

# School Files

Hawaii Real Estate Commission

April 2005

<http://www.hawaii.gov/hirec>

## *What's in this Issue?*

- ❖ Salesperson Curriculum Revision
- ❖ Program of Work Fiscal Year 2006
- ❖ Online Prelicense Courses
- ❖ Instructors Development Workshop
- ❖ June Commission Meetings in Kona
- ❖ 2005 HAR Outreach Program
- ❖ REEA 26<sup>th</sup> Annual Conference
- ❖ 2005 Real Estate Commission Meeting Schedule



## **SALESPERSON CURRICULUM REVISION 1<sup>st</sup> DRAFT**

The *first draft* of the Real Estate Commission's salespersons' prelicensing curriculum is completed. The Hawaii Academy of Real Estate LLC is the contractor working on this project for the Commission.

Here are some excerpts from the "Overview" section of the first draft.

- . . . becoming a licensed real estate professional was based upon minimal competency with basic knowledge of a largely static body of knowledge delivered by private organizations (accredited schools) who often limited instruction to the student on how to pass the test. Most prelicensing courses did little to prepare a candidate for the daily rigors of business as an active licensee.
- Seasoned real estate professionals work from a body of knowledge gained over hundreds (if not thousands) of hours of professional development. As in other professions, there is a broad range of professional competency from low to high. Yet the minimal competency to practice effectively under the supervision of a broker remains far in excess of that gained by passing a 45 to 60 hour training class and a state exam.
- . . . The commission may wish to consider the Salespersons' Curriculum as a floor level of knowledge and competency which is reinforced and increased over time.
- The Brokers' Curriculum could then be revised to build upon, rather than include, the Salespersons' Curriculum. Broker prelicensing candidates would be expected to know and apply salesperson competencies as a given (a base) while learning broker material which builds upon that base. This would mean that the Brokers' Curriculum would not contain the material required for a salesperson. Certain broker candidates may find it necessary to retake or restudy the salespersons' material in addition to taking the brokers' prelicensing course.
- The Commission may also wish to consider the development of additional post-licensing modules at both the salesperson and broker levels, and have them be required for the maintenance of the license – in addition to and separate from Continuing Education.

- . . . certain changes of emphasis within the 45 hour course have been made. These changes include:
  - Increased emphasis upon ethics as the base and underlying foundation of the agency relationship.
  - Consequent greater attention given to agency relationships and their various forms.
  - Greater focus and more time spent on practical applications including HAR standard forms.
  - Less time spent on the more specialized areas of the law (Hawaii Revised Statutes) including Chapters 436B, 514A and 514E, and the subdivision laws.

The first draft of the SALESPERSONS' PRELICENSING CURRICULUM CONTENT OUTLINE:

Section 1	Introduction and Background
Section 2	Real Estate Licensing Laws
Section 3	Ethics and Real Estate Regulations
Section 4	Nature and Description of Real Estate
Section 5	The Law and Real Property
Section 6	Encumbrances, Liens, and Easements
Section 7	Tenancy and Ownership of Real Estate
Section 8	Condominiums, Cooperatives, Planned Unit Developments and Timeshare
Section 9	State Land Use Controls and Property Development
Section 10	Agency
Section 11	Real Estate Contracts
Section 12	Hawaii Standard Forms
Section 13	Real Estate Financing Principles
Section 14	Real Estate Financing Practices
Section 15	Real Estate Valuation and Appraisal
Section 16	Real Estate and Other Taxes, Tax Liens
Section 17	Interests in Real Estate
Section 18	Closing the Real Estate Transaction
Section 19	Commercial Real Estate Management, Leasing, and Sales
Section 20	Landlord-Tenant Code
Section 21	Fair Housing Laws and The Americans with Disabilities Act
Section 22	Environmental Issues and the Real Estate Transaction

