

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 14, 2007

Time: 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
Annette Aiona, Vice Chair / Broker / Hawaii Island Commissioner
Louis Abrams, Broker / Kauai Commissioner
William S. Chee, Broker / Honolulu Commissioner
Frances T. Gendrano, Salesperson / Honolulu Commissioner
Trudy Nishihara, Broker / Honolulu Commissioner
Michele Sunahara Loudermilk, Public / Honolulu Commissioner
Stanley Kuriyama, Broker / Honolulu Commissioner

Calvin Kimura, Supervising Executive Officer
Neil Fujitani, Executive Officer
Diane Choy Fujimura, Senior Real Estate Specialist
Lorene Kimura, Real Estate Specialist
Cynthia Yee, Senior Condominium Specialist
David Grupen, Condominium Specialist
Shari Wong, Deputy Attorney General
Karyn Takahashi, Recording Secretary

Others: Kenneth Chong, ProSchools, Inc.
David Catanzaro, Digital Learning Centers, LLC
Chris Catanzaro, Digital Learning Centers, LLC
Marsha Shimizu, Hawaii Association of REALTORS®

Absent: Mark Suiso, Public / Honolulu Commissioner

Call to Order: Chair Ball called the meeting to order at 10:12 a.m., at which time quorum was established.

Chair's Report: Chair Ball stated the Commission 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/or to consult with the Commission's attorney on question and issues pertaining to the Commission's powers, duties, privileges, immunities, and liabilities in accordance with Section 92-5(a)(4), HRS.

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

Real Estate
Specialist's Report:

Minutes of February 14, 2007, Meeting

Upon a motion by Commissioner Abrams, seconded by Commissioner Nishihara, it was voted on and unanimously carried to accept the minutes of the February 14, 2007, Education Review Committee meeting as distributed.

Erica I Bejarano, letter dated 2/22/07

Senior Specialist Fujimura reported that a letter was received from Stanley L. Ching, Esq., representing Erica I. Bejarano, regarding the Education Review Committee meeting minutes for Wednesday, January 12, 2005. Ms. Bejarano is objecting to the characterization of her as a cheater with the use of the phrase "was caught cheating." She is requesting a change of the minutes.

Upon a motion by Commissioner Aiona, seconded by Commissioner Chee, it was voted on and unanimously carried to recommend approval to change the phrase "was caught cheating" to ". . . was found to have been in violation of the rule that prohibits candidates from taking study materials or papers into the examination room. . ." for the minutes of the Education Review Committee meeting of Wednesday, January 12, 2005.

Continuing Education: Applications

Provider – EcoBroker International; Jennifer Shank, Administrator

Upon a motion by Commissioner Nishihara, seconded by Commissioner Loudermilk, it was voted on and unanimously carried to recommend approval of EcoBroker International as a continuing education provider.

Continuing Education Core Course

Senior Specialist Fujimura reported that two proposals were received to assist the Real Estate Commission in developing its mandatory core course curriculum for the 2007-2008 biennium.

ProSchools, Inc. Proposal

Kenneth Chong was present to answer questions regarding the ProSchools, Inc. proposal.

Commissioner Abrams inquired if the Lynn Madison surveys on consumer broker relationships will be reviewed during their information gathering process. Mr. Chong replied yes, very definitely.

Chair Ball stated that there was some difficulty on Maui last biennium getting instructors to teach the core course and/or to get instructors to follow the guides. Mr. Chong stated that the instructor guide will include solutions to scenarios offered in the study materials. The instructors will be offered quizzes, group discussions, etc.—the instructor will be offered a choice on what exercise/quiz to utilize and will be given a certain amount of discretion. The instructor may make a choice based on the instructor's philosophy and talents.

Commissioner Nishihara asked Mr. Chong to elaborate on their *Raptivity* software. Mr. Chong stated that it is ProSchool's newly developed software that allows interactivity. It offers online scenarios where students pick an answer and it then expands with a full explanation/feedback as to the correctness of his or her response. Mr. Chong stated that the software has been tried elsewhere and has been successful.

