

REAL ESTATE COMMISSION
Professional and Vocational Licensing Division
Department of Commerce and Consumer Affairs
State of Hawaii

MINUTES OF MEETING

The agenda for this meeting was filed with the Office of the Lieutenant Governor, as required by Section 92-7(b), Hawaii Revised Statutes.

Date: Friday, February 27, 1998

Time: 9:00 a.m.

Place: Kapuaiwa Room
HRH Princess Victoria Kamamalu Building
1010 Richards Street, Second Floor
Honolulu, Hawaii

Present

Alvin Imamura, Chair
Carol Mon Lee, Vice Chair
Charles Aki, Hawaii Member
Michael Ching, Kauai Member
Alfredo Evangelista, Public Member
Mitchell Imanaka, Oahu Member
Helen Lindemann, Oahu Member
Nora Nomura, Public Member
John Ohama, Oahu Member

Calvin Kimura, Supervising Executive Officer
Christine Rutkowski, Executive Officer
Lee Ann Teshima, Real Estate Specialist
Russell Wong, Real Estate Specialist
Cynthia Yee, Senior Condominium Specialist
Camille Chun-Hoon, Condominium Specialist
Gina Watumull, Condominium Specialist
Shari Wong, Deputy Attorney General
Irene Kotaka, Secretary

Wesley K. Saito
Lynn W. Carlson
R. Lloyd
Nicki Ann Thompson, Hawaii Association of REALTORS
Richard D. Sargent
F. Mitchell Wright
Christine Nakashima-Heise
Paz Abastillas
Jim Julian

Call to Order: The Chair called the meeting to order at 9:08 a.m., at which time quorum was established.

Chair's Report: No report was presented.

Executive Officer's Report: **Announcements, Introductions, Correspondence and Additional Distributions**

Additions to the Agenda

The Deputy Attorney General arrived.

Upon a motion by Commissioner Nomura, seconded by Commissioner Evangelista, it was voted on and unanimously carried to add the following to the agenda:

5. Licensing - Restoration of Forfeited Licenses
Under Two Years - Salespersons
 01/01/97
 Lilia Edna B. Lazarte fka Lilia E. C. Bautista
 Allana E. Finn
 Paz Feng Abastillas
6. Licensing - Questionable Applications
 Thomas P. Cullen
 William A. Leonard
 Christine A. Nakashima-Heise

Licensing and
 Registration -
 Ratification:

Upon a motion by Commissioner Lee, seconded by Commissioner Aki, it was voted on and unanimously carried to ratify the following:

<u>Brokers - Corporations and Partnerships</u>	<u>Effective Date</u>
Regency Pacific, Inc., Regency Pacific Realty James R. Buckley, PB	02/03/98
Nedra Chung Realty, Inc. Nedra M. Chung, PB	01/29/98
West Maui Resort Partners, L.P. Scott J. Allen, PB	01/30/98
Mike Harismendy, Real Estate Broker, Inc. Michael A. Harismendy, PB	02/04/98

<u>Brokers - LLC</u>	<u>Effective Date</u>
Okamoto Realty LLC	01/01/98

<u>Brokers - Sole Proprietor</u>	<u>Effective Date</u>
M. M. Mosher-Cates	01/13/98
Bruce Fehring	01/15/98
T. Paul Okamoto, Emmalani Management	01/20/98
Carla D. Fishman, Carla D. Fishman, Realtor	01/20/98
David Patrick Hyland	01/20/98
Marion H. Hamilton	01/21/98
Marvin M. Ko, KO Realty	01/22/98
Vernon C. A. Chong, Jr., Search Hawaii Realty	01/27/98
Robert H. Smith	02/02/98
Kwai Chan Look, Aloha Aina Realty	02/02/98
Mary F. Y. Brock	01/27/98
G. Jae Webster	02/09/98
Mary R. Begier	02/11/98
Terrence M. Lee	02/12/98
Elfriede R. Fujitani	02/13/98
Melanie W. F. Jakahi	01/30/98
Robert E. Dickie	02/06/98