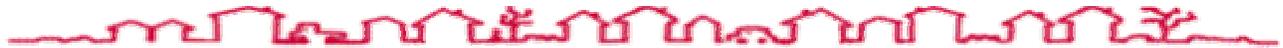
If you have any comments, suggestions, inquiries about the revision of the salespersons' prelicensing curriculum, please email your concerns to [hirec@dcca.hawaii.gov](mailto:hirec@dcca.hawaii.gov), or you may email Janice Lind at [LindRA@hawaii.rr.com](mailto:LindRA@hawaii.rr.com) and Wayne Richardson III at [Richie@RE3LLC.com](mailto:Richie@RE3LLC.com)



## **REAL ESTATE COMMISSION PROGRAM OF WORK FISCAL YEAR 2006**

The Real Estate Commission is currently working on its program of work for fiscal year 2006. You may view the current program of work on our website [www.hawaii.gov/hirec](http://www.hawaii.gov/hirec).

We are accepting recommendations for the fiscal year 2006 program of work. Please submit your recommendations in writing, with justification, via email at [hirec@dcca.hawaii.gov](mailto:hirec@dcca.hawaii.gov) or mail them to the Real Estate Branch, 335 Merchant Street, Room 333, Honolulu, HI 96813. We hope to have a draft completed by May 11, 2005.



## **ONLINE PRELICENSE COURSES FOR SALESPERSONS AND BROKERS**

On April 18, 2005, the Real Estate Commission issued its notice to procure the professional services of a contractor for the development of both the salesperson's and broker's prelicense courses in an online format. The Commission is planning to contract for the development of its prelicense courses in modules that may be used by a certified prelicense school in a "mix and match" arrangement suitable to the prelicense school's needs. This is similar to the present Commission core course arrangements.

Any interested person or group is invited to submit a proposal. The notice was sent to all currently registered prelicense schools, as well as to other interested parties. The deadline for submission of proposals is Friday, May 13, 2005. Included in the notice to procure professional services is a fee schedule that the contractor will use to assess prelicense schools for the modules they select for use, on a per-student basis.

The Commission hopes to have the online prelicense courses ready by August, 2005, although this target date is subject to change depending on the official hiring of the selected contractor. This is a huge undertaking but online and distance education is quickly becoming the method of choice for more and more people and the education providers they select.

The procurement notice is available for review at <http://www4.hawaii.gov/bidfiles/online%20course.htm>.



# Instructor Development Workshop

## “The Classroom of the 21st Century”

This session will review the changes real estate educators are facing in their classrooms

<b>DATE:</b> May 2, 2005
<b>LOCATION:</b> Radisson Waikiki Prince Kuhio, 2500 Kuhio Avenue Ballroom Level, 3rd Floor
<b>TIME:</b> 9:00 a.m. — 2:00 p.m.
<b>COST:</b> \$38.00 (includes lunch)



**INSTRUCTOR:**  
**Debbie Long, DREI,  
CRS, Ed.D**

Deborah Long is a DREI (Distinguished Real Estate

Instructor), the most prestigious designation for excellence in teaching offered by the Real Estate Educators Association. She is the award-winning author of many articles and education programs as well as ten real estate textbooks. Her real estate ethics program for educators received the “Best Single Education Program” award from the Real Estate Educators Association in 1996.

Sponsored by the Hawaii Association of REALTORS® and Hawaii Real Estate Commission



REGISTRATION INFORMATION	PAYMENT INFORMATION
Name	<input type="checkbox"/> Check payable to Hawaii Association of REALTORS®
Company	<input type="checkbox"/> VISA <input type="checkbox"/> Master Card
Address	Card No.
City, State, Zip	Expiration Date:
Phone                      Fax	Signature
E-mail	Amount \$

Current Instructor for:

GRI     Essentials     CE     Pre-Licensing     OTHER \_\_\_\_\_

<p>Register via Mail or Fax</p> <p>***If you require special accommodations, please inform us by <b>April 28, 2005</b> with a description of your needs</p>	<p>Send Registration by April 28 to: Hawaii Association of REALTORS® 1136 12th Avenue, Suite 220 Honolulu, HI 96816 Tel: 808.733.7060      Fax: 808.737.4977 From Neighbor Islands: 1.888.737.9070</p>
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## **INSTRUCTORS DEVELOPMENT WORKSHOP**

The Real Estate Commission and the Hawaii Association of REALTORS® (HAR) will be co-sponsoring an Instructors Development Workshop (IDW) on Monday, May 2, 2005, at the Radisson Waikiki Prince Kuhio Hotel.

The IDW will focus on adult learning styles and techniques to help “seasoned” instructors teach in today’s education environment. The tentative schedule of topics will include:

- How Adults Learn
- The Physical Learning Environment
- Learning Styles: Addressing the needs of the visual, auditory, haptic, and print-oriented learner

The instructor for the IDW will be Deborah Long, DREI, CRS, Ed.D. Ms. Long is a licensed real estate instructor in North and South Carolina, Missouri, Indiana, Utah, Idaho, Montana, Illinois, Maine, Alaska, and Kentucky. She teaches real estate licensing courses as well as specialty courses on ethics, cultural diversity, brokerage management, and development workshops for real estate agents, appraisers, surveyors, architects, engineers, state regulators, and other licensed professionals.

In addition to holding Graduate Realtor Institute (GRI) and Certified Residential Specialist (CRS) designations, Ms. Long is also a Distinguished Real Estate Instructor (DREI), the most prestigious designation for excellence in teaching offered by the Real Estate Educators Association (REEA). She is the award-winning author of many articles and education programs, and has written ten real estate textbooks. Her real estate ethics program for educators received the “Best Single Education Program” award from REEA in 1996.

Continuing Education instructors may be required to “. . . complete an instructor’s workshop approved by the commission . . . within the biennium.” (Section 16-99-104, Hawaii Administrative Rules). Prelicense instructors may “. . . complete a commission sponsored or approved instructor’s workshop . . .” each biennium (Section 16-99-58, Hawaii Administrative Rules).



## **JUNE COMMISSION MEETINGS IN KONA**

The monthly Real Estate Commission meetings for June 2005 will be held in the Natural Energy Laboratory of Hawaii Authority’s (NELHA) Conference Room, located at 73-4460 Queen Kaahumanu Highway, #101, Keahole Point, Kailua-Kona, Hawaii. The Commission, as part of its annual program of work, holds its monthly committee meetings on three different Neighbor Islands during the year. In conjunction with the committee meetings on the Neighbor Islands, the Commission provides specialist of the day meetings for community members with concerns related to the condominium and real estate industries. If anyone has a concern they wish to speak about with the condominium or real estate specialist of the day, please make an appointment by calling the Real Estate Branch at (808)586-2643 and ask for either the Senior Condominium Specialist or the Senior Real Estate Specialist.

## 2005 HAWAII ASSOCIATION OF REALTORS®' OUTREACH PROGRAM

The Real Estate Commission and the Hawaii Association of REALTORS® (HAR) will co-sponsor a real estate seminar on “Four Steps to Avoid Legal Claims”, a risk management presentation by James M.K. Stone, Jr., Esq. of Pitluck Kido Stone & Aipa, during the afternoon session of HAR’s 2005 OUTREACH Program which will take place on May 25 at the Marriott Resort and Beach Club, Kauai, May 27 at Hapuna Beach Prince Hotel on the Big Island, May 31 at the Wailea Marriott Resort, Maui, and on June 1 at the Sheraton Waikiki, O’ahu.

