

# School Files

Hawaii Real Estate Commission

December 2006

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

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## **BROKER CURRICULUM SEPARATE FROM SALESPERSON CURRICULUM**

After a period of transition, whereby the Real Estate Commission did permit prelicense schools requesting in writing to teach both the salesperson's 60-hour curriculum and the broker's 80-hour curriculum jointly, to do so, these joint classes will no longer be authorized effective January 1, 2007, the start of the new licensing biennium, 2007-2008.

The revision of the broker's curriculum increased the original 46 hours to 80 hours, and became effective January, 2005. The salesperson's curriculum was then revised up from 45 hours to 60 hours, and became effective January, 2006. The Real Estate Commission's intent was to begin to separate the two curriculums into two, very distinct courses, and while the curriculum topics often were the same, the assumption was that the broker's course would be taught at a higher level, taking into consideration the broker candidate's experience in the real world, and presumably, a higher level of knowledge.

Slowly, but surely, more prelicense schools are offering the broker's curriculum. One concern raised was the cost-effectiveness of holding the broker prelicense course, as there are far fewer broker candidates than salesperson candidates. Schools should review the amount charged for the broker's course to address the cost-effectiveness issue. The real estate profession is one of the few that does not even require a high school diploma as a prerequisite for licensure. Haircutters spend more than a 100 times the amount of hours gaining apprenticeship experience before they become fully licensed cosmetologists than do real estate salesperson and broker candidates.

How can the broker's curriculum continue to be improved and set a firm foundation for fledgling brokers to set up and manage well their own brokerages? Or does the broker's curriculum need amending or can on-going training be emphasized or mandated? Post-licensing courses for brokers is an idea that may have merit. There is a lot of room for discussion. We welcome your comments as always.



## HAWAII REAL ESTATE EDUCATOR'S FORUM

For the fourth year in a row, Promissor nka Pearson VUE, held its Hawaii real estate educator's forum on October 25, 2006, 9:30 a.m. to 12:00 p.m. at the Hilton Hawaiian Village Beach Resort & Spa, following the Hawaii real estate test development meetings. Approximately 20 people attended this year's forum, including instructors, principals, and prelicense school staff.

Promissor's Ho Mun, Account Manager, and Melissa Billings, Senior Content Development Editor, conducted the forum. Also in attendance was Ed Romanowski, Executive Director.

This year's forum included information on the acquisition of Promissor by Pearson VUE earlier this year, the just completed test development meetings, and recent issues that have arisen such as a candidate being admitted in error and misinformation provided to a candidate by a reservations agent.

One of the attendees inquired whether exam questions were based on only current laws and rules. Promissor assured the attendees that every exam question is reviewed for accuracy at the test development meetings. Questions that are no longer relevant or were outdated were removed from the exam.

Another attendee brought up the issue of holding joint salesperson and broker prelicense classes. Two instructors who have recently taught separate broker classes commented that they felt that the separate classes were beneficial to the broker candidates because there were no salesperson candidates included. Discussions and depth of the subject matter covered were appropriate to broker level students, and were focused and relevant. (See Broker Curriculum article on page 1.)



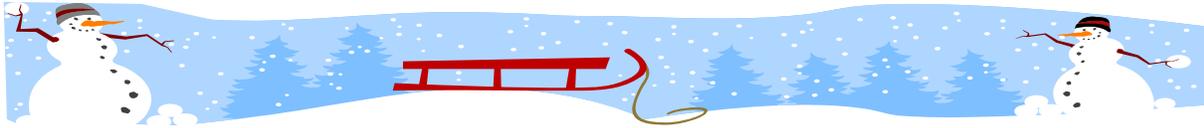
## 2006 HAWAII STATE LAW UPDATE

The 2006 Hawaii State Law Update for the 2005-2006 core course will be distributed shortly, if not by the time you read this issue of *School Files*. Yes, it is late, but please make use of it as a reference for your teaching, and, if you do teach the core course, it may be added to the existing material. We are targeting an earlier completion of the core course for the 2007-2008 biennium, so that the law updates will be more timely.

The 2006 Hawaii State Law Update will be emailed to you via [roster@dcca.hawaii.gov](mailto:roster@dcca.hawaii.gov).

## COMMITTEE MEETINGS ON MAUI

The Commission will convene standing committee meetings on Maui on Wednesday, January 10, 2007. The Commission invites educators to attend the meetings and discuss any education thoughts and concerns. Please see the enclosed flyer for details.



