

School Files

Hawaii Real Estate Commission

June 2008

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

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TWO-PART CORE COURSE

Both Part A and Part B of the Commission's mandatory core course are available for offering. As an instructor, if you did not attend the "Train the Trainer" sessions for either of the two parts, you may view the DVD of the "Train the Trainer" session, at any of the Boards of REALTORS. When you have completed viewing the DVD, the Board will notify the Real Estate Branch, certifying that you viewed the training session. The instructor will then receive the core course materials. Only the instructors receive the core course materials. The instructor will then provide the continuing education provider with the materials when offering the course(s).

As of May 5, 2008, a little more than 1% of eligible licensees had taken Part A, 2007 (and 2006) Real Estate Law Update and Disclosure Overview, either via the live classroom offering or internet offering. The intent of splitting the usual 4-hour core course into two 2-hour segments was to provide a more timely real estate law update for licensees. Evidently, this intention was not taken seriously by most licensees.

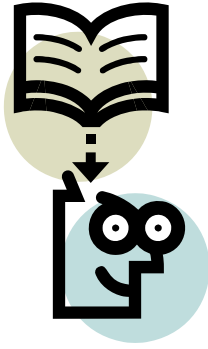
Licensees may take both parts together, or they may take Part B prior to taking Part A, but they must take BOTH parts to receive credit for the core course requirement, if renewing their real estate license on an active status for the 2009 - 2010 biennium. The license **renewal deadline is November 30, 2008**. Real Estate licenses expire December 31, 2008; however, to ensure that the licensee is able to continue engaging in real estate activity come January 1, 2009, please emphasize the November 30, 2008, license renewal deadline.

The Commission will continue with the two-part core course format for the 2009 - 2010 biennium.

We welcome comments and suggestions regarding the two-part core course format. For the 2009 - 2010 core course, planning will begin early Fall 2008 for the topic selection. The Commission will once again target June, 2009 for the availability of Part A of the 2009 - 2010 core course.

Your comments may be sent to roster@dcca.hawaii.gov.

PACIFIC REAL ESTATE INSTITUTE WILL DEVELOP 2009 - 2010 COMMISSION CORE COURSE



At its Friday May 25, 2008, monthly Real Estate Commission (REC) meeting, the REC voted to exercise its option to renew the agreement with Pacific Real Estate Institute to develop the 2009 - 2010 Commission mandatory core course. The format for the 2009 - 2010 core course will, once again, be in the two-hour two part format. Each part will include the real estate law update for that particular year of the biennium, and a topic of educational interest to real estate licensees. Pacific Real Estate Institute worked with ProSchools, Inc., based in Portland, OR. Together they developed the Commission's core course in both a live-classroom and on-line format.

Any suggestions for topics to be included in the core course are welcome. Please submit your suggestions to roster@dcca.hawaii.gov.



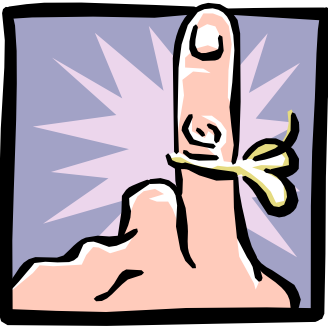
2008 REAL ESTATE COMMISSION MEETING SCHEDULE

Laws & Rules Review Committee – 9:00 a.m. Condominium Review Committee – Upon adjournment of the Laws & Rules Review Committee Meeting Education Review Committee – Upon adjournment of the Condominium Review Committee Meeting, which is upon the adjournment of the Laws & Rules Review Committee Meeting, which convenes at 9:00 a.m.	Real Estate Commission 9:00 a.m.
Tuesday, June 10, 2008	Friday, June 27, 2008
Wednesday, July 9, 2008	Friday, July 25, 2008
Wednesday, August 13, 2008	Friday, August 29, 2008
Wednesday, September 10, 2008	Friday, September 26, 2008
Wednesday, October 8, 2008	Friday, October 31, 2008
Wednesday, November 12, 2008	Friday, November 21, 2008
Wednesday, December 10, 2008	Friday, December 19, 2008

All meetings will be held in the Queen Liliuokalani Conference Room of the King Kalakaua Building, 335 Merchant Street, First Floor.