Mr. Stone will cover important steps needed to help licensees avoid legal claims and the best ways to manage risks to decrease liability. Mr. Stone will also integrate the topics of mandatory seller disclosures, and agency – the way it is in the Hawaii Revised Statutes/Hawaii Administrative Rules now, and broker responsibilities. Continuing education credit (3 hours) will also be available for those interested. You may register with the HAR at 1136 12<sup>th</sup> Avenue, Suite 220, Honolulu, Hawaii 96816, telephone 808-733-7060. It’s not too early to tackle your continuing education requirement for the biennium.



## REEA 26<sup>th</sup> ANNUAL CONFERENCE

The 26<sup>th</sup> Annual Real Estate Educators Association (REEA) Conference will take place June 19-22, 2005, at the Myrtle Beach Marriott at Grand Dunes, Myrtle Beach, South Carolina.

There will be a REEA Instructor Development Workshop on Saturday, June 18, 2005. For REEA members, the cost is \$150.00. Non-members pay \$250.00.

The REEA conference will feature numerous educational sessions including a legal update by Chuck Jacobus, DREI, a tax update by Vern Hoven, “Marketing Techniques” by Amy Chorew, “Trends in Real Estate” by Richard Mendenhall, “The Boomers are Coming, The Boomers are Coming: Tapping into the Growing Senior Market” by Ruth Fennell, “Fair Housing – The Way We Were” by Marjorie Bell, “Licensing Exams Revealed” by Tadas Dabsys, PSI Examination Services, and other interesting sessions.

Go to [www.reea.org](http://www.reea.org) for information and registration.





## **REAL ESTATE COMMISSION MEETINGS AND SPECIALISTS OFFICE FOR THE DAY**

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The Real Estate Commission will convene standing committee meetings, at the Natural Energy Laboratory of Hawaii's Conference Room, located at 73-4460 Queen Kaahumanu Highway, # 101, Kailua-Kona, Hawaii.

**Tuesday, June 14, 2005**

**Laws and Rules Review Committee – 9:30 a.m.**

**Education Review Committee – Upon adjournment of the**

**Laws and Rules Review Committee Meeting**

**Condominium Review Committee – Upon adjournment of the**

**Education Review Committee**

The Commission will also be holding a Specialists' Office for the Day while the meetings are in progress and also by appointment. This will provide real estate licensees, condominium owners, educational providers, or anyone else interested in real estate licensing or condominium issues with an opportunity to meet with the Specialists to discuss their concerns.

(Times and locations may be subject to change.)

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Real estate licensees, government officials, members of the condominium community, educators, and interested individuals and organizations are invited to attend and participate at these public meetings. Members of the Real Estate Commission and the Commission's staff will be present. The meetings will have set agenda items and an open forum time slot (see note). The Committees encourages any comments and recommendations on the program of work and budget for FY06. To assist you in understanding the Commission and the programs involved, listed below are the issues facing each Committee:

Laws and Rules Review Committee. Interpretation, concerns, problems, and proposed amendments relating to: Chapter 467, HRS, Real Estate Brokers and Salespersons, and Chapter 99, HAR; Chapter 436B, HRS, Professional and Vocational Licensing Law; Chapter 53, HAR, Fees Relating to Boards and Commissions; and concerns about related laws and rules.

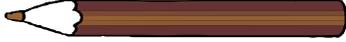
Education Review Committee. Real estate brokers and salespersons; real estate education; mandatory continuing education curriculum, courses, providers, and instructors; prelicensing education curriculum, schools, and instructors; real estate licensing exam, curriculum, and administration; real estate education fund; proposed program of work.

Condominium Review Committee. Chapter 514A, Hawaii Revised Statutes ("HRS"), Condominium Property Regime and Chapter 107, Hawaii Administrative Rules ("HAR"), condominium projects and public reports, condominium governance and management, condominium association registration, condominium dispute resolution program, condominium managing agent registration, condominium education programs, condominium management education fund, and the proposed program of work.

For further information on the Committees, please visit the Commission's website at [www.hawaii.gov/hirec](http://www.hawaii.gov/hirec).

