

**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: January 7, 2009

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: Carol Mae Ball, Chair / Broker / Maui Commissioner  
Frances T. Gendrano, Vice Chair / Broker / Honolulu Commissioner  
Louis Abrams, Broker / Kauai Commissioner  
Annette Aiona, Broker / Hawaii Island Commissioner  
Trudy Nishihara, Broker / Honolulu Commissioner  
Mark Suiso, Public / Honolulu Commissioner  
Michele Sunahara Loudermilk, Public / Honolulu Commissioner  
  
Neil K. Fujitani, Supervising Executive Officer  
Cynthia Yee, Senior Condominium Specialist  
Diane Choy Fujimura, Senior Real Estate Specialist  
Shari Wong, Deputy Attorney General  
Karyn Takahashi, Recording Secretary

Others: Terry Tolman, REALTORS® Association of Maui  
Steve Elijah, Esq.  
Dave Deleon, REALTORS® Association of Maui

Absent: William Chee, Chair, Broker / Honolulu Commissioner  
Stanley Kuriyama, Broker / Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 10:33 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.  
  
Commissioners Chee and Kuriyama were excused from today's meeting. Prior notice of their non-attendance was received.

Real Estate  
Specialist's Report:

Additional Distribution

The following was distributed as additional distribution:

6. Administration of Examinations
  - a. PearsonVue
    - 4) Bryan Willard
8. Program of Work, FY09
  - e. Interactive Participation with Organizations
10. ARELLO, REEA and Other Organizations – ARELLO Annual Conference and Commissioner College – October 17 – 20, 2008, Report

Minutes of Meeting

Upon a motion by Commissioner Nishihara, seconded by Commissioner Gendrano, it was voted on and unanimously carried to accept the minutes of the December 10, 2008, Education Review Committee meeting as distributed.

Continuing Education: Applications

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

Upon a motion by Commissioner Loudermilk, seconded by Commissioner Nishihara, it was voted on and unanimously carried to ratify the attached list of registrations/certifications.

**Course – “New HUD HECM for Purchase Program for Hawaii’s Baby Boomers & Seniors”; Provider/Author/Owner – Shari Motooka-Higa; Course Categories: Contracts, Finance, Risk Management; Clock Hours: 3 (Deferred from 12/10/08 meeting)**

The Chair stated that she had the opportunity to review the course again and stated that she had concerns. She stated that the course purports to be geared to consumer education; however, it seems that the course attempts to take the licensee out of their area of expertise—some details are specific, while some details are not specific enough. The Chair felt that the course may give the licensee a false sense of knowledge regarding real estate financing.

The Chair noted some discrepancies in the course. In particular, the following statements:

- "For the first time, effective as of January 1, 2009 HUD's new Home Equity Conversion Mortgage (HECM) program will enable seniors to relocate to geographical areas closer to family members, move to retirement communities, or downsize to homes that meet their physical needs, i.e., handrails, wheelchair ramps, one level properties, wider doorways, etc."— this may imply that there is a property requirement.
- "This course will give emphasis to the conduct and professional ethical practices of dealing with Hawaii's Baby Boomers and seniors."—the Chair questioned why a licensee's conduct would be different in dealing with this group of consumers as opposed to other consumers.

- "To minimize potential risk and exposure for Realtors by understanding the guidelines which distinguish HECM procedures from conventional real estate transactions."—real estate licensee risk management requires referring subjects outside their areas of expertise to professionals in those fields and not providing their own advice.

The Chair stated that after much review, she finally deduced that this was a reverse mortgage; however, it is not mentioned in the course.

The Commissioners also noted that mortgage fraud is a hot issue and individuals who hold both a real estate and mortgage broker license are scrutinized. The Committee must be cautious in approving mortgage broker type courses.