Meeting dates, locations and times are subject to change without notice. Please visit the Commission's website at 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.

RENEWAL MATTERS



2008 is a renewal year, and the renewal deadline is **NOVEMBER 30, 2008**. All real estate licenses, course certifications, prelicense school, instructor, and substitute instructor registrations, and continuing education provider registrations must be renewed by the renewal deadline to be assured that there is no break in the validity of your license, certification, or registration.

ON-LINE RENEWAL will be offered again! For the 2006 renewal period, an impressive 86.49% of eligible real estate salesperson licensees, and 81.47% of eligible real estate broker licensees chose the on-line route. Based on these numbers, the Commission has moved toward on-line renewals as the primary method of license renewals. Therefore, licensees will no longer receive the actual renewal application. For an industry that uses electronic technology in its day-to-day business, the on-line renewal option should be every licensee's first choice. There will be a discount on renewal fees for those licensees who choose the on-line renewal route. More information will be posted on the Commission's website, www.hawaii.gov/hirec, click on Real Estate License Renewals.

It is highly recommended that **the licenses/registrations of the brokerage firm, PB, BICs, and RBOs be simultaneously renewed during early November** and prior to renewals of all associating licensees to ensure sufficient time to correct any problems and to ensure successful renewals of associating licensees. If an associating licensee's renewal application is submitted prior to the PB's, BIC's, and brokerage firm's renewal applications, the associating licensee's renewal application will be held in suspense until the PB, BIC(s), and brokerage firm have successfully renewed all licenses.

PBs and BICs should complete all CE requirements immediately as successful renewal includes completion of CE requirements **prior to** submission of a renewal application.

To re-register a branch office, a BIC's license must also be successfully renewed in addition to the PB's license and the brokerage firm's license by the November 30, 2008, deadline. If the PB's, BIC's, and/or the brokerage firm's license are not successfully renewed **prior** to the associating licensees, all associating licensees will be renewed on **inactive** status.

Whether license renewals are handled by the individual licensee or the brokerage firm, the PB is responsible for the associating licensee's current and active status. It is recommended that PBs ensure all associating licensees are current and active by requiring all licensees to submit a photocopy of their 2009 - 2010 pocket license prior to December 31, 2008. **REMEMBER**, by January 1, 2009, licenses which are not current and active are converted to an inactive or forfeited status. If this conversion takes place, disciplinary action may occur against the licensee operating under an inactive or forfeited license status, and the consumer may recover all commissions and/or compensations paid.

RENEWING ON ACTIVE STATUS: Individual licensees who renew their license on active status need to complete 10 hours of approved CE courses. Licensees are required to take at least one mandatory core course. For the current 2007-2008 biennium, the mandatory core course is split into two parts, Part A and Part B. Licensees must complete both parts of the core course to receive the full, four-hour credit. The CE completion certificates do not have to be submitted with the renewal application unless otherwise instructed. All CE courses should be completed in advance of the date of submission of the renewal application or the license may be

renewed on an inactive status. Any individual licensee not completing the CE requirement will be renewed on an inactive status without further notice.

Based on Hawaii Revised Statutes, section 467-1.6, "Principal brokers. (a) The principal broker shall have direct management and supervision of the brokerage firm and its real estate licensees. (b) The principal broker shall be responsible for: . . . (6) Setting a policy on continuing education requirements for all associated real estate licensees in compliance with the statutory requirement; . . . (7) ensuring that the licenses of all associated real estate licensees and the brokerage firm license are current and active;" This means that all principal brokers may include in their policies and procedures manual procedures regarding keeping track of CE courses associated agents have taken during the biennium. For instance, a PB may require that copies of CE course completion certificates be submitted to the PB or BIC.