Commissioner Nishihara stated that ProSchools is a mainland based firm and inquired on Mr. Chong's thoughts on this. Mr. Chong replied that it is a great opportunity to bring information—we don't want to be so insulated, a mainland influence will bring a better balance. He stated that Paul Gold and Sandy Japely handle the job well from a distance.

Commissioner Nishihara inquired if ProSchools is ARELLO certified for distance learning. Mr. Chong replied yes, ProSchool's is very experienced in packaging courses and offering a variety of materials.

Commissioner Abrams inquired what kind of changes to the core course would ProSchools suggest. Mr. Chong replied more scenarios to elicit more class participation—more challenging to best bring out the text material with scenarios.

Digital Learning Centers, LLC Proposal

David Catanzaro and Chris Catanzaro were present to answer questions regarding the Digital Learning Centers, LLC proposal.

Mr. David Catanzaro stated that Digital Learning Centers was created three years ago, realizing that there was a need for technological creativity and specialization. Mr. David Catanzaro stated that Digital Learning Centers is wholly owned by himself.

Commissioner Nishihara stated that she noticed that his proposal is more computer oriented. Mr. David Catanzaro responded that he has been teaching for 28 years and he loves the teaching element, but believes that penetrating distance learning is critical because we are an island, and podcasts, CDs, etc. will be able to do that.

Chair Ball inquired if he will be utilizing other methods of teaching, eg. live classroom teaching. Mr. David Catanzaro replied that in the classroom setting you are able to see the students and see if they understand the material. The multimedia aspect will be designed with a lot of input and used as an addition. Mr. Chris Catanzaro added that the student will get the overview in the class and will be able to go to the computer/podcast/multimedia and get additional review/details. Mr. David Catanzaro stated that this approach is novel and will be good for the State.

Chair Ball inquired on how the print will be delivered. Mr. David Catanzaro stated that there will be an instructor's manual and student manual--that would not change. These manuals would be utilized in the class. Mr. Chris Catanzaro added that there will be pdf documents that the student can print to be used with the podcasts, etc.

Chair Ball asked if it will be clear on how to utilize the scenarios. Mr. David Catanzaro replied yes—the scenarios will be based on new legislation, etc. and the manual will be divided up on how to utilize the scenarios.

Commissioner Nishihara inquired if the instructors can easily deliver the course on MP3, CD, etc. Mr. David Catanzaro replied that those are supplementary to the course—the multimedia is offered as an enhancement to the course. The technology will be there if they want to utilize it.

SEO Kimura inquired if they had a history on the usage of this technology in their past courses. Mr. Chris Catanzaro replied that they haven't utilized the MP3 technology as it is fairly new and innovative.

SEO Kimura asked if there will be a mixture in the classroom—will the MP3 be used as part of classroom teaching? Mr. David Catanzaro responded that class is taught the same—they present the key issues, instructors pass out manuals, etc. The only difference is that after the class the student can go the podcast/CD/internet as a back-up or review. The information will be disseminated by printed word like it always has been done.

SEO Kimura asked if they went ahead and developed their own core course as any provider can develop a course and request approval. Mr. David Catanzaro replied no; however, they have written three commercial courses that were approved by the Commission. SEO Kimura asked if those courses were made available electronically. Mr. David Catanzaro replied yes.

SEO Kimura inquired if they know of ARELLO distance education certification. Mr. David Catanzaro stated yes, they are a member of ARELLO.

Mr. David Catanzaro stated that the Commission would own the course. They will deliver and print and in addition, they will provide it online. The providers will be provided a link and it will be quality controlled. Their goal is to improve the quality of the core course by giving access via different formats.

Executive Session: Upon a motion by Commissioner Abrams, seconded by Commissioner Nishihara, it was voted on and unanimously carried to move into executive session, 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 Nishihara, seconded by Commissioner Loudermilk, it was voted on and unanimously carried to move out of executive session.

Continuing Education: Continuing Education Core Course

Commissioner Chee moved to accept the proposal submitted by ProSchools, Inc. to develop the Real Estate Commission's mandatory core course for the 2007-2008 biennium. Commissioner Abrams seconded the motion. The motion was voted on. Commissioners Nishihara, Chee, Abrams, and Ball voted aye. Commissioners Aiona, Loudermilk, and Kuriyama voted nay. Commissioner Gendrano abstained from voting. The motion was not carried.

