

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 11, 2012

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
441 Ala Makani Place
Kahului, Maui

Present: Scott A. Sherley, Chair / Broker / Hawaii Island Commissioner
Rowena B. Cobb, Vice Chair / Broker / Kauai Commissioner
Carol Mae Ball, Broker / Maui Commissioner
Frances T. Gendrano, Broker / Honolulu Commissioner
Walter Harvey, Broker / Honolulu Commissioner
Stanley Kuriyama, Broker / Honolulu Commissioner
Nikki T. Senter, Public / Honolulu Commissioner
Michele Sunahara Loudermilk, Public / Honolulu Commissioner
Aileen Wada, Broker / Honolulu Commissioner

Neil K. 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

Others: Suzie Moore
Blake Takayama, Maui RICO
Kavan Saiki, Maui RICO
Cielo Molina, Maui RICO
Deidre Tegarden, Governor's Office - Maui
Jock Yamaguchi, Office of the Mayor – Maui
Bob Lighthourn, REALTORS® Association of Maui
Charles Carr, Broker

Call to Order: The Chair called the meeting to order at 9:43 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.

Chair Sherley reported that the Ad Hoc Committee on Education met on January 10, 2012 to review draft 1 of the core course. The course should be available by early March.

Real Estate Specialist's Report: Minutes of Previous Meeting

Upon a motion by Commissioner Harvey, seconded by Commissioner Cobb, it was voted on and unanimously carried to accept the minutes of the December 7, 2011, Education Review Committee meeting.

Continuing Education: Administrative Issues

FY 2012 Continuing Education Statistics

Fiscal year 2012 continuing education statistics were distributed to the Commissioners for their information.

Commissioner Ball questioned the number of CE courses offered and the number available. She noted that it is important to have a large selection of online courses available for those neighbor island licensees and requested that the information be made available in the next Real Estate Bulletin.

Specialist Fujimura responded that over 200 CE courses have been offered. Some of the same courses are offered through multiple providers. A list of CE courses available is included in the Commission's quarterly bulletin and made available online at <http://pvl.ehawaii.gov/rece>.

It was discussed that many new online courses have been submitted and approved by the Commission. Only recently have online courses become more acceptable by the industry.

Specialist Fujimura noted that there are a higher number of licensees that take the live core course rather than the online version. The new core course will be a 5 hour core course which can be offered in one five hour course or two 2-1/2 hour courses. The reviewer of the draft of the core course, the Ad Hoc Committee on Education, is a very productive committee with a goal of having the core course available by early March.

The 2012 legislative update portion of the course will be made available in a Real Estate Bulletin after the legislative session has ended.

Applications

2011-2012 Continuing Education Providers and Courses Ratification List

Upon a motion by Commissioner Ball, seconded by Commissioner Gendrano, it was voted on and unanimously carried to ratify the following:

<u>Registration/Certification</u>	<u>Effective Date</u>
Course(s)	
"BPO's The Agent's Role in the Valuation Process" (National Course/Abe Lee Seminars)	10/31/11
"BPO's The Agent's Role in the Valuation Process" (National Course/Realtors Association of Maui, Inc.)	11/02/11
"BPO's The Agent's Role in the Valuation Process" (National Course/Kauai Board of Realtors)	11/03/11

"A Guide to Navigating Transactions" (ARELLO Certified Course/Continuing Ed Express, LLC)	11/25/11
"Negotiate with Confidence and Power: Fundamentals" (ARELLO Certified Course/Continuing Ed Express, LLC)	11/25/11
"Negotiate with Confidence and Power: Advanced Practices" (ARELLO Certified Course/Continuing Ed Express, LLC)	11/25/11
"Code of Ethics Case Studies II" (ARELLO Certified Course/Continuing Ed Express, LLC)	11/25/11
"Real Estate Finance Today V6.0" (ARELLO Certified Course/Dearborn Publishing, Inc. dba REcampus.com)	11/25/11
"Red Flags Property Inspection Guide V4.0" (ARELLO Certified Course/Dearborn Publishing, Inc. dba REcampus.com)	11/25/11
"Buyer Representation in Real Estate V4.1" (ARELLO Certified Course/Dearborn Publishing, Inc. dba REcampus.com)	11/25/11
"Introduction to Brokerage Management" (Ralph Foulger School of Real Estate)	12/06/11
"Anti Discrimination Laws" (Ralph Foulger School of Real Estate)	12/06/11
"Analyzing Your Company for Profit" (National Course/Hawaii Association of REALTORS)	12/06/11
"Real Estate Finance & Tax Issues V4.0" (ARELLO Certified Course/Dearborn Publishing, Inc. dba REcampus.com)	12/15/11
"Understanding Today's Investors V1.0" (ARELLO Certified Course/Dearborn Publishing, Inc. dba REcampus.com)	12/23/11
"Code of Ethics" (ARELLO Certified Course/McKissock, LP)	12/28/11

Evaluation and Education Program

Copies of evaluations of the continuing education course and instructor from the following continuing education provider were distributed to the Commissioners for their information:

- Dower School of Real Estate (3)

Prelicensure Education: Administrative Issues

FY 2012 Prelicensure Education and Equivalency Statistics

Fiscal year 2012 prelicensure education and equivalency statistics were distributed to the Commissioner for their information.

Evaluation and Education Program

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

- Abe Lee Seminars (5)

Administration of
Examinations:

PSI

Licensing Examination Statistics – December 2011

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

School Pass/Fail Rates – December 2011

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

Commissioners noted that the pass rate has stabilized.

Specialist Fujimura reported that PSI held a test development session. The bank of questions has increased and the problematic questions have been extracted. PSI hosted an item writing session for prelicensure instructors in 2011 to give them an opportunity to take part in the test development process. Only eight instructors participated with only four instructors submitting test items.

Commissioner Kuriyama questioned if we are still encountering problems at the test site.

Staff responded that problems are on-going. Once staff is made aware of a problem occurring, staff will work directly with PSI to correct it. It was also noted that with the previous test company, there were full time test administrators, where as with PSI, there has been a flow of part-time test administrators which may account for some of the problems. Oftentimes, the test candidate has not read what he or she must provide at the test center to take the test.

School Summary by Test Category – December 2011

Copies of the December 2011 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.

Commissioner Ball introduced and welcomed Diedre Tegarden, the Governor's representative on Maui and Jock Yamaguchi, the Mayor's representative.

Program of Work: Annual Report, Quarterly Bulletin, and School Files

Senior Specialist Fujimura reported that the January 2011 *School Files* has been distributed and a copy is available on the Commission's website:
www.hawaii.gov/hirec.

Budget and Finance Report: Real Estate Education Fund

No report presented

Next Meeting: Wednesday, February 8, 2012
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 Sherley adjourned the meeting at 10:00 a.m.

Reviewed and approved by:

/s/ Diane Choy Fujimura

Diane Choy Fujimura
Senior Real Estate Specialist

January 23, 2012

Date

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