<u>Tradenname</u>	<u>Effective Date</u>
Kamaole Management Systems, Inc., KMS Realty	01/30/98
Yvonne Catherine Bailey, Equities International	01/23/98

<u>Corporation Name</u>	<u>Effective Date</u>
Regency Pacific, Inc., Regency Pacific Realty	02/03/98

<u>LLC Name</u>	<u>Effective Date</u>
Kihei Realty, LLC (fka Angelo Pelosi, LLC)	01/15/98

<u>Branch Office</u>	<u>Effective Date</u>
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Maryl Realty, Inc. 02/02/98
 Kenneth C. Kjer, PB
 Edward J. Rapoza, BIC

<u>Site Office</u>	<u>Expiration Date</u>
Maui Realty Company, Inc. "Kua'aina Ridge"	07/24/98
Schuler Realty/Oahu, Inc. "KulaLei"	08/22/98
Castle & Cooke Homes Hawaii, Inc. "Hoaloha Ike - Phase 1"	08/17/98
Clark Realty Corporation "Bayview Estates at Keauhou"	09/30/98
Coldwell Banker Pacific Properties "Village 2 of the Villages of Kapolei (A'elo)" "Sunpoint"	07/27/98
Gentry Realty, Ltd. "Meridian"	07/20/98
Coldwell Banker Pacific Properties "Na Pali Haweo"	09/11/98
CBIP, Inc., Coldwell Banker Island Properties "Kamaole Heights"	07/30/98
Marcus & Associates, Inc. "Royal Ridge"	08/21/98
Towne Realty Brokerage Services, Inc. "The Terraces at Launani Valley" "Streamside at Launani Valley, Phase I" "The Gardens At Launani Valley, Phase II"	09/15/98
Gamrex, Inc. "Kona Vistas Subdivision"	08/03/98
Maui Pacific Realty Partners, Inc., Kahana Ridge Realty "Kahana Ridge"	09/18/98
Sofos Realty Corporation "The Hawaiian Princess at Makaha Beach"	09/02/98

<u>Education Waiver Certificate</u>	<u>Expiration Date</u>
Amante A. Asuncion	01/23/99
Jason Freeman Best	01/23/99
Joseph Kenneth Huneycutt	01/28/99
Elizabeth Forstinger	01/28/99
Cecily Wong	01/28/99
Jane Akiko Kamiya	02/02/99
Clifford A. Smith, III	02/03/99
Michael John Van Dyke	02/03/99
Jerry P. Bodart	02/04/99
John Shinichi Nitao	02/06/99
Lorraine L. Nay	02/10/99

<u>Real Estate Broker Experience Certificate</u>	<u>Expiration Date</u>
Barbara H. Pratt	01/27/99
Downy V. Sylva	02/06/99
Peter J. Haines	02/10/99
Chris M. Yozamp	02/12/99

<u>Real Estate Broker (upgrade)</u>	<u>Effective Date</u>
Yoshimitsu Uehara	01/02/98
Jason P. Lum	01/09/98
Patrick S. McMillen	01/13/98

Paul C. Andes	01/0298
Laurie A. Lee	01/28/98
Don A. Persons	01/30/98
Henry Perez	01/13/98
Beverly A. Wellman	02/12/98

Restoration of Forfeited Salesperson's License Date
Chun Hui Kim - Real Estate Salesperson's license will be restored 07/31/98 upon successfully completing the real estate salesperson's prelicense course within six months.

Condominium Hotel Operator Effective Date
Aloha International Realty, Inc. 02/5/98

Condominium Managing Agent Effective Date
Marriott Hotel Services, Inc. 01/28/98
Regency Pacific, Inc. dba Regency Pacific Realty 02/03/98

Licensing - Restoration
of Forfeited License:

F. Mitchell Wright

Broker

F. Mitchell Wright was present to answer any questions regarding the application for restoration of his forfeited real estate broker's license. Mr. Wright was asked if he wished to have his application considered in executive session. He declined the offer.

Mr. Wright said that he thought it would be a good idea to answer any questions the Commission may have regarding his application for restoration.