### POINTS OF INTEREST

The Commission's Education Evaluation Task Force (EETF) which meets about quarterly throughout the year, made some recommendations of interest to the real estate education community.

The EETF recommended approval of the 2007-2008 core course that will be developed in two parts, Part A and Part B. Both parts will include a legislative update. During the first year, or odd-numbered year, of the licensing biennium, Part A of the core course will be available, with a target date of mid-June, 2007. Part A will include material on "agency". Part B will be available around the same time in 2008, and will include material on disclosure. Both Part A and Part B will be available in a live classroom and online format.

The EETF recommended approval that the proposed rules for the creation of an "Associate Prelicense Instructor" be included in the Real Estate Branch rule-making package. The tentative rules for "Associate Prelicense Instructor" previously appeared in the February 2006 issue of *School Files*. The proposed language is still open for amendment and discussion.

The EETF recommended approval that the Instructors Exam re-examination requirement every three years for prelicense instructors be eliminated. Prelicense instructors will no longer be required to take the Instructors Exam every three years after initial certification is approved.

The EETF recommended that the Instructors Development Workshop requirement for instructors each biennium be retained. The IDW for teaching the core course is beneficial, and provides structure and guidance to the instructors teaching the core course.

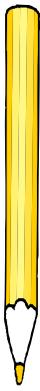
The EETF reaffirmed that the broker's curriculum and salesperson's curriculum are two, separate courses, and will not be taught together as previously permitted.

These recommendations go before the Commission's Education Review Committee, and then to the full Commission for final approval.



[roster@dcca.hawaii.gov](mailto:roster@dcca.hawaii.gov)

Please make use of [roster@dcca.hawaii.gov](mailto:roster@dcca.hawaii.gov) for continuing education and prelicense education questions, changes, updates, submission of completed rosters, and concerns or ideas to improve the Commission's education program.



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**SCHOOL FILES**

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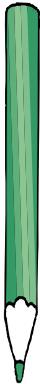
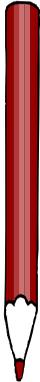
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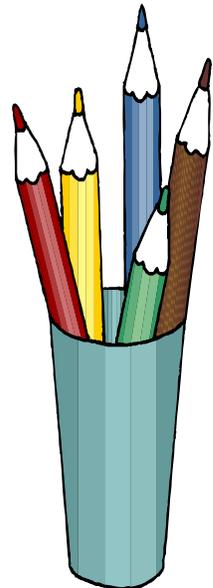
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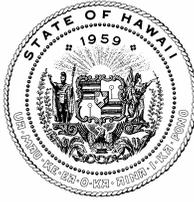
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Mark Suiso, Vice Chair  
 Condominium Review Committee



**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.**





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

The Real Estate Commission will convene standing committee meetings, at the offices of the REALTORS Association of Maui, located at 441 Ala Makani Place, Kahului, Maui.

**Wednesday, January 10, 2007**  
**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.)

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 FY07. 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 and 514B, 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 Maui at 984-2400, extension 62643 or at 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 Maui, at 984-2400, ext. 62643, at least **4 working days** in advance of the meeting.

**2007  
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>
<b>Wednesday, January 10, 2007</b>	Friday, January 26, 2007
Wednesday, February 14, 2007	Friday, February 23, 2007
Wednesday, March 14, 2007	Friday, March 30, 2007
Wednesday, April 11, 2007	Friday, April 20, 2007
Wednesday, May 9, 2007	Friday, May 25, 2007
Wednesday, June 13, 2007	Friday, June 29, 2007
Wednesday, July 11, 2007	Friday, July 27, 2007
Wednesday, August 8, 2007	Friday, August 24, 2007
Wednesday, September 12, 2007	Friday, September 28, 2007
Wednesday, October 10, 2007	Friday, October 26, 2007
Wednesday, November 14, 2007	Friday, November 30, 2007
Wednesday, December 12, 2007	Friday, December 21, 2007

All meetings will be held in the Queen Liliuokalani Conference Room of the King Kalakaua Building, 335 Merchant Street, First Floor, Honolulu, Hawaii, **except the January 10, 2006 Committee meetings**, which will be held at the offices of the REALTORS Association of Maui, located at 441 Ala Makani Place, Kahului Maui.

*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.*