They also expressed that although there is a need for courses that discuss real estate financing, this course appears to be more promotion of a specific product. Also, it was noted that the prelicense curriculum covers real estate financing in general terms and concepts as the real estate licensee does need to understand financing concepts, and the Hawaii Association of REALTORS® offers an "Essentials of Finance" course which is for general knowledge and is consistently revised and updated.

Commissioner Aiona moved to deny "New HUD HECM for Purchase Program for Hawaii's Baby Boomers and Seniors" as a real estate continuing education elective course, based on Hawaii Administrative Rules section 16-99-101(1) and (7). Commissioner Gendrano seconded the motion. The motion was voted on and unanimously carried.

**Course – "Zoning, Subdivision and Land Development Law";  
Provider/Author/Owner: Lorman Business Center, Inc.; Course Category: Real Estate Law; Clock Hours: 6**

Upon a motion by Commissioner Nishihara, seconded by Commissioner Gendrano, it was voted on and unanimously carried to approve "Zoning, Subdivision and Land Development Law" as a six clock hour continuing education elective course, under the course category Real Estate Law.

Prelicense Education: Applications

**2009 – 2010 Prelicensing Education 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 of registrations/certifications.

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:

1. Abe Lee Seminars; Independent Study On-Line (2)
2. Seiler School of Real Estate (6)

Administration of  
Examinations:

Pearson VUE

**Licensing Examination Statistics – November 2008**

Examination statistics for November 2008 were distributed to the Commissioners for their information.

**School Pass/Fail Rates – November 2008**

School pass/fail rate statistics for November 2008 were distributed to the Commissioners for their information.

**School Summary Reports – November 2008**

Copies of the November 2008 performance summary reports, by school, were distributed to the Commissioners for their information. The report is derived from statistics for first time test takers.

**Bryan Willard**

Senior Specialist Fujimura reported that it was brought to staff's attention that Bryan Willard was allowed to sit for the salesperson examination at several mainland test sites without the proper certification.

It was reported that Specialist Endo is investigating the improper procedures of Pearson VUE test site personnel and the steps to be taken to ensure proper procedures are followed in the future.

The Commissioners expressed their concerns.

Commissioner Loudermilk moved to have staff issue a letter to Bryan Willard's principal broker. Commissioner Nishihara seconded the motion. The motion was voted on and unanimously carried.

The Commissioners requested that Pearson VUE be informed of their concerns, with particular attention to out-of-state individuals taking the examinations. Pearson VUE should be more strict with the test site proctors.

At this time, it was noted that the Licensing Branch followed proper procedures, but follow-up will be conducted to improve procedures, if necessary.

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.

**REALTORS® Association of Maui, Inc.** – No discussion presented.

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

Senior Specialist Fujimura reported that the December 2008 issue of *School Files* was distributed and a copy may be found on the web site: [www.hawaii.gov/hirec](http://www.hawaii.gov/hirec). She also reported that the next issue of the real estate *Bulletin* will be a January-February 2009 issue and may be distributed in January.

Interactive Participation with Organizations

The Hawaii REALTOR® Journal Commissioner article author schedule for 2009 was distributed to the Commissioners.

Senior Specialist Fujimura reported that she is in the process of possibly changing the format of the monthly journal article—possibly a Q&A with the Supervising Executive Officer and/or staff.

ARELLO, REEA and Other Organizations: ARELLO Annual Conference and Commissioner College – October 17 – 20, 2008, Report

The report of the ARELLO Annual Conference and Commissioner College attended by Commissioners Nishihara, Abrams and Gendrano was distributed to the Commissioners for their information.

Open Forum: At this time, Mr. Dave Deleon, REALTORS® Association of Maui, stated that he met with Senator Rosalyn Baker on the Unauthorized Practice of Law issue, and that Senator Baker felt adamantly that the legislature can make a change and seems to feel that it is a necessary step.

Budget and Finance Report: No report.

