/1/11
David Catanzaro (Salesperson and Broker Curriculum)	1/1/11
Scott Alan Bly, Esq. (Salesperson and Broker Curriculum)	1/1/11
Carol M. Egan (Salesperson and Broker Curriculum)	1/1/11
Helen Fahrni (Salesperson Curriculum)	1/1/11
Jack D. Blanton (Salesperson Curriculum)	1/1/11
M. Russell Goode, Jr. (Salesperson and Broker Curriculum)	1/1/11