

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: March 9, 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: Carol Mae Ball, Chair / Broker / Maui Commissioner
Scott A. Sherley, Vice Chair / Broker / Hawaii Island Commissioner
Donna Apisa, Broker / Kauai Commissioner
Frances T. Gendrano, Broker / Honolulu Commissioner
Walter Harvey, Broker / Honolulu Commissioner
Stanley Kuriyama, Broker / Honolulu Commissioner
Trudy Nishihara, Broker / Honolulu Commissioner (early departure)
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®
Myoung Oh, Hawaii Association of REALTORS®
Suzanne King, Honolulu Board of REALTORS®

Absent: Mark Suiso, Public / Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 10:44 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.

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

Real Estate
Specialist's Report:

Addition to Agenda

Upon a motion by Commissioner Sherley, seconded by Commissioner Harvey, it was voted on and unanimously carried to add the following to the agenda:

4. Continuing Education Administration, Curriculum, Courses, Providers, and Instructors
 - b. Applications
 - 5) Course – "Essentials of Finance"; Author/Owner/Provider: Hawaii Association of REALTORS®; Course Category: Finance; Clock Hours: 6 (previously certified for 3)
 - 6) Course – "Essentials of the Purchase Contract"; Author/Owner/Provider: Hawaii Association of REALTORS®; Course Category: Contracts; Clock Hours: 6 (previously certified for 3)

Minutes of Previous Meeting

Upon a motion by Commissioner Kuriyama, seconded by Commissioner Sherley, it was voted on and unanimously carried to accept the minutes of the February 9, 2011, Education Review Committee meeting.

Continuing Education: Applications

2011-2012 Continuing Education Providers and Courses Ratification List

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

Course – "Essentials of Listing"; Author/Owner/Provider: Hawaii Association of REALTORS®; Course Categories: Contracts, Other – Business standards and practice; Clock Hours: 4 (previously certified for 3)

Ms. Marsha Shimizu was present.

Ms. Shimizu stated that they wanted to apply for six credit hours; however, some topics of the course do not qualify under the continuing education rules.

Chair Ball stated that the Commission would like to, in the near future, move forward with post licensing programs. Chair Ball was of the opinion that the Essentials courses are not beyond entry level and are inappropriate for continuing education.

Ms. Shimizu replied that the Essentials courses are beyond entry level as this is the next step for the licensee—the step of applying the laws and rules. She added that the courses are geared for new licensees, not for experts; however, they find that some licensees take the Essentials courses as a refresher.

Ms. Shimizu stated that they are updating the Essentials courses and they will be changed next year. They will be updating the courses and presenting the courses in modules.

Commissioner Apisa stated that the Kauai Board of Realtors sent out notices to members to encourage them to take the Essentials courses. She stated that the Essentials courses are good for continuing education.

Commissioner Harvey agreed and noted that the purchase contract is always changing and it is good for licensees to take the Essentials courses for refresher purposes.

Commissioner Apisa moved to approve "Essentials of Listing" as a four credit hour continuing education elective course, under the course categories Contracts and Other – Business Standards and Practice. Commissioner Harvey seconded the motion. Commissioners Apisa, Gendrano, Harvey, Kuriyama, Nishihara, Loudermilk, and Sherley voted aye. Chair Ball voted nay. The motion carried.

Course – "Essentials of Finance"; Author/Owner/Provider: Hawaii Association of REALTORS®; Course Category: Finance; Clock Hours: 6 (previously certified for 3)

Commissioner Apisa moved to approve "Essentials of Finance" as a six credit hour continuing education elective course, under the course category Finance. Commissioner Loudermilk seconded the motion. Commissioners Apisa, Gendrano, Harvey, Kuriyama, Nishihara, Loudermilk, and Sherley voted aye. Chair Ball voted nay. The motion carried.

Course – "Essentials of the Purchase Contract"; Author/Owner/Provider: Hawaii Association of REALTORS®; Course Category: Contracts; Clock Hours: 6 (previously certified for 3)

Commissioner Apisa moved to approve "Essentials of the Purchase Contract" as a six credit hour continuing education elective course, under the course category Contracts. Commissioner Harvey seconded the motion. Commissioners Apisa, Gendrano, Harvey, Kuriyama, Nishihara, Loudermilk, and Sherley voted aye. Chair Ball voted nay. The motion carried.

Commissioner Nishihara was excused.

Course – "Analysis of Investment Real Estate"; Author/Owner/Provider: Hawaii Association of REALTORS®; Course Category: Investment; Clock Hours: 6

Ms. Shimizu stated that this course is part of the GRI series and beyond entry level.

Upon a motion by Commissioner Loudermilk, seconded by Commissioner Gendrano, it was voted on and unanimously carried to approve "Analysis of Investment Real Estate" as a six credit hour continuing education elective course, under the course category Investment.

Course – “The Principles of Real Estate Finance and Regulation Practicum 2011”; Author/Owner: Shari S. Motooka-Higa; Provider: Shari S. Motooka-Higa; Course Categories: Finance, Other – Consumer Protection; Clock Hours: 3

The Commissioners agreed that the course presents valuable information that is of interest to licensees; however, felt that there may not be enough class time devoted to each topic area.

There was also a concern about student handouts and the accuracy and clarity of some of the information being presented.

Commissioner Apisa moved to defer decision making on this application to obtain clarification and requests the appearance of the individual who will be able to answer questions regarding the course. Commissioner Gendrano seconded the motion. The motion was voted on and unanimously carried.

Prelicense Education: Applications

2011-2012 Prelicense Schools and Instructors Ratification List

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

Evaluation and Education Program

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

- Abe Lee Seminars; Independent Study On-Line (8)
- Seiler School of Real Estate (1)
- Vitousek Real Estate School (1)

Administration of
Examinations:

PSI

Licensing Examination Statistics – February 2011

Examination statistics for February 2011 were distributed to the Commissioners for their information.