CE RECORDS: Upon completion of a CE core or elective course(s), a licensee will receive a "purple" colored certificate with either "core" or "elective" printed on the left and right sides of the certificate. If a certificate was not issued or is misplaced, please contact the CE provider. This procedure may change shortly with the new Continuing Education tracking system the Commission is reviewing. You will be notified of any changes that are implemented.

Core courses – the Commission has its core course available in both a live classroom presentation and an **on-line version**. "Real Estate Law Update and Agency Overview 2007-2008" (Part A), and "2008 Real Estate Law Update and Disclosure Overview" (Part B) were developed for the Commission by Pacific Real Estate Institute in partnership with ProSchools, Inc.

Check the continuing education course schedule in the Bulletin or go to the Commission's website: www.hawaii.gov/hirec.

RENEWING ON INACTIVE STATUS: Individual licensees who renew their license on an inactive status do not have to complete the CE requirement but must submit the renewal application and fees by November 30, 2008. An inactive licensee desiring to change to active status shall submit the original CE certificates with a completed Change Form and a reactivation fee.

NEW SALESPERSON in 2008: If you were issued a new salesperson license in calendar year 2008 and renew your license by the renewal application deadline of November 30, 2008, you will be deemed to have completed equivalent to the CE requirement and will not have to complete the CE requirement for this license renewal only.

CANDIDATES FOR LICENSURE: Subject to compliance with the license application deadline, a candidate for licensure may want to consider being licensed as of January 1, 2009, rather than the remaining months of 2008 and be subject to renewal requirements. Please call the Real Estate Branch (808-586-2643) for additional information.

UPDATE ANY ADDRESS CHANGES IMMEDIATELY. During the last renewal in 2006, the Commission received 400 pieces of returned mail due to expired addresses. For the 2008 license renewals, licensees will receive a postcard reminder to renew their license in a timely manner. **Licensees will no longer receive the actual renewal application.**

NEW ON-LINE CONTINUING EDUCATION SYSTEM

In the very near future, a new, online continuing education (CE) system will be launched by the Real Estate Branch. The new CE system will allow users to search for providers and courses being offered. It will provide individual licensees the capability to view their CE history, and principal brokers the ability to determine which of their associating licensees have or have not met their CE requirements for the biennium.



The new system will also change the way providers schedule courses, obtain door certificates, and issue continuing education course completion certificates. For example, the system will strictly adhere to the rule requiring the course offerings **to be submitted at least 14 days in advance** of the offering date in order to be accepted. Another projected change will allow the CE Provider to print their own course completion certificates, without having to order the certificates from the Real Estate Branch, and with no requirement for a specific color for a specific biennium.

The new system is projected to make life easier for all involved. Stay tuned for further announcements as the unveiling draws nearer.



CURRENT CONTINUING EDUCATION PROVIDERS

Abe Lee Seminars
Akahi Real Estate Network LLC
All Islands Real Estate School
Americas Best
Brian R. Thomas dba Edventures
Career Webschool
Carol Ball School of Real Estate
Character Training Inc.
CLE International
Coldwell Banker Pacific Properties
Real Estate School
Continuing Ed Express LLC
Continuing-Ed-Online.org
Dower School of Real Estate
EcoBroker International
Eddie Flores Real Estate Continuing Education
Energy & Environmental Building Association
ERA School of Real Estate
Fahrni School of Real Estate
Fleet Realty Inc.
Hawaii Academy of Real Estate
Hawaii Association of REALTORS®
Hawai'i CCIM Chapter
Hawaii Island Board of REALTORS®, Inc.

Hogan School of Real Estate
Honolulu Board of REALTORS®
Investment Property Exchange Services Inc.
Kauai Board of REALTORS®
KendallTodd, Inc.
Kona Board of REALTORS®, Inc.
Lorman Education Services
Lynn W. Carlson
Maui Community College-VITEC
Pacific Real Estate Institute
ProSchools, Inc.
Ralph Foulger's School of Real Estate
REALTORS® Association of Maui Inc.
REMI School of Real Estate
Russ Goode Seminars
Seiler School of Real Estate
ServPro Industries, Inc.
Shari S. Motooka-Higa
The Seminar Group
University of Hawaii at Manoa
Vitousek Real Estate Schools, Inc.

