

EDUCATION REVIEW COMMITTEE
REAL ESTATE COMMISSION
Professional and Vocational Licensing Division
Department of Commerce and Consumer Affairs
State of Hawaii
www.hawaii.gov/hirec

MINUTES OF MEETING

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

Date: May 5, 2010

Time: Upon adjournment of the Condominium Review Committee meeting, which is upon adjournment of the Laws and Rules Review Committee meeting, which convened at 9:00 a.m.

Place: Queen Liliuokalani Conference Room
King Kalakaua Building
335 Merchant Street, First Floor
Honolulu, Hawaii

Present: Carol Mae Ball, Chair / Broker / Maui Commissioner
Annette Aiona, Vice Chair / Broker / Hawaii Island Commissioner
Louis Abrams, Broker / Kauai Commissioner
Frances T. Gendrano, Broker / Honolulu Commissioner
Walter Harvey, Broker / Honolulu Commissioner
Stanley Kuriyama, Broker / Honolulu Commissioner
Michele Sunahara Loudermilk, Public / Honolulu Commissioner
Trudy Nishihara, Broker / Honolulu Commissioner
Mark Suiso, Public / Honolulu Commissioner

Neil K. Fujitani, Supervising Executive Officer
Jon Ellis M. Pangilinan, Executive Officer
Diane Choy Fujimura, Senior Real Estate Specialist
Cynthia Yee, Senior Condominium Specialist
Amy Endo, Real Estate Specialist
Shari Wong, Deputy Attorney General
Karyn Takahashi, Recording Secretary

Others: Randy L. Prothero, Russ Goode Seminars / Century 21 Liberty Homes

Call to Order: The Chair called the meeting to order at 9:31 a.m., at which time quorum was established.

Chair's Report: The Chair stated the Committee 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. Commissioners Aiona and Nishihara were excused from the meeting. Prior notification of their non-attendance was received.

Real Estate
Specialist's Report:

Additional Distribution

The following was distributed as additional distribution:

6. Administration of Examinations
 - a. PSI
 - 1) Licensing Examination Statistics – April 2010
 - 2) School Pass/Fail Rates – April 2010
 - 3) School Summary by Test Category – April 2010

Minutes of Meeting

Upon a motion by Commissioner Aiona, seconded by Commissioner Abrams, it was voted on and unanimously carried to accept the minutes of the April 7, 2010, Education Review Committee meeting.

Continuing Education: Applications

2009-2010 Continuing Education Providers and Courses Ratification List

Upon a motion by Commissioner Kuriyama, seconded by Commissioner Nishihara, it was voted on and unanimously carried to ratify the following registrations/certifications:

Registration/Certification Effective Date

Course(s)

"Short Sales & Foreclosures: What Real Estate Professionals Need to Know" (ARELLO Certified Course/Kauai Board of Realtors)	03/08/10
"Disclosures in Hawaii Residential Transactions" (Ralph Foulger's School of RE)	03/30/10
"Residential Property Management" (Ralph Foulger's School of RE)	03/30/10
"Listing a Property & Cooperating with Other Licensees" (ARELLO Certified Course/McKissock, LP)	03/30/10
"Property Condition Disclosure" (ARELLO Certified Course/McKissock, LP)	03/30/10
"Effective Listing Presentations: (ARELLO Certified Course/McKissock, LB)	04/16/10

Course – "Negotiation Essentials for the Real Estate Licensee;" Author/Owner: Randy L. Prothero; Provider: Russ Goode Seminars; Course Category: Contracts; Clock Hours: 3

Mr. Prothero was present.

Mr. Prothero stated that he researched the continuing education courses being offered and looked for gaps in areas that he felt were not being covered by courses offered, and found that there were no courses on negotiating. He decided to develop this course.

