

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: November 10, 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 9:30 a.m.

Place: REALTORS® Association of Maui
441 Ala Makani Place
Kahului, Maui

Present: Carol Mae Ball, Chair / Broker / Maui Commissioner
Scott A. Sherley, Vice Chair / Broker / Hawaii Island Commissioner
Donna Apisa, Broker / Kauai Commissioner
Frances T. Gendrano, Broker / Honolulu Commissioner
Stanley Kuriyama, Broker / Honolulu Commissioner
Michele Sunahara Loudermilk, Public / Honolulu Commissioner

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

Others: Sharon Viger
Lisa Teichner, REALTORS® Association of Maui, Education Committee Chair

Absent: Trudy Nishihara, Broker / Honolulu Commissioner
Walt Harvey, Broker / Honolulu Commissioner
Mark Suiso, Vice Chair, Public / Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 10:34 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 Nishihara, Harvey and Suiso were excused from the meeting. Prior notification of their non-attendance was received.

Real Estate
Specialist's Report:

Announcements, Introduction, Correspondence, and Additional Distribution

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

4. Continuing Education Administration, Curriculum, Courses, Providers, and Instructors
 - d. Elective Courses – Continuing Education – Credit Hours

Minutes of Meeting

Upon a motion by Commissioner Sherley, seconded by Commissioner Apisa, it was voted on and unanimously carried to accept the minutes of the October 13, 2010, Education Review Committee meeting.

Continuing Education: Applications

2009-2010 Continuing Education Providers and Courses Ratification List

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

<u>Registration/Certification</u>	<u>Effective Date</u>
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Course(s)

“Accredited Staging Professional (ASP)” (ARELLO Certified Course/The CE Shop, Inc.)	10/12/10
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“Federal Fair Housing: Sales” (Scott A. Sherley)	10/13/10
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2011-2012 Continuing Education Providers and Courses Ratification List

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

<u>Registration/Certification</u>	<u>Effective Date</u>
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Course(s)

“Hawaii Land Use Law” (The Seminar Group)	1/1/11
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Course – “Advanced Issues in Commercial Real Estate Sales and Leasing”;
Author/Owner: Gino L. Gabrio; Provider: Russ Goode Seminars; Course
Categories: Contracts, Property Management, Real Estate Law, Property
Ownership and Development; Clock Hours: 3

Upon a motion by Commissioner Sherley, seconded by Commissioner Apisa, it was voted on and unanimously carried to approve “Advanced Issues in Commercial Real Estate Sales and Leasing” as a three clock hour continuing education elective course, under the course categories Contracts, Property Management, Real Estate Law and Property Ownership and Development.

Elective Courses

Continuing Education – Credit Hours

In light of the increase in the CE requirement to 20 hours, Senior Specialist Fujimura questioned the Committee if a previously certified CE course was approved for six hours, but the actual course entailed 12 hours of instruction, and all course materials were submitted for the 12 hours, may the course, which was initially approved for six hours of credit, be recertified for 12 hours of credit?

Chair Ball opined that to increase the hours on some courses is warranted; however, class time should not be the only criteria—the course should merit the credit hours. She would prefer that the author/owner re-submit the course for review. Senior Specialist Fujimura noted that the majority of courses in question are national courses that are delegated for approval by Staff.

Chair Ball stated that with the increase in hours, it is a good time to re-examine these courses. Commissioner Kuriyama agreed and stated that approval should be based on course content.

Senior Specialist Fujimura questioned the Committee if CE courses may be approved for credit in increments of 3 hours up to 12 hours. In response, the Commissioners questioned if it was administratively possible to allow courses to be approved for various numbers for credit hours, rather than only in three-hour increments. Staff to research and report at the November 24, 2010, Real Estate Commission meeting.

Delegation to Staff: Upon a motion by Commissioner Sherley, seconded by Commissioner Gendrano, it was voted on and unanimously carried to delegate to staff to continue to process to approval nationally or ARELLO-certified continuing education elective courses for up to six hours. Any new nationally or ARELLO-certified continuing education elective courses wishing to have more than six hours of continuing education credit shall be reviewed and approved, if appropriate, by the Committee.

Providers/authors/owners wishing to have the number of credit hours increased when recertifying their courses are required to submit a new application, including all course materials, content outline, time frames of topics, and learning objectives, for the extended amount of course instruction and the appropriate fee.

Administration of
Examinations:

PSI

Licensing Examination Statistics – October 2010

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

School Pass/Fail Rates – October 2010

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

School Summary by Test Category – October 2010

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

Test Development – Test Development/Industry Day Report

A report of the test development held on October 5 and 6, 2010, and the Industry Day held on October 7, 2010, was distributed to the Commissioners for their information.

Chair Ball inquired as to what kind of background and experience the test development participants are required to have, as the experience of the subject matter experts affected the questions written, which were beyond entry level. SEO Fujitani replied that there are real estate brokers, attorneys, title company representatives and staff that participate. He added that the approved curricula for salespersons and brokers are used as a guide during the test development session.

It was discussed that the curricula approved by the Commission is what the schools and instructors follow and the prelicense course is based on. All follow the same guidelines as far as the subject matter is concerned.

Commissioner Apisa stated that the complaint she hears most often about the exam is that there is a gap between what is being taught and what is on the exam.

Commissioner Ball stated that she hopes that instructors can become more involved in the test development process, not in person, but by providing sample questions based on the curriculum they teach. SEO Fujitani stated that this option is being considered.

Examination Content Outline

A revised content outline reflecting the updated weights in each topic area, revised at the annual test development session, was distributed to the Commissioners.

Upon a motion by Commissioner Loudermilk, seconded by Commissioner Sherley, it was voted on and unanimously carried to accept the revised content outline of the Hawaii real estate examination.

Upon a motion by Commissioner Loudermilk, seconded by Commissioner Gendrano, it was voted on and unanimously carried to release the new examination based on the revised content outline on January 31, 2011.

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.

REALTORS® Association of Maui – No discussion presented.

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

November 2010 Real Estate Commission Bulletin and October 2010 School Files

The November 2010 issue Real Estate Commission *Bulletin* and the October 2010 issue of *School Files* have been distributed. Both publications may be viewed on the Commission's website www.hawaii.gov/hirec.

Interactive Participation with Organizations

Renewal of agreement with Hawaii Association of REALTORS® to develop IDW and Real Estate Seminar, 2011-2012

Senior Specialist Fujimura reported that during this biennium, HAR presented multiple sessions of the IDW because it was so well-received by participants. She stated that the contract agreement with HAR contains an extension option for the 2011-2012 biennium. If extended, HAR has agreed to provide a real estate seminar in early 2011, and an IDW.

Upon a motion by Commissioner Gendrano, seconded by Commissioner Sherley, it was voted on and unanimously carried to extend the education and training agreement with the Hawaii Association of REALTORS® for the 2011-2012 biennium.

Real Estate Specialists' Office for the Day

The next Real Estate Specialists' Office for the Day is scheduled for the island of Kauai on November 16, 2010, at the Kauai Board of REALTORS® office, in conjunction with the renewal workshop.

Budget and Finance Report:

Commissioner Loudermilk moved to accept the amended Real Estate Education Fund financial report for the period ending September 30, 2010. Commissioner Gendrano seconded the motion, the motion was voted on and unanimously carried.

Next Meeting:

December 8, 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

Education Review Committee
Minutes of the November 10, 2010 Meeting
Page 6

Adjournment: With no further business to discuss, Chair Ball adjourned the meeting at
11:15 a.m.

Reviewed and approved by:

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

November 17, 2010
Date

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