Mr. Wright was asked if he could provide additional information on his duties with VW Limited.

Mr. Wright stated that he has been a property manager for 2-1/2 years and that his job is 100 percent physical in nature. He deals with the outside vendors, 435 vendors and their complaints. There are 67 buildings that he manages, which takes up ten hours a day. The company that he works for has one additional property manager now and it has helped his workload. He does not negotiate with outside parties and does not participate in any brokerage deals. Everything is handled by Victoria Ward, Ltd.'s leasing department. He is a full-time employee of Victoria Ward, Ltd.

Upon a motion by Commissioner Aki, seconded by Commissioner Lee, it was voted on and unanimously carried to take this matter under advisement.

Paz Feng Abastillas

Paz Feng Abastillas was present to answer any questions regarding the application for restoration of her forfeited real estate salesperson's license. Ms. Abastillas was asked if she wished to have her application considered in executive session. She declined the offer.

Pat Murphy, an attorney and a real estate broker was also present with Ms. Abastillas.

Ms. Abastillas stated that she had contacted her physician to request that he submit a written statement to the Commission but she has been unable to secure the document from him.

Ms. Abastillas stated that she was in a debilitating accident which requires her to wear a full-body brace. This allows her to work longer and to sit up longer. She stated that she has short periods of activity. She has been resisting surgery in hopes that the fibrosis would build up and her moving vertebrae would be reinforced. She stated that she is not

getting any better.

Ms. Abastillas was originally licensed in May 1990 and her license was forfeited on January 1, 1991. She restored her license in March 1991 and has submitted on-time renewals for the 1992 and 1994 renewal periods.

Ms. Abastillas stated that she has been a paralegal since 1986.

Upon a motion by Commissioner Aki, seconded by Commissioner Ohama, it was voted on and unanimously carried to take this matter under advisement.

Licensing -
Questionable
Applications:

Wesley K. Saito

Wesley K. Saito was present to answer any questions the Commissioners may have regarding his request for an equivalency to the ten Hawaii written real estate transactions, of which three are sales contracts or commercial or industrial leases closed escrow and three are listing contracts or commercial or industrial listings closed escrow.

Mr. Saito was asked if he wished to have his application considered in executive session. He declined the offer.

Real Estate Specialist Teshima informed the Commissioners that Mr. Saito had submitted a new experience statement which shows that he has been working 35 hours a week for the period of November 1992 to the present. The experience statement contains the same information as the one which was submitted previously. Mr. Saito stated that he was working part-time prior to that. The number of hours varied. He worked more than 40 hours when his clients required his services. He stated that there is no way to say what the average number of hours are.

Mr. Saito stated that from May 1995 to the present he is associated with Cliffes Properties. He stated that when his Japanese clients come to Hawaii, he may spend four days straight with them and he may spend 10 to 12 hours a day with them. He spends a lot of time doing whatever they have to do. The transactions are handled under the direction of his broker.

Mr. Saito stated that he has his own company and he works with his Japanese clients full-time when they are in Hawaii.

Mr. Saito stated that he has watched other agents do listings. His personal clients do not sell real estate. He stated that he negotiates rental agreements for the landlord under his broker.

Upon a motion by Commissioner Nomura, seconded by Commissioner Lee, it was voted on and unanimously carried to take this matter under advisement.

Christine Nakashima-Heise

Christine Nakashima-Heise was present to answer any questions the Commissioners may have regarding her request for an equivalency to the ten Hawaii written real estate transactions, of which three are sales contracts or commercial or industrial leases closed escrow and three are listing contracts or commercial or industrial leases closed escrow.

Ms. Nakashima-Heise was asked if she wished to have her application considered in executive session. She declined the offer.