Next Meeting: Wednesday, January 7, 2009  
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

January 28, 2009  
Date

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

**2009-2010 CONTINUING EDUCATION PROVIDERS AND COURSES  
RATIFICATION LIST**

**EDUCATION REVIEW COMMITTEE**

**January 7, 2009**

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<u>Registration/Certification</u>	<u>Effective Date</u>
<b>Provider(s)</b>	
Americas Best (Administrator: Susan Davis)	January 1, 2009
Seiler School of Real Estate (Administrator: Ricardo D. Seiler)	January 1, 2009
Hawaii Island Board of REALTORS® (Administrator: Victoriya A. Matsui)	January 1, 2009
The Seminar Group (Administrator: Christopher Terp)	January 1, 2009
Servpro Industries, Inc. (Administrator: Amanda Green)	January 1, 2009
Honolulu Board of REALTORS® (Administrator: Nelson Higa)	January 1, 2009
Brian R. Thomas dba EdVenture (Administrator: Brian R. Thomas)	January 1, 2009
EcoBroker International (Administrator: Jennifer Shank)	January 1, 2009
ProSchools, Inc. (Administrator: Sandra Japely)	January 1, 2009
Vitousek Real Estate School (Administrator: Elizabeth Marcom)	January 1, 2009
Investment Property Exchange Services, Inc. (IPX1031) (Administrator: Tiffany L. Davies)	January 1, 2009
Continuing Ed Express LLC (Administrator: James Luger)	January 1, 2009
Abe Lee Seminars (Administrator: Abraham Lee)	January 1, 2009
Carol Ball School of Real Estate (Administrator: Carol Ball)	January 1, 2009
Coldwell Banker Pacific Properties Real Estate School (Administrator: Tom Gill)	January 1, 2009

Hawaii Academy of Real Estate LLC (Administrator: Nancy A. Kanna)	January 1, 2009
Continuing_Ed-Online.org (Administrator: Steve Myers)	January 1, 2009
Dower School of Real Estate (Administrator: Elizabeth L. Dower)	January 1, 2009
Lynn W. Carlson (Administrator: Lynn W. Carlson)	January 1, 2009
Akahi Real Estate Network, LLC (Administrator: Jay J. Spadinger)	January 1, 2009
Hawaii Association of REALTORS® (Administrator: Marsha Shimizu)	January 1, 2009
University of Hawaii at Manoa, Outreach College, Noncredit Programs (Administrator: Dr. Pamela Fujita-Starck)	January 1, 2009
Russ Goode Seminars (Administrator: Sherrill L. Goode)	January 1, 2009
Hawaii CCIM Chapter (Administrator: Tina E. Yap)	January 1, 2009
Kauai Board of REALTORS® (Administrator: Karen Ono)	January 1, 2009
Kona Board of REALTORS® (Administrator: Nicole Gonzales)	January 1, 2009
McKissock, LP (Administrator: Matt McKissock)	January 1, 2009
REMI School of Real Estate (Administrator: David L.S. Catanzaro)	January 1, 2009
REALTORS® Association of Maui, Inc. (Administrator: Jane Ortiz)	January 1, 2009
Lorman Business Center, Inc. dba Lorman Education Services (Administrator: Kari Campbell)	January 1, 2009

**Course (s)**

"Community Ethics" (ARELLO Certified Course/Americas Best)	January 1, 2009
"Contracts" (ARELLO Certified Course/Americas Best)	January 1, 2009
"Energy Resources" (ARELLO Certified Course/Americas Best)	January 1, 2009