Note: The open forum time slot will be on a first come, first served basis, and the Chair reserves the right to limit the time due to the number of participants. If you have a specific concern and would like to address the Committee on the concern, please contact the Commission's office toll-free from the Island of Hawaii at 974-4000, extension 62643 or at (808) 586-2643 immediately for additional assistance.

Individuals who require special needs accommodations are invited to call Cynthia Yee, Senior Condominium Specialist, at 586-2643, or toll-free from the island of Hawaii, at 974-4000, ext. 62643, at least **4 working days** in advance of the meeting.

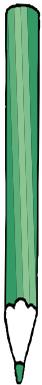
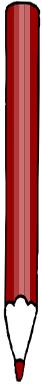
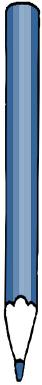


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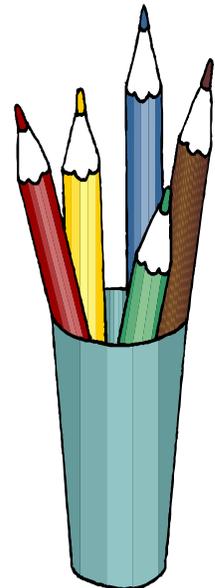
State of Hawaii  
 Real Estate Commission  
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Commissioners:  
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 Real Estate Commission  
 Mitchell A. Imanaka, Vice Chair  
 Real Estate Commission  
 Chair, Condominium Review Committee  
 Louis E. Abrams, Vice Chair  
 Laws and Rules Review Committee  
 Carol Mae A. Ball, Member  
 Kathleen H. Kagawa, Member  
 Michele Sunahara Loudermilk, Member  
 Trudy Nishihara, Vice Chair  
 Education Review Committee  
 Iris R. Okawa, Chair  
 Laws and Rules Review Committee  
 Vern M. Yamanaka, Chair  
 Education Review Committee



**This material can be made available for individuals with special needs. Please call the Senior Real Estate Specialist at 586-2643 to submit your request.**



**2005  
REAL ESTATE COMMISSION  
MEETING SCHEDULE**

<b>Laws &amp; Rules Review Committee – 9:00 a.m. Education Review Committee – Upon adjournment of the Laws &amp; Rules Review Committee Meeting Condominium Review Committee – Upon adjournment of the Education Review Committee Meeting, which is upon the adjournment of the Laws &amp; Rules Review Committee Meeting, which convenes at 9:00 a.m.</b>	<b>Real Estate Commission 9:00 a.m.</b>
Wednesday, April 13, 2005	Friday, April 29, 2005
Wednesday, May 11, 2005	<b>Tuesday, May 24, 2005</b>
<b>Tuesday, June 14, 2005</b>	Friday, June 24, 2005
Wednesday, July 13, 2005	Friday, July 29, 2005
Wednesday, August 10, 2005	Friday, August 26, 2005
Wednesday, September 14, 2005	Friday, September 30, 2005
Wednesday, October 12, 2005	Friday, October 28, 2005
Wednesday, November 9, 2005	Wednesday, November 23, 2005
Wednesday, December 7, 2005	Friday, December 16, 2005

All meetings will be held in the Queen Liliuokalani Conference Room of the King Kalakaua Building, 335 Merchant Street, First Floor **except the June 14, 2005 Committee meetings**, which will be held in the Natural Energy Laboratory of Hawaii Authority's (NELHA) Conference Room, located at 73-4460 Queen Kaahumanu Highway, # 101, Keahole Point, Kailua-Kona, Hawaii. The June 14, 2005 Committee meetings will begin at 9:30 a.m.

*Meeting dates, locations and times are subject to change without notice. Please visit the Commission's website at [www.hawaii.gov/hirec](http://www.hawaii.gov/hirec) or call the Real Estate Commission Office at 586-2643 to confirm the dates, times and locations of the meetings. This material can be made available to individuals with special needs. Please contact the Executive Officer at 586-2643 to submit your request.*