She stated that she interacts with the clients. She stated that the DGM Group owns and operates their own real estate. She has worked with many of the tenants in issues relating to lease amendments and lease agreements. She also stated that she is a stand-in

property manager. She currently works with a lot of large, national tenants, such as Eagle Hardware, K-Mart, Sports Authority and Borders. She has dealt with them as a representative of the principal. She has worked on lease negotiations and she often gets directly involved in negotiating the lease amendments. She stated that she will be doing more leasing and would like to become the principal broker of the company so that she can list properties. She stated that in leasing areas, the company has an in-house property manager. She stated that her primary responsibility is asset management. She also stated that she has to translate the leases into economic terms.

She stated that when the leasing transactions were closed, she dealt with every tenant in Waikale. In two cases, she had to negotiate the lease amendments to bring about closure.

Ms. Nakashima-Heise stated that when the complete contract comes to her, she is responsible for making sure that disclosure information was given to the purchaser. If they were purchasing a property, it was her responsibility to obtain the information that her employer needed.

Ms. Nakashima-Heise was asked if the list of the 17 transactions she submitted had gone through her principal broker. She stated that it was from principal to principal. She stated that brokers were employed to bring the parties together. She was much more involved than the broker.

Ms. Nakashima-Heise was asked if her name was listed as the broker when people called in for information on the property. She replied that it was not. The callers were referred to Mr. Gushiken. If it involved leasing, they would be referred to Barbara Campbell.

Ms. Nakashima-Heise stated that she will be taking her continuing education courses and that she has completed the real estate broker's prelicensing course.

Upon a motion by Commissioner Lindemann, seconded by Commissioner Nomura, it was voted on and unanimously carried to take this matter under advisement.

Lynn Carlson

Lynn W. Carlson was present to request the reconsideration of the Commission's previous decision and that the Commission grant his request to teach the Law Update and Ethics course.

Mr. Carlson was asked if he wished to have his application considered in executive session. Mr. Carlson declined the offer.

Mr. Carlson read his February 5, 1998 letter to the Commission requesting the reconsideration of its previous decision. He stated that he has taught 48 different courses in Minnesota. His primary objective was to apply to also teach the Laws Update and Ethics 1997-98 course.

Mr. Carlson then read his letter, dated February 27, 1998, to the Commission. Mr. Carlson stated that he would be willing to restrict the islands in which he would be able to teach the courses if the Commission so desired. Commissioner Ching informed Mr. Carlson that it is not the Commission's place to restrict where a teacher may or may not teach.

When asked, Mr. Carlson confirmed that he is currently certified to teach in Minnesota. A copy of the certification requirements for instructors in Minnesota was submitted with his application. Mr. Carlson stated that once you are certified, the State of Minnesota allows them to teach any continuing education course. There is no renewal or certification

process. If complaints are filed against an instructor, an investigation is initiated. They are required to pay fees for new courses that are written.

Commissioner Ohama asked Mr. Carlson if he had any practical experience in Hawaii which would show that he was capable of teaching the course. Mr. Carlson stated that he took a prelicensing course in 1996 and that he has a real estate license. He would like to be able to offer his students three courses so that he may offer the courses on all of the islands. He does not have any real estate experience in Hawaii. He applied for his teaching certificate and was denied for the general categories because he did not have adequate knowledge in Hawaii's laws. He again stated that he completed the prelicensing course and three continuing education courses.

Mr. Carlson stated that he was certified as a real estate instructor since August 30, 1996, but he has not taught any seminars since then. He received his final approval to get his school going on December 6, 1996. He is currently preparing for this biennium.

Commissioner Ohama stated that he is concerned that although Mr. Carlson may be able to teach the course or may know enough to relate it to current practice of real estate, the course does provide a lot of examples. Mr. Carlson stated that his experience was based on his completion of a prelicensing course and his Minnesota background. He stated that in California he sold real estate partnerships. They had sent him to incorporate and they handled real estate partnership sales. He had to have a securities license. It was for apartment complexes located in Georgia, California and Minnesota. Mr. Carlson stated that he does not have any experience as a real estate salesperson or a broker. He does have experience on a corporate level selling commercial real estate.