Ethics of Sustainability" (ARELLO Certified Course/Americas Best)	January 1, 2009
"Human Land Use" (ARELLO Certified Course/Americas Best)	January 1, 2009
"Meth Madness" (ARELLO Certified Course/Americas Best)	January 1, 2009
"NARPM Ethics" (ARELLO Certified Course/Americas Best)	January 1, 2009
"Pricing Property" (ARELLO Certified Course/Americas Best)	January 1, 2009
"Real Estate Ethics" (ARELLO Certified Course/Americas Best)	January 1, 2009
"Water Resources" (ARELLO Certified Course/Americas Best)	January 1, 2009
"Home Inspection" (ARELLO Certified Course/Americas Best)	January 1, 2009
"NARPM Tenancy" (ARELLO Certified Course/Americas Best)	January 1, 2009
"Real Estate Math" (ARELLO Certified Course/Americas Best)	January 1, 2009
"Work Smarter, Not Harder" (ARELLO Certified Course/Americas Best)	January 1, 2009
"Hawaii Land Use Law" (Author/Owner: The Seminar Group)	January 1, 2009
"Understanding Mold in the Restoration Industry" (Author/Owner: Servpro Industries, Inc.)	January 1, 2009
"Converting Technology into CASH!" (Author/Owner: Verl Workman)	January 1, 2009
"EcoBroker Energy Advantage" (National Certified Course/EcoBroker International)	January 1, 2009
"EcoBroker Environmental Advantage" (National Certified Course/EcoBroker International)	January 1, 2009
"EcoBroker Green Market Advantage" (National Certified Course/EcoBroker International)	January 1, 2009
"Anti-Discrimination Laws" (ARELLO Certified Course/ProSchools, Inc.)	January 1, 2009
"Professional Property Management" (ARELLO Certified Course/ProSchools, Inc.)	January 1, 2009

"Financing Residential Real Estate" (ARELLO Certified Course/ProSchools, Inc.)	January 1, 2009
"Property Pricing and Residential Real Estate" (ARELLO Certified Course/ProSchools, Inc.)	January 1, 2009
"Real Estate Finance & Tax Issues" (ARELLO Certified Course/Abe Lee Seminars)	January 1, 2009
"Environmental Issue in Your Real Estate Practice" (ARELLO Certified Course/Abe Lee Seminars)	January 1, 2009
"Introduction to Commercial Real Estate Sales" (ARELLO Certified Course/Abe Lee Seminars)	January 1, 2009
"Property Management and Managing Risk" (ARELLO Certified Course/Abe Lee Seminars)	January 1, 2009
"Real Estate Finance Today" (ARELLO Certified Course/Abe Lee Seminars)	January 1, 2009
"Red Flags Property Inspection Guide" (ARELLO Certified Course/Abe Lee Seminars)	January 1, 2009
"1031 Exchanges and Other Tax Issues" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Computers, Internet and the Licensee" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Escrow, Title and Appraisals" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"HUD, VA and (Non) Judicial Foreclosures" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Intermediate Internet Research" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Mediation, Arbitration, Litigation" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Mortgages, FNMA, FICO, Etc." (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1 2009
"Permits, Permits and More Permits: Researching Building Permits & 25 Other Permits Handbook" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Sticks, Bricks and Steel: Understanding Plan & Construction Method" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Survey, Termites and Home Inspections" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009

"The Condominium Development Process" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Understanding Contracts Part I" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Understanding Contracts Part II" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Understanding Contracts Part III" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Understanding the Land Use Ordinance: C&C of Honolulu" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Understanding Vacation Ownership/Timeshare" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Wills, Trusts and Real Estate" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Zoning Issues, Problems, Questions and Answers" (Author/Owner: Abe Lee/Abe Lee Seminars)	January 1, 2009
"Buyer Counseling: A Planned Approach" (ARELLO Certified Course/Continuing Ed Express LLC)	January 1, 2009
"How to Resolve Real Estate Transaction Dispute" (ARELLO Certified Course/Continuing Ed Express LLC)	January 1, 2009
"Managing the Risks of Using Your Home or Car for Business" (ARELLO Certified Course/Continuing Ed Express LLC)	January 1, 2009
"Code of Ethics Case Studies" (ARELLO Certified Course/Continuing Ed Express LLC)	January 1, 2009
"Vacation Property Investment Guide" (ARELLO Certified Course/Continuing Ed Express LLC)	January 1, 2009
"Advance §1031 Exchanges" (Author/Owner: Investment Property Exchanges Services, Inc.)	January 1, 2009
"Essentials of §1031 Exchanges" (Author/Owner: Investment Property Exchanges Services, Inc.)	January 1, 2009
"Buyer's Representation in Real Estate" (Author/Owner: Dearborn Real Estate Education/Dower School of Real Estate)	January 1, 2009
"Fair Housing" (Author/Owner: Dearborn Real Estate Education/Dower School of Real Estate)	January 1, 2009
"Property Management and Managing Risk" (Author/Owner: Dearborn Real Estate Education/Dower School of Real Estate)	January 1, 2009
"Real Estate Finance Today" (Author/Owner: Dearborn Real Estate Education/Dower School of Real Estate)	January 1, 2009

