

EDUCATION REVIEW COMMITTEE
REAL ESTATE COMMISSION
www.hawaii.gov/hirec

AGENDA

Date: Wednesday, September 9, 2009

Time: 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.

Place: King Kalakaua Building
Queen Liliuokalani Conference Room
335 Merchant Street, 1st Floor
Honolulu, HI 96813

The Board 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.

1. Call to Order, Public Notice, Quorum
2. Chair's Report
3. Senior Real Estate Specialist's Report
 - a. Announcements, Introduction, Correspondence, and Additional Distribution
 - b. Minutes of Meeting – Minutes of August 12, 2009
4. Continuing Education Administration, Curriculum, Courses, Providers, and Instructors
 - a. Administrative Issues
 - b. Applications
 - 1) Provider – Michael A. Abrams; Administrator – Michael A. Abrams (*Deferred from 8/12/09 ERC meeting*)
 - 2) Course – “Starting a Successful Brokerage;” Author/Owner/Provider: ProSchools, Inc.; Course Category: Broker Management; Clock Hours: 6
 - 3) Course – “People Management in Real Estate;” Author/Owner/Provider: ProSchools, Inc.; Course Category: Broker Management; Clock Hours: 3
 - 4) Course – “Minimizing Risk with Effective Practices;” Author/Owner/Provider: ProSchools, Inc.; Course Category: Risk Management; Clock Hours: 3
 - 5) Course – “Leading and Communicating Effectively;” Author/Owner/Provider: ProSchools, Inc.; Course Category: Broker Management; Clock Hours: 3
 - 6) Course – “Ethics: Pricing, Offers & Advertising;” Author/Owner/Provider: ProSchools, Inc.; Course Category: Other – Ethics; Clock Hours: 3
 - 7) Course – “Ethics: Disclosure & Cooperation;” Author/Owner/Provider: ProSchools, Inc.; Course Category: Other – Ethics; Clock Hours: 3
 - 8) Course – “Introduction to Brokerage Management;” Author/Owner/Provider: ProSchools, Inc.; Course Category: Broker Management; Clock Hours: 3
 - 9) Course – “Credit Scoring;” Author/Owner/Provider: ProSchools, Inc.; Course Category: Finance; Clock Hours: 3
 - 10) Course – “Understanding Settlement and the Settlement Statement;” Author/Owner: Scott Alan Bly, Esq.; Provider: Dower School of Real Estate; Course Categories: Real Estate Law and Finance; Clock Hours: 3
 - 11) Provider – Property Merchants Inc. dba All Islands Real Estate School; Administrator – Cheryl Dillon
 - 12) Provider – Pacific One Mortgage, Inc.; Administrator – John Murphy

- 13) Course – “Extraordinary Business;” Author/Owner: John Murphy, Pacific One Mortgage, Inc.; Provider: Pacific One Mortgage, Inc. (application pending); Course Category: Other – Business Development & Current Programs; Clock Hours: 4
 - 14) Course – “Foreclosures, Short Sales, REOs & Auctions;” Author/Owner: Dearborn Real Estate Education; Provider: Dower School of Real Estate; Course Category: Other – Foreclosure, Short Sale, REOs, Auctions, Clock Hours: 3
 - 15) Course – “Ethics in Today’s Real Estate World;” Author/Owner: Dearborn Real Estate Education; Provider: Dower School of Real Estate; Course Category: Other – Ethics/Code of Ethics; Clock Hours: 3
 - 16) Course – “Understanding 1031 Tax-Free Exchanges;” Author/Owner: Dearborn Real Estate Education; Provider: Dower School of Real Estate; Course Categories: Property Ownership and Development, Other – 1031 Exchange; Clock Hours: 3
 - c. Continuing Education Core Course
 - d. Elective Courses
 - e. Evaluation and Education Program – Course and Instructor Evaluations (2)
 - f. ARELLO Certification Program
 - g. Continuing Education Review Panel
- 5. Prelicensing Education Administration, Curriculum, Schools, Instructors, and Equivalency
 - a. Administrative Issues
 - b. Applications
 - c. Broker Curriculum and Resources
 - d. Salesperson’s Curriculum and Resources
 - e. Evaluation and Education Program – Abe Lee Seminars, Independent Study On-Line (8)
 - f. Education Equivalency
 - g. Other
- 6. Administration of Examinations
 - a. PSI
 - 1) Licensing Examination Statistics – August 2009
 - 2) School Pass/Fail Rates – August 2009
 - 3) School Summary by Test Category – August 2009
 - 4) Status Report
 - c. Uniform Section Equivalency
 - d. ARELLO Examination Certification Program
 - e. Test Development
 - f. Exam Monitoring
 - g. Instructor Workshop
 - h. Examination Contract
- 7. Educator's Forum
 - a. Hawaii Association of REALTORS®
 - b. Hawaii Association of Real Estate Schools (HARES)
 - c. Public and Private Institutions of Higher Education
- 8. Program of Work, FY10
 - a. Advice, Education, and Referral
 - b. Meetings and Symposium
 - c. Annual Report, Quarterly Bulletin, and School Files – Request for Quotations – Edit and layout of Real Estate Bulletin and Condominium Bulletin
 - d. Neighbor Island Outreach
 - e. Interactive Participation with Organizations – HAR/REC Task Force – CE Hours and Broker Post-Licensing – ARELLO information provided
 - f. Real Estate Seminars
 - g. Legislative Participation, Research and Report
 - h. Instructor's Development Workshop

EDUCATION REVIEW COMMITTEE AGENDA
Page 3

- i. Real Estate Specialists' Office for the Day
 - j. Real Estate Speakership Program
 - k. New Technology Program and REC Web Site
 - l. Records Management
 - m. Information Distribution System
 - n. New Salesperson and New Broker Startup Kits
 - o. Cooperative Education, Research, and Administration Program
 - p. Division and Department Programs
 - q. Staff and Commissioner Development
 - r. Real Estate Reference Library
 - s. Education Evaluation Task Force
9. Special Issues
10. ARELLO, REEA and Other Organizations
11. Open Forum
- 12.** Budget and Finance Report
13. Next Meeting: Wednesday, October 14, 2009
Upon adjournment of the Condominium Review Committee Meeting, which is upon
adjournment of the Laws and Rules Review Committee meeting, which convenes at 9:30
a.m.
Natural Energy Laboratory of Hawaii Authority (NELHA)
73-4460 Queen Kaahumanu Hwy., # 101
Kailua-Kona, Hawaii
14. Adjournment