Mr. Carlson was asked if he would withdraw his appeal if he was allowed to teach the Laws Update and Ethics 1997-98 course. Mr. Carlson stated that he was not interested in the rest of the application. He stated that since he was licensed in Minnesota it was logical for him to become certified to teach in Hawaii. Mr. Carlson stated that if the Commission approved him to teach the Laws Update and Ethics 1997-98 course, he would submit a letter to withdraw his appeal.

Upon a motion by Commissioner Ching, seconded by Commissioner Ohama, it was voted on and unanimously carried to take this matter under advisement.

Chapter 91, HRS,
Adjudicatory Matters:

The Chair called a recess from the meeting at 9:58 a.m., to discuss and deliberate on the following adjudicatory matters, pursuant to Chapter 91, HRS:

In the Matter of the Real Estate Salesperson's License of Richard D. Sargent, REC-LIC-97-8

Richard D. Sargent was present, appearing without counsel. He willingly and knowingly waived his right to have counsel. Erica Piccolo, Special Deputy Attorney General, was present. The parties presented their arguments.

Upon a motion by Commissioner Nomura, seconded by Commissioner Lindemann, it was voted on and unanimously carried to take this matter under advisement.

In the Matter of the Real Estate Broker's Licenses of Town and Country Realty, Inc. and Luther Daniel Leonard, REC 96-82-L and REC 96-122-L

Upon a motion by Commissioner Ching, seconded by Commissioner Aki, it was voted on and unanimously carried to accept the Settlement Agreement After Filing of Petition for Disciplinary Action and the Commission's Final Order.

In the Matter of the Real Estate Salesperson's License of Arthur K. Jeremiah,

REC 96-126-L

Upon a motion by Commissioner Ching, seconded by Commissioner Lindemann, it was voted on and unanimously carried to amend the Hearings Officer's Findings of Fact that the license of Arthur K. Jeremiah was in a forfeited status as of January 1, 1997 and to accept the Conclusions of Law and Recommended Order.

**In the Matter of the Real Estate Salesperson's License of Richard D. Sargent,
REC-LIC-97-8**

Upon a motion by Commissioner Imanaka, seconded by Commissioner Ohama, it was voted on and carried to accept the Respondent's Ex Parte Motion. Commissioners Ching and Evangelista opposed the motion.

Following the Commission's review, deliberation and decision in these matters, pursuant to Chapter 91, HRS, the Chair announced that the Commission was reconvening its scheduled meeting at 10:30 a.m., pursuant to Chapter 92, HRS.

Recess: The Chair recessed the meeting at 10:30 a.m.

Reconvene: The Chair reconvened the meeting at 10:37 a.m.

Executive Session: Upon a motion by Commissioner Ching, seconded by Commissioner Evangelista, it was voted on and unanimously carried to enter into executive session pursuant to Section 92-5(a)(1), HRS, "To consider and evaluate personal information relating to individuals applying for professional or vocational licenses cited in section 26-9 or both;".

Upon a motion by Commissioner Lindemann, seconded by Commissioner Evangelista, it was voted on and unanimously carried to move out of executive session.

Executive Officer's
Report:

Minutes of Previous Meetings

Upon a motion by Commissioner Nomura, seconded by Commissioner Lindemann, it was voted on and unanimously carried to approve the minutes of the January 30, 1998 Real Estate Commission meeting as circulated.

Recovery Fund Report:

**Vivian A. N. Chapman, et al., v. Jeffrey S. Grad, et al., Civil No. 94-4754-12
(Consolidated)**

Upon a motion by Commissioner Nomura, seconded by Commissioner Lee, it was voted on and unanimously carried to approve the Settlement, Release, and Indemnification Agreement.

Delegation to staff:

Upon a motion by Commissioner Nomura, seconded by Commissioner Lee, it was voted on and unanimously carried to delegate and to authorize staff to sign future settlement agreements previously approved by the Commission.

Committee Reports:

Laws and Rules Review Committee

Upon a motion by Commissioner Ching, seconded by Commissioner Nomura, it was voted on and unanimously carried to accept the report of the February 11, 1998, Laws and Rules Review Committee meeting, as follows:

1. **Accept** the minutes of the January 16, 1998 Laws and Rules Committee meeting as circulated.
2. Program of Work, FY98 - Neighbor Island Outreach - **Recommend** that REB staff work with Commissioner Aki in planning the next neighbor island outreach which

will be held in May or June 1998 in or near Hilo.