"Basic Real Estate Investment Analysis" (Author/Owner: HREREC/Lynn W. Carlson)	January 1, 2009
"Fair Housing: An Introduction to Federal and State Laws and Regulations" (Author/Owner: HREREC/Lynn W. Carlson)	January 1, 2009
"Timeshare Real Estate-I-Introduction" (Author/Owner: Lynn W. Carlson)	January 1, 2009
"Fair Housing: An Introduction to Federal and Sate Laws and Regulations" (Author/Owner: HREREC/Akahi Real Estate Network, LLC)	January 1, 2009
"Introduction to Broker Management" (Author/Owner: HREREC/Akahi Real Estate Network, LLC)	January 1, 2009
"Real Estate Finance Today" (Author/Owner: Dearborn Real Estate Education/Akahi Real Estate Network, LLC)	January 1, 2009
"Agency, Practical Ethics, and Fair Housing" (Author/Owner: Hawaii Association of REALTORS®)	January 1, 2009
"Analysis of Investment Real Estate" (Author/Owner: Hawaii Association of REALTORS®)	January 1, 2009
"Contracts" (Author/Owner: Hawaii Association of REALTORS®)	January 1, 2009
"Disclosure" (Author/Owner: Hawaii Association of REALTORS®)	January 1, 2009
"Essentials of Finance" (Author/Owner: Hawaii Association of REALTORS®)	January 1, 2009
"Essential of Listing" (Author/Owner: Hawaii Association of REALTORS®)	January 1, 2009
"Essential of the Purchase Contract" (Author/Owner: Hawaii Association of REALTORS®)	January 1, 2009
"Finance" (Author/Owner: Hawaii Association of REALTORS®)	January 1, 2009
"Land Use and Development" (Author/Owner: Hawaii Association of REALTORS®)	January 1, 2009
"Legal Issues" (Author/Owner: Hawaii Association of REALTORS®)	January 1, 2009
"Property Management and Landlord/Tenant" (Author/Owner: Hawaii Association of REALTORS®)	January 1, 2009
"Residential Tax Rules, 1031 Exchange, and Foreign Investors" (Author/Owner: Hawaii Association of REALTORS®)	January 1, 2009
"At Home with Diversity: One America" (Nationally Certified Course/Hawaii Association of REALTORS®)	January 1, 2009