CURRENT PRELICENSE SCHOOLS

Abe Lee Seminars
Akahi Real Estate Network LLC
All Islands Real Estate School
Carol Ball School of Real Estate
Coldwell Banker Pacific Properties
Real Estate School
Dower School of Real Estate
Fahrni School of Real Estate
Fleet Realty Inc.
Hawaii Academy of Real Estate LLC

Hudson Real Estate School
Maui Community College-VITEC
ProSchools, Inc.
Ralph Foulger's School of Real Estate
REMI School of Real Estate
Seiler School of Real Estate
University of Hawaii – Hawaii
Community College
University of Hawaii at Manoa
Vitousek Real Estate Schools, Inc.



REAL ESTATE BRANCH PERSONNEL NEWS

David Grupen, formerly a Condominium Specialist with the Real Estate Branch (REB), became one of the Real Estate Specialists effective October, 2007. David joined REB in 2003, after a two-year stint as an Intake Investigator with the Consumer Resource Center, Regulated Industries Complaints Office (RICO). David brings his expertise in the internet technology arena, and can also be tapped for information on condominium hotels, as well as general real estate licensing information.

Benedyne Stone replaces David as the newest Condominium Specialist in REB as of November, 2007. “Bene” appears again in REB where she was a Condominium Specialist from 1992-1997. Between 1997 and 2007, Bene worked for the State of Hawaii, Ombudsman’s Office, and the Public Utilities Commission. Her law degree and legal expertise are useful tools working in REB, especially with the TWO condominium laws, Chapters 514A and 514B.

Neil Fujitani is the new Supervising Executive Officer (SEO) for REB. Neil assumed the position on June 16, 2008, filling the position vacated by Calvin Kimura, who retired in December, 2007, after being the SEO for 21 years. Neil joined REB in June, 2004, as the Executive Officer. He received his juris doctor degree from the University of Oregon, and served as Staff Attorney Committee Clerk for the Hawaii State Legislature, Senate Judiciary Committee. As the SEO, Neil will oversee both the Real Estate and Condominium sections of REB.

Irene Kotaka, long-time REB secretary, accepted a promotion and left REB on June 13, 2008, to join the Office Consumer Advocacy, Department of Commerce and Consumer Affairs. Irene was a lynch-pin for REB, and the branch will miss her administrative talents immensely!



Bene and David



Neil and Irene

CE CREDIT FOR CE INSTRUCTORS



Based on Hawaii Administrative Rules, Section 16-99-96, “An instructor who is a licensee. In satisfying the continuing education hours of a license period, an instructor who is a real estate licensee, may use once in any biennium, the clock hours for each course taught. The one time use applies even when the instructor has taught the course more than once.”

If you are a CE instructor and would like CE credit for any of the courses you taught this biennium, please submit a written request for credit and identify the course(s) you taught, and the date the course was taught.

THE TEST DEVELOPMENT PROCESS FOR THE BROKER AND SALESPERSON LICENSE EXAMS

Once a year, the Commission’s test development committee meets with the Commission’s test administrator, Pearson VUE, over a two to three day period to review the entire pool of exam questions for both the salesperson’s and broker’s license exams. The test development meetings will take place September 29-30, 2008, at a venue to be announced.