3. Budget and Finance Report - Real Estate Recovery Fund - **Recommend acceptance** of the Real Estate Recovery Fund Report as of December 31, 1997.
4. Next Meeting: Wednesday, March 11, 1998
9:00 a.m.
Kapuaiwa Room
1010 Richards Street, Second Floor
Honolulu, Hawaii

ARELLO Report - A copy of Stephen J. Francis' letter, dated February 4, 1998, was distributed to the Commissioners for their information. Mr. Francis and Linda Newman will be retiring from ARELLO after the next Annual Conference in September 1998.

Upon a motion by Commissioner Aki, seconded by Commissioner Ohama, it was voted on and unanimously carried to approve to send one individual to the 1998 ARELLO Board of Directors Meeting to be determined by the Chair of the Commission and the SEO.

Neighbor Island Outreach - The next neighbor island outreach is scheduled for May 8, 1998, in Conference Rooms A, B, and C, in the State Office Building, located at 75 Aupuni Street, Hilo, Hawaii.

Education Review Committee

Upon a motion by Commissioner Aki, seconded by Commissioner Evangelista, it was voted on and unanimously carried to accept the report of the February 11, 1998 Education Review Committee meeting, as follows:

1. Minutes of December 10, 1997 and January 16, 1998 ERC Meetings - Accept.
2. Hawaii Real Estate Research and Education Center Report and Chair Report - Evaluation and Education System for CE and Prelicensing Instructors - Mr. Steve Gilbert reported that he is currently working on an informational packet and will be implementing the instructor evaluation system soon after the March 12, 1998, IDW.
3. Continuing Education Administration, Curriculum, Courses, Providers, and Instructors - Recommend approval of the application for Continuing Education Certification for Nationally Certified Course/Instructor - "CI-101: Financial Analysis for Commercial Investment Real Estate" (Provider: Hawaii Association of REALTORS), Jimmy K. Trask, Jr., CCIM, instructor. Course categories: Commercial Real Estate and Investment.
4. Licensing Examination - ASI - Proposed Passing Standards for General Portion - Recommend approval of the new passing standards for the new general real estate examinations with implementation date of April 1, 1998. REB to submit consent by March 9, 1998.
5. Program of Work, FY98 - Instructor Development Workshop - Recommend approval of the Hawaii Association of REALTORS' request to co-sponsor a one day IDW to be facilitated by Tom Martin on March 12, 1998 at the Hawaiian Regent Hotel, with a cap of \$1,500 or half the expenses, whichever is less.
6. ARELLO, REEA and Other Organizations Report - ARELLO Education Fund Report for October and November 1997 - Accept.
7. Budget and Finance Report - Real Estate Education Fund, December 1997 Report - Accept.
8. Next Meeting: Wednesday, March 11, 1998, 10:00 a. m.
Kapuaiwa Room, Second Floor
HRH Princess Victoria Kamamalu Building
1010 Richards Street, Second Floor
Honolulu, HI 96813

A copy of the Distance Learning Report was received from ARELLO and was subsequently distributed to Commissioners Lindemann and Aki. REB staff will be submitting their

1998 CAI National Conference to be determined by the Chair of the CRC and the SEO.

A copy of Legislative Report 98-3 was distributed to the Commissioners for their information.

Licensing - Restoration
of Forfeited Licenses:

Douglas N. Bebb

Salesperson

After a review of the information presented by the applicant, Commissioner Nomura moved that restoration be approved upon submitting evidence of successfully passing the real estate salesperson's licensing examination. Commissioner Ching seconded the motion. The motion was voted on and unanimously carried.

Kimie Y. Crawley
Lilia Edna B. Lazarte
Allana E. Finn
Paz Feng Abastillas

Salesperson
Salesperson
Salesperson
Salesperson

After a review of the information submitted by the applicants, Commissioner Lindemann moved that restoration be approved upon submitting evidence of successfully completing a Commission-approved real estate course. Commissioner Aki seconded the motion. The motion was voted on and unanimously carried.