"Creating Wealth Through Residential Real Estate Investments (CRS 204) (Nationally Certified Course/Hawaii Association of REALTORS®)	January 1, 2009
"e-Pro" (Nationally Certified Course/Hawaii Association of REALTORS®)	January 1, 2009
"International Real Estate for Local Markets" (Nationally Certified Course/Hawaii Association of REALTORS®)	January 1, 2009
"Financing and Tax Advantages for Agents and Their Clients" (Nationally Certified Course/Hawaii Association of REALTORS®)	January 1, 2009
"The Ins and Outs of Contracts, Including the Purchase Contract" (Author/Owner: Scott Alan Bly/Dower School of Real Estate)	January 1, 2009
"Disclosure and Agency" (Author/Owner: Philip Hale Wilia/Dower School of Real Estate)	January 1, 2009
"Land Use and Permit Requirements-Residential Applications, C&C of Honolulu" (Author/Owner: Philip Hale Wilia/Dower School of Real Estate)	January 1, 2009
"Property Management in Hawaii" (Author/Owner: Philip Hale Wilia/Dower School of Real Estate)	January 1, 2009
"The Art of Real Estate Negotiation, Working Towards a Win/Win Agreement" (Author/Owner: Philip Hale Wilia/Dower School of Real Estate)	January 1, 2009
"Environmental Issues in Your Real Estate Practice" (Author/Owner: Dearborn Real Estate Education/Russ Goode Seminars)	January 1, 2009
"Risk Management" (Author/Owner: Dearborn Real Estate Education/Russ Goode Seminars)	January 1, 2009
"Commercial Real Estate Sales and Leasing" (Author/Owner: Gino L. Gabrio, Esq.)	January 1, 2009
"CI 101 Financial Analysis for Commercial Real Estate" (Nationally Certified Course/Hawaii CCIM Chapter)	January 1, 2009
CI 102 Market Analysis for Commercial Real Estate" (Nationally Certified Course/Hawaii CCIM Chapter)	January 1, 2009
CI 103 User Decision Analysis for Commercial Real Estate" (Nationally Certified Course/Hawaii CCIM Chapter)	January 1, 2009
CI 104 Investment Analysis for Commercial Real Estate" (Nationally Certified Course/Hawaii CCIM Chapter)	January 1, 2009
"Introduction to Commercial Investment Real Estate" (Nationally Certified Course/Hawaii CCIM Chapter)	January 1, 2009
"Cover Your Assets: Property Manager's Guide to Federal & State Regulations" (Author/Owner: Kona Board of REALTORS®)	January 1, 2009
"Escrow A-Z" (Author/Owner: Suzette Nasser/Kona Board of REALTORS®)	January 1, 2009

"Ethics and Real Estate" (Author/Owner: Dearborn Real Estate Education/Kona Board of REALTORS®)	January 1, 2009
"Property Management and Managing Risk" (Author/Owner: Dearborn Real Estate Education/Kona Board of REALTORS®)	January 1, 2009
"Real Estate and Taxes, What Every Agent Should Know" (Author/Owner: Dearborn Real Estate Education/Kona Board of REALTORS®)	January 1, 2009
"Real Estate Finance Today" (Author/Owner: Dearborn Real Estate Education/Kona Board of REALTORS®)	January 1, 2009
"Red Flags Property Inspection Guide" (Author/Owner: Dearborn Real Estate Education/Kona Board of REALTORS®)	January 1, 2009
"Risk Management" (Author/Owner: Dearborn Real Estate Education/Kona Board of REALTORS®)	January 1, 2009
"Title Insurance and Title Report Red Flags" (Author/Owner: Suzette Nasser/Kona Board of REALTORS®)	January 1, 2009
"Hawaii Lands, Historic Review" (Author/Owner: Suzette Nasser/Kauai Board of REALTORS®)	January 1, 2009
"Idiosyncrasies of Hawaii Land Court Property" (Author/Owner: Suzette Nasser/Kauai Board of REALTORS®)	January 1, 2009
"Commercial Group Ownership and Disposition Strategies" (Author/Owner: Amy Zanzinger/Hawaii CCIM Chapter)	January 1, 2009
"Fundamentals of Commercial Real Estate" (Author/Owner: Amy Zanzinger/Hawaii CCIM Chapter)	January 1, 2009
"Loan Types and Instruments of Finance" (ARELLO Certified Course/McKissock, LP)	January 1, 2009
"Principles of Finance and the Mortgage Market" (ARELLO Certified Course/McKissock, LP)	January 1, 2009
"Real Estate Ethics and Standards of Professional Conduct" (ARELLO Certified Course/McKissock, LP)	January 1, 2009
"Risk Management" (ARELLO Certified Course/McKissock, LP)	January 1, 2009
"Taxation of Real Estate Capital Gain" (ARELLO Certified Course/McKissock, LP)	January 1, 2009
"Commercial Real Estate Understanding Investments" (Author/Owner: Dearborn Real Estate Education/REMI School of Real Estate)	January 1, 2009
"Fair Housing" (Author/Owner: Dearborn Real Estate Education/REMI School of Real Estate)	January 1, 2009
"Introduction to Commercial Real Estate Sales" (Author/Owner: Dearborn Real Estate Education/REMI School of Real Estate)	January 1, 2009