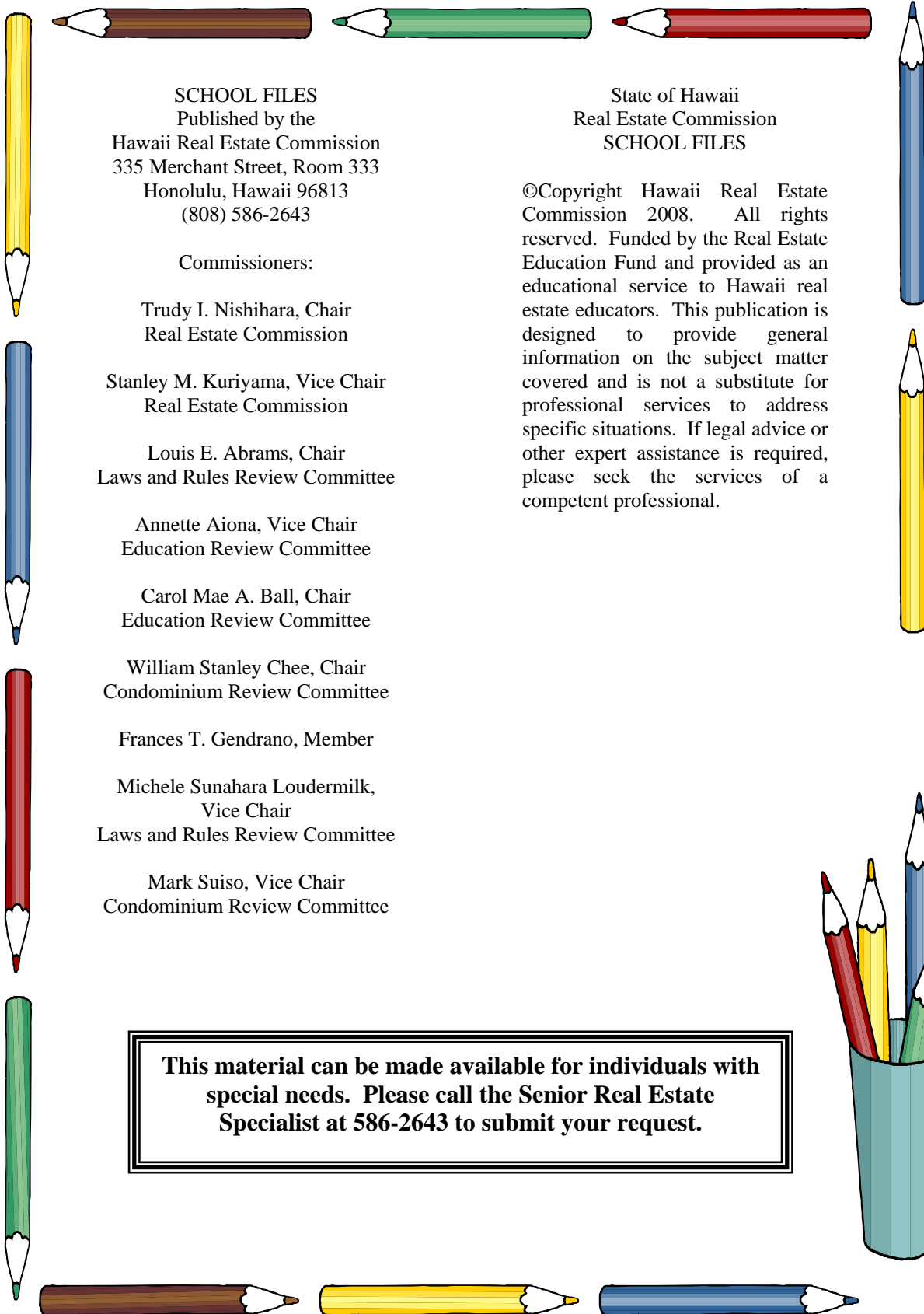


The Hawaii Real Estate Educator’s Forum will also be held again on Wednesday, October 1, 2008. The Educator’s Forum is open to all Hawaii real estate educators and provides an opportunity to interact with the Commission’s staff and test administrator personnel.

In preparation for the Educator’s Forum, please email via roster@dcca.hawaii.gov any questions or concerns you may have regarding testing. At the Educator’s Forum in October, 2007, a request was made to provide comparison statistics on the real estate broker exam pass-fail percentages between Hawaii and other states.

roster@dcca.hawaii.gov

For your convenience, please make use of roster@dcca.hawaii.gov for continuing education and pre-license education questions, changes, updates, submission of completed course rosters, and concerns or suggestions to improve the Commission’s education programs.



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State of Hawaii
Real Estate Commission
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