F. Mitchell Wright

Broker

After a review of the information presented by the applicant, Commissioner Evangelista moved that restoration be approved upon submitting evidence of successfully completing a Commission-approved real estate course. Commissioner Ching seconded the motion. The motion was voted on and unanimously carried.

Questionable
Applications:

Wesley K. Saito

After a review of the information submitted by the applicant, Commissioner Ohama moved to deny Wesley K. Saito's request for an equivalency to the ten (10) Hawaii written real estate transaction requirement, of which three are sales contracts closed escrow and three are listing contracts or commercial or industrial leases closed escrow, based on §16-99-38(a)(2)(A), HAR. Commissioner Nomura seconded the motion. The motion was voted on and unanimously carried.

James R. Julian

After a review of the information submitted by the applicant, Commissioner Evangelista moved to accept the school completion certificate, despite its submission after the ninety (90) day deadline, based on representations made by the applicant. Commissioner Ching seconded the motion. The motion was voted on and unanimously carried.

Eric J. van Bergejk

After a review of the information submitted by the applicant, Commissioner Lindemann moved to approve the real estate salesperson's application of Eric J. van Bergejk. Commissioner Ching seconded the motion. The motion was voted on and unanimously carried.

Vanessa R. Fletcher

After a review of the information submitted by the applicant, Commissioner Ching moved to approve the real estate salesperson application of Vanessa R. Fletcher. Commissioner Nomura seconded the motion. The motion was voted on and unanimously carried.

Wanda L. Heaman

After a review of the information submitted by the applicant, Commissioner Ohama moved to approve the real estate broker's application of Wanda L. Heaman. Commissioner Nomura seconded the motion. The motion was voted on and unanimously carried.

Nancy L. Mallory

After a review of the information submitted by the applicant, Commissioner Aki moved to approve the request for an equivalency to the ten (10) written Hawaii real estate transactions, of which three are sales contracts or commercial or industrial leases closed escrow and three are listing contracts or commercial or industrial leases closed escrow. Commissioner Ching seconded the motion. The motion was voted on and unanimously carried.

Daniel Dagdagan

After a review of the information submitted by the applicant, Commissioner Lindemann moved to approve the request for an equivalency to the ten (10) written Hawaii real estate transactions, of which three are sales contracts or commercial or industrial leases closed escrow and three are listing contracts or commercial or industrial leases closed escrow. Commissioner Ching seconded the motion. The motion was voted on and unanimously carried.

Thomas P. Cullen

After a review of the information submitted by the applicant, Commissioner Aki moved to approve the real estate salesperson application of Thomas P. Cullen. Commissioner Ching seconded the motion. The motion was voted on and unanimously carried.

William A. Leonard

After a review of the information submitted by the applicant, Commissioner Lindemann moved to approve the real estate salesperson application of William A. Leonard. Commissioner Evangelista seconded the motion. The motion was voted on and unanimously carried.

Christine A. Nakashima-Heise

After a review of the information submitted by the applicant, Commissioner Lindemann moved to deny the request for an equivalency to the ten (10) Hawaii written real estate transaction requirement, of which three are sales contracts or commercial or industrial leases closed escrow and three are listing contracts or commercial or industrial leases closed escrow, based on §16-99-38(a)(2)(A), HAR. Commissioner Evangelista seconded the motion. The motion was voted on and unanimously carried.

Next Meeting:

9:00 a.m.
Kapuaiwa Room
HRH Princess Victoria Kamamalu Building
1010 Richards Street, Second Floor

Honolulu,
HawaiiAdjournment:

With no further business to discuss, the Chair adjourned the meeting at 11:13 a.m.

Reviewed and approved by:

/s/ Christine Rutkowski
Christine Rutkowski
Executive Officer

May 29, 1998
Date

- [] Approved as circulated.
- [] Approved with corrections; see minutes of _____ meeting.