"Principles of Commercial Real Estate Finance" (Author/Owner: Dearborn Real Estate Education/REMI School of Real Estate)	January 1, 2009
"Property Management and Managing Risk" (Author/Owner: Dearborn Real Estate Education/REMI School of Real Estate)	January 1, 2009
"Understanding 1031 Tax Free Exchanges" (Author/Owner: Dearborn Real Estate Education/REMI School of Real Estate)	January 1, 2009
"Advance Concept for Today's Senior Homeowners" (Author/Owner: Shari S. Motooka-Higa)	January 1, 2009
"Positioning Properties to Maximize Home Owner Value in the Market Place" (Author/Owner: Martha Webb, BCW Group)	January 1, 2009
"Buyer Representation in Real Estate" (Author/Owner: Dearborn Real Estate Education/Seiler School of Real Estate)	January 1, 2009
"Diversity and Doing Business" (Author/Owner: Dearborn Real Estate Education/Seiler School of Real Estate)	January 1, 2009
"Environmental Issue in Your Real Estate Practice" (Author/Owner: Dearborn Real Estate Education/Seiler School of Real Estate)	January 1, 2009
"Ethics and Real Estate" (Author/Owner: Dearborn Real Estate Education/Seiler School of Real Estate)	January 1, 2009
"Fair Housing" (Author/Owner: Dearborn Real Estate Education/Seiler School of Real Estate)	January 1, 2009
"Introduction to Commercial Real Estate Sales" (Author/Owner: Dearborn Real Estate Education/Seiler School of Real Estate)	January 1, 2009
"Property Management and Managing Risk" (Author/Owner: Dearborn Real Estate Education/Seiler School of Real Estate)	January 1, 2009
"Real Estate and Taxes, What Every Agent Should Know" (Author/Owner: Dearborn Real Estate Education/Seiler School of Real Estate)	January 1, 2009
"Real Estate Finance Today" (Author/Owner: Dearborn Real Estate Education/Seiler School of Real Estate)	January 1, 2009
"Red Flags Property Inspection Guide" (Author/Owner: Dearborn Real Estate Education/Seiler School of Real Estate)	January 1, 2009
"Risk Management" (Author/Owner: Dearborn Real Estate Education/Seiler School of Real Estate)	January 1, 2009