Mr. Prothero was asked about his awards received from Century 21. He stated that they are awards based on production, either gross commissions or gross units, and they are national awards. He stated that he does not recall how many sales he has made; however, he noted that he has been in real estate for the past six to seven years with three years as a broker. He stated that he is not in a supervisory position and is not a broker-in-charge.

The Chair commended Mr. Prothero for wanting to develop more continuing education courses.

The Commissioners agreed that the course materials do not reflect the title of the course, as the course addresses how to write a good Purchase Contract, and does not focus on negotiation skills. It was suggested that Mr. Prothero consider changing the title of the course to more accurately reflect the course content, or amending the course to include substantive material on actual negotiating skills.

Commissioner Abrams moved to defer decision making on this application. Commissioner Kuriyama seconded the motion. The motion was voted on and unanimously carried.

Continuing Education Core Course

2009-2010 Core Course, Part B, "DON'T DISCRIMINATE – Fair Housing in Diverse Communities" and PowerPoint slides

The final version of the core course was distributed to the Commissioners for their information. Senior Specialist Fujimura reported that the legislative update portion of the course is just about finished.

Senior Specialist Fujimura reported that the Train-the-Trainer sessions will be held on June 7, 2010 in Honolulu and June 10, 2010 in Hilo.

Prelicensure Education: Evaluation and Education Program

Copies of evaluations of independent study courses from the following prelicensure school was distributed to the Commissioners for their information:

- Abe Lee Seminars; Independent Study On-Line (11)

Administration of Examinations:

PSI

Licensing Examination Statistics – April 2010

Examination statistics for April 2010 were distributed to the Commissioners for their information.

School Pass/Fail Rates – April 2010

School pass/fail rate statistics for April 2010 were distributed to the Commissioners for their information.

School Summary by Test Category – April 2010

Copies of the April 2010 test category summary reports, by school, were distributed to the Commissioners for their information.

Specialist Endo reported the pass rate for the broker examination has gone up.

Exam Monitoring

Big Island – North Hawaii Education Research Center

The exam monitoring report was distributed to the Commissioners for their information.

Specialist Endo reported that the Big Island has a new test site in Honokaa – North Hawaii Education Research Center which is part of the UH-Hilo system. She reported that there were 12 computer stations and ample proctors and the check-in process was quick. She noted that there was no ADA station; however, the table is on order and will be delivered shortly.

Maui Community College

The exam monitoring report was distributed to the Commissioners for their information.

Chair Ball noted that she received complaints from students who took the exam on April 24, 2010. They noted computer problems and that the technicians entering the area to service the computers was very disruptive.

Specialist Endo noted that she will follow-up with PSI.

Educator's Forum: **Hawaii Association of REALTORS®** – No discussion presented.

Hawaii Association of Real Estate Schools (HARES) – No discussion presented.

Public and Private Institutions of Higher Education – No discussion presented.

Program of Work: Annual Report, Quarterly Bulletin, and School Files

Editor/Layout vendor for Real Estate Bulletin and Condominium Bulletin

Senior Specialist Fujimura reported that the agreement with the bulletin editor was terminated effective April 30, 2010. Condominium Specialists Leong and Stone are working on procuring a new vendor.

Education Evaluation Task Force

The next Education Evaluation Task Force meeting is scheduled for May 26, 2010.

ARELLO, REEA and REEA Conference 2010, June 14-16, 2010, San Antonio, TX
Other Organizations:

The information on the upcoming REEA conference was distributed to the Commissioners for their information.

Next Meeting: Wednesday, June 9, 2010
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.
Queen Liliuokalani Conference Room
King Kalakaua Building
335 Merchant Street, First Floor
Honolulu, Hawaii

Adjournment: With no further business to discuss, Chair Ball adjourned the meeting at 9:59 a.m.

Reviewed and approved by:

/s/ Diane Choy Fujimura
Diane Choy Fujimura
Senior Real Estate Specialist

May 18, 2010
Date

[X] Minutes approved as is.
[] Minutes approved with changes, see minutes of _____