School Pass/Fail Rates – February 2011

School pass/fail rate statistics for February 2011 were distributed to the Commissioners for their information.

School Summary by Test Category – February 2011

Copies of the February 2011 test category summary reports, by school, were distributed to the Commissioners for their information.

Exam Monitoring

Honolulu exam site monitoring report

The report of the Honolulu test site monitoring conducted on February 10, 2011, was distributed to the Commissioners for their information.

Specialist Endo reported that in mid-December 2010 a proctor was released and in January 2011 a new proctor was hired. The newly hired proctor was not available on the day of the site monitoring. Specialist Endo will make arrangements to visit the site again in the immediate future.

Educator's Forum: **Hawaii Association of REALTORS®** – No discussion presented.

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

Program of Work: Education Evaluation Task Force

1/20/11 Meeting Report

Senior Specialist Fujimura reported that the task force discussed the statutes to include in the 2011-2012 Part A core course "Other Statutes."

The first draft should be ready for review at the next scheduled EETF meeting on Thursday, April 7, 2011. The final draft should be ready for review at the Thursday, May 19, 2011, EETF meeting.

ARELLO, REEA and Other Organizations: REEA Annual Conference – June 11-15, 2011, Las Vegas, NV

Information on the upcoming Real Estate Educators Association Annual Conference was distributed to the Commissioners for their information.

Next Meeting: Wednesday, April 13, 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, Chair Ball adjourned the meeting at 11:15 a.m.

Reviewed and approved by:

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

March 22, 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

March 9, 2011

<u>Registration/Certification</u>	<u>Effective Date</u>
Course(s)	
"Red Flags Property Inspection Guide" (Dearborn Real Estate Education/West Hawaii Association of Realtors)	1/1/11
"Buyer Representation in Real Estate" (Dearborn Real Estate Education/West Hawaii Association of Realtors)	1/21/11
"Environmental Issues in Your Real Estate Practice" (Dearborn Real Estate Education/West Hawaii Association of Realtors)	1/21/11
"Introduction to Commercial Real Estate Sales" (Dearborn Real Estate Education/West Hawaii Association of Realtors)	1/21/11
"Buyer Representation in Real Estate" (Dearborn Real Estate Education/Kauai Board of Realtors)	1/24/11
"Fair Housing" (Dearborn Real Estate Education/Kauai Board of Realtors)	1/24/11
"Foreclosure, Short Sales, REO's and Auctions" (Dearborn Real Estate Education/Kauai Board of Realtors)	1/24/11
"Homes for All: Serving People with Disabilities" (Dearborn Real Estate Education/Kauai Board of Realtors)	1/24/11
"Introduction to Commercial Real Estate Sales" (Dearborn Real Estate Education/Kauai Board of Realtors)	1/24/11
"Property Management and Managing Risk" (Dearborn Real Estate Education/Kauai Board of Realtors)	1/24/11
"Risk Management" (Dearborn Real Estate Education/Kauai Board of Realtors)	1/24/11
"The Truth About Mold" (Dearborn Real Estate Education/Kauai Board of Realtors)	1/24/11
"Understanding 1031 Tax Free Exchanges" (Dearborn Real Estate Education/Kauai Board of Realtors)	1/24/11
"Understanding Credit and Improving Credit Scores" (Dearborn Real Estate Education/Kauai Board of Realtors)	1/24/11
"Anti-Discrimination Laws" (ProSchools/Dower School of Real Estate)	1/26/11

"Professional Property Management" (ProSchools/Dower School of Real Estate)	1/26/11
"Financing Residential Real Estate" (ProSchools/Dower School of Real Estate)	1/26/11
"Property Pricing and Residential Real Estate" (ProSchools/Dower School of Real Estate)	1/26/11
"Short Sales & Foreclosures: What Real Estate Professionals Need to Know" (National Course/Honolulu Board of Realtors)	1/27/11
"HAFA Short Sales, US Treasury, Fannie Mae & Freddie Mac Programs" (National Course/Honolulu Board of Realtors)	1/27/11
"Accredited Buyer Representative Designation Program" (National Course/Honolulu Board of Realtors)	1/27/11
"HAFA Short Sales, US Treasury, Fannie Mae & Freddie Mac Programs" (National Course/Hawaii Island Board of Realtors)	2/2/11
"Accredited Buyer Representative Designation Program" (National Course/Hawaii Island Board of Realtors)	2/2/11
"National Marketing, Negotiations and Closing the Sale" (ARELLO/McKissock, LP)	2/2/11
"Sound Practice for the Preparation and Presentation of Effective Contracts" (ARELLO/McKissock, LP)	2/2/11
"Understanding RESPA and the New HUD-1" (ARELLO/McKissock, LP)	2/2/11
"HAFA Short Sales, US Treasury, Fannie Mae & Freddie Mac Programs" (National Course/West Hawaii Association of Realtors)	2/7/11
"Homes for All: Serving People with Disabilities" (Dearborn Real Estate Education/West Hawaii Association of Realtors)	2/8/11
"The Truth About Mold" (Dearborn Real Estate Education/West Hawaii Association of Realtors)	2/8/11
"Land Use & Permit Requirements – Residential Applications C&C of Honolulu" (Philip Hale Wilia)	2/8/11
"NARPM Ethics Class - Standards of Professional Conduct for Our Members" (National Course/Hawaii Association of Realtors)	2/15/11

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

EDUCATION REVIEW COMMITTEE

March 9, 2011

<u>Registration/Certification</u>	<u>Effective Date</u>
Instructor(s)	
Jay J. Spadinger	2/15/11