**2009-2010 PRELICENSING EDUCATION SCHOOLS AND INSTRUCTORS  
RATIFICATION LIST**

**EDUCATION REVIEW COMMITTEE**

**January 7, 2009**

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<u>Registration/Certification</u>	<u>Effective Date</u>
<b>School(s)</b>	
ProSchools, Inc. (Principal: Sandra Japely)	January 1, 2009
Vitousek Real Estate School (Principal: Elizabeth Marcom)	January 1, 2009
Abe Lee Seminars (Principal: Abraham Lee)	January 1, 2009
Seiler School of Real Estate (Principal: Ricardo D. Seiler)	January 1, 2009
Carol Ball School of Real Estate (Principal: Carol Ball)	January 1, 2009
Coldwell Banker Pacific Properties Real Estate School (Principal: Tom Gill)	January 1, 2009
Hawaii Academy of Real Estate LLC (Principal: Wayne Richardson III)	January 1, 2009
Dower School of Real Estate (Principal: Elizabeth L. Dower)	January 1, 2009
All Islands Real Estate School (Principal: Walt Berhalter)	January 1, 2009
Akahi Real Estate Network, LLC (Principal: Jay J. Spadinger)	January 1, 2009
University of Hawaii at Manoa, Outreach College, Noncredit Programs (Principal: Dr. Pamela Fujita-Starck)	January 1, 2009
Hudson Real Estate School (Principal: Jon Hudson)	January 1, 2009
REMI School of Real Estate (Principal: David L.S. Catanzaro)	January 1, 2009
Ralph Foulger's School of Real Estate (Principal: Ralph S. Foulger)	January 1, 2009

**Instructor (s)**

Russell W.H. Chee (Salesperson and Broker Curriculum)	January 1, 2009
Walt Berhalter (Salesperson and Broker Curriculum)	January 1, 2009
Abraham Lee (Salesperson and Broker Curriculum)	January 1, 2009
Page Vitousek (Salesperson and Broker Curriculum)	January 1, 2009
Ricardo D. Seiler (Salesperson and Broker Curriculum)	January 1, 2009
Diane L.Y. Fujikami (Salesperson and Broker Curriculum)	January 1, 2009
John R. Connelley (Salesperson and Broker Curriculum)	January 1, 2009
Patsy K. Saiki (Guest Lecturer: Title Insurance/Salesperson and Broker Curriculum)	January 1, 2009
Toni Tudor (Guest Lecturer: Escrow/Salesperson and Broker Curriculum)	January 1, 2009
Iris H. Toguchi (Guest Lecturer: Financing/Salesperson and Broker Curriculum)	January 1, 2009
Wayne Richardson III (Salesperson and Broker Curriculum)	January 1, 2009
Scott Alan Bly (Salesperson and Broker Curriculum)	January 1, 2009
Elizabeth L. Dower (Salesperson and Broker Curriculum)	January 1, 2009
Jay J. Spadinger (Salesperson and Broker Curriculum)	January 1, 2009
M. Russell Goode, Jr. (Salesperson and Broker Curriculum)	January 1, 2009
Carol Ball (Salesperson and Broker Curriculum)	January 1, 2009
Jon Hudson (Salesperson and Broker Curriculum)	January 1, 2009
David L.S. Catanzaro (Salesperson and Broker Curriculum)	January 1, 2009

Ralph S. Foulger  
(Salesperson and Broker Curriculum) January 1, 2009

**Independent Study Course (s)**

Abe Lee Seminars  
(Salesperson and Broker Curriculum) January 1, 2009

ProSchools, Inc.  
(Salesperson and Broker Curriculum) January 1, 2009

Seiler School of Real Estate  
(Salesperson and Broker Curriculum) January 1, 2009

Vitousek Real Estate School  
(Salesperson and Broker Curriculum) January 1, 2009

Hawaii Academy of Real Estate LLC  
(Salesperson and Broker Curriculum) January 1, 2009

Coldwell Banker Pacific Properties Real Estate School  
(Salesperson Curriculum) January 1, 2009

REMI School of Real Estate  
(Salesperson and Broker Curriculum) January 1, 2009

**Independent Study Course Instructor (s)**

Abraham Lee  
(Salesperson and Broker Curriculum) January 1, 2009

Jay J. Spadinger  
(Salesperson and Broker Curriculum) January 1, 2009

Ricardo D. Seiler  
(Salesperson and Broker Curriculum) January 1, 2009

Paige Vitousek  
(Salesperson and Broker Curriculum) January 1, 2009

Wayne Richardson III  
(Salesperson and Broker Curriculum) January 1, 2009

John R. Connelley  
(Salesperson Curriculum) January 1, 2009

David L.S. Catanzaro  
(Salesperson and Broker Curriculum) January 1, 2009