Commissioner Kuriyama moved to accept the proposal submitted by ProSchools, Inc. and accept the proposal submitted by Digital Learning Centers, LLC, to develop the Real Estate Commission's mandatory core course for the 2007-2008 biennium, subject to review and evaluation of the Commission-certified education courses by Dower School of Real Estate Windward which Mr. David Catanzaro authored and which are presented electronically, and subject to budget and procurement/small purchase contract requirements. Commissioner Abrams seconded the motion. The motion was voted on. Commissioners Ball, Kuriyama, Gendrano, Loudermilk, Aiona, and Kuriyama voted aye. Commissioners Chee and Nishihara voted nay. The motion was carried.

Program of Work: Real Estate Seminars and Instructor's Development Workshop

Proposal from Hawaii Association of REALTORS®

Senior Specialist Fujimura reported that a proposal was received from the Hawaii Association of REALTORS® to assist the Real Estate Commission in producing and delivering Instructor Development Workshops, and other real estate-related workshops, courses, seminars and events.

Ms. Marsha Shimizu was present to answer questions.

Commissioner Abrams inquired about the variable costs. Ms. Shimizu replied that they will try to keep the costs to a minimum--\$15-\$25 range per attendee.

Commissioner Abrams inquired how they would determine the final costs. Ms. Shimizu responded that they would first identify the program, next they would identify the speaker, once completed, a preliminary cost factor will be presented to the Commission.

Commissioner Loudermilk asked how they plan to reach non-HAR members. Ms. Shimizu responded they would need the Commission's help for promotion—via the real estate *Bulletin* and the Commission would need to provide a mailing list.

SEO Kimura asked if the \$34,000 proposal includes more than one presentation. Ms. Shimizu stated they are looking to provide one big presentation to the entire State and plan to visit several islands.

Upon a motion by Commissioner Chee, seconded by Commissioner Abrams, it was voted on and unanimously carried to accept the proposal from the Hawaii Association of REALTORS® to assist the Real Estate Commission in producing and delivering Instructor Development Workshops, and other real estate-related workshops, courses, seminars and events, subject to budget and procurement/small purchase contract requirements.

Prelicense Education: Evaluation and Education Program

**Abe Lee Seminars; Salesperson Independent Study On-Line (2)
Seiler School of Real Estate; Salesperson Independent Study On-Line (7)**

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

1. Abe Lee Seminars
2. Seiler School of Real Estate

Administration of
Examinations:

Promissor

Licensing Examination Statistics – January 2007

Examination statistics for January 2007 were distributed to the Commissioners for their information.

School Summary Reports – January 2007

A copy of the January 2007 performance summary report, by school, was distributed to the Commissioners for their information. The report is derived from statistics for first time test takers.

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:

Neighbor Island Outreach

Kauai

Senior Specialist Fujimura reported that the next neighbor island outreach will be held on Kauai—date to be determined.

Education Evaluation Task Force

Report – Meeting of Thursday, February 27, 2007

The report of the EETF meeting held on Thursday, February 27, 2007, was distributed to the Commissioners for their information. Chair Ball reported on the recommendations.

Upon a motion by Commissioner Nishihara, seconded by Commissioner Abrams, it was voted on and unanimously carried to recommend approval of the following EETF recommendations:

1. Develop a mandatory, stand-alone course for brokers to take prior to opening their own brokerage.

2. Add the course category "Broker Management" to the current list of course categories for CE elective course applications.
3. The Prelicense Education Equivalency be made available ONLY to salesperson candidates.
4. Review and amend the prelicense education equivalency waiver categories.
5. The DREI designation should not be included in the Hawaii Administrative Rules as a waiver of professional requirements for Hawaii real estate instructors.
6. Two course completion certificates will be available for the 2007-2008 core course, one for Part A, and one for Part B.

Next Meeting: April 11, 2007
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 11:27 a.m.

Reviewed and approved by:

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

April 11, 2007
Date

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