

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: March 7, 2012

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: Scott A. Sherley, Chair / Broker / Hawaii Island Commissioner
Rowena B. Cobb, Vice Chair / Broker / Kauai Commissioner
Frances T. Gendrano, Broker / Honolulu Commissioner
Stanley Kuriyama, Broker/Honolulu Commissioner
Aileen Wada, Broker/Honolulu Commissioner
Walter Harvey, Broker / Honolulu Commissioner
Nikki T. Senter, Public / Honolulu Commissioner
Michele Sunahara Loudermilk, Public / Honolulu Commissioner

Neil K. Fujitani, Supervising Executive Officer
Miles Ino, Executive Officer
Diane Choy Fujimura, Senior Real Estate Specialist
Cynthia Yee, Senior Condominium Specialist
Amy Endo, Real Estate Specialist
David J. Grupen, Real Estate Specialist
Cheryl Leong, Condominium Specialist
Benedyne Stone, Condominium Specialist
Shari Wong, Deputy Attorney General
Amy Fujioka, Recording Secretary

Others: Aron Espinueva, Hawaii Association of REALTORS®
Marsha Shimizu, Hawaii Association of REALTORS®

Absent: Carol Mae Ball, Broker / Maui Commissioner

Call to Order: The Chair called the meeting to order at 9:44 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.

Commissioner Ball was excused from the meeting. Prior notification of her non-attendance was received.

Real Estate
Specialist's Report:

Additional Distribution

The following was distributed as additional distribution:

4. Continuing Education Administration, Curriculum, Courses, Providers, and Instructors
 - a. Administrative Issues – New Salesperson Licenses – 2012
 - b. Applications
 - 2) Course – "Condominium Principles and Disclosure:"; Author/Owner: Thomas Douma; Provider: REALTORS' Association of Maui, Inc.; Course Categories: Real Estate Law, Risk Management; Clock Hours: 3

6. Administration of Examinations
 - a. PSI
 - 1) Licensing Examination Statistics – February 2012
 - 2) School Pass/Fail Rates – February 2012
 - 3) School Summary by Test Category – February 2012

10. ARELLO, REEA and Other Organizations

Minutes of Previous Meeting

Upon a motion by Commissioner Harvey, seconded by Commissioner Loudermilk, it was voted on and unanimously carried to accept the minutes of the February 8, 2012, Education Review Committee meeting.

Continuing Education: Applications

2011-2012 Continuing Education Providers and Courses Ratification List

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

<u>Registration/Certification</u>	<u>Effective Date</u>
"NARPM Risk Management Essentials" (National Association of REALTORS/Hawaii Association of REALTORS®)	01/26/12
"NARPM Risk Management Advanced" (National Association of REALTORS/Hawaii Association of REALTORS®)	01/26/12
"Seniors Real Estate Specialist (SRES)" (National Association of REALTORS/Hawaii Association of REALTORS®)	02/06/12
"CRS205 Financing & Tax Advantages for Agents & Their Clients" (National Association of REALTORS/Hawaii Association of REALTORS®)	02/06/12
"Short Sales and Foreclosures: What Real Estate Professionals Need to Know" (National Association of REALTORS/All Islands Real Estate School)	02/07/12

"Resort and Second-Home Market Course" (National Association of REALTORS/All Islands Real Estate School)	02/07/12
"Effective Negotiating for Real Estate Professionals" (National Association of REALTORS/All Islands Real Estate School)	02/07/12
"Generation Buy" (National Association of REALTORS/Hawaii Association of REALTORS®)	02/09/12
"Your First Year in Real Estate: Part I" (ARELLO Certified Course/Continuing Ed Express, LLC)	02/14/12
"Your First Year in Real Estate: Part II" (ARELLO Certified Course/Continuing Ed Express, LLC)	02/14/12
"Simple Staging for Quicker Sales" (ARELLO Certified Course/Continuing Ed Express, LLC)	02/14/12
"How to Sell Real Estate Part-Time" (ARELLO Certified Course/Continuing Ed Express, LLC)	02/14/12
"Global Real Estate Transaction Tools" (National Association of REALTORS/Hawaii Association of Realtors)	02/23/12
"CIPS Asia/Pacific and International Real Estate" (National Association of REALTORS/Hawaii Association of Realtors)	02/23/12

Course – "Condominium Principles and Disclosure"; Author/Owner: Thomas Douma; Provider: REALTORS' Association of Maui, Inc.; Course Categories: Real Estate Law, Risk Management; Clock Hours: 3 (Denied ERC 2-8-12)

A letter of reference for Thomas Douma, is submitted, as well as a new course application and fees.

Condo Specialist Yee questioned contents of the course regarding disclosure references. The use of the HRS 508D disclosures that are noted on the Hawaii Association of REALTORS® forms do not apply to first time sales where there is a developer's public report. The necessary disclosures are contained in the developer's report that must be provided to the first time buyer (See HRS §508D-3(7) Exemptions). There are different forms of condominiums specifically mentioned in HRS 514B. Specialist Yee recommended that the author revise the course to incorporate the above information into the course outline. It is also recommended the author clarify "state standards for disclosures" on page 3 of the course outline.

Commissioner Cobb moved to defer approval of "Condominium Principles and Disclosure" as a 3 credit hour continuing education elective course. Commissioner Loudermilk seconded the motion. The motion was voted on and unanimously carried.

Course – "Fair Housing Help in Challenging Times 2012"; Author/Owner: County of Hawaii, Office of Housing and Community Development; Provider: Hawaii Island Board of REALTORS®; Course Categories: Real Estate Law, Property Management; Clock Hours: 3

Commissioner Harvey moved to approve "Fair Housing Help in Challenging Times 2012" as a three hour continuing education elective course, under the course categories Real Estate Law and Property Management. Commissioner Loudermilk seconded the motion. The motion was voted on and unanimously carried.

Course – “Real Estate Valuation;” Author/Owner: David Catanzaro; Provider: REMI School of Real Estate; Course Categories: Investment, Finance, Risk Management, Broker Management; Clock Hours: 3

Commissioner Harvey questioned the number of clock hours for this course. The time allowed may not be adequate to address the number of topics in the course. The topics of BPOs and RESPA could easily be three-hour courses on their own. Senior Real Estate Specialist Fujimura asked if the author should split the course into two three-hour courses or expand the course to 6 hours, in order to cover the topics adequately. Commissioner Harvey moved to defer decision making on this application subject to the reconfiguration of this course into a 6 hour course. Commissioner Gendrano seconded the motion. The motion was voted on and unanimously carried.

Course – “Real Estate Law;” Author/Owner: ProSchools, Inc.; Provider: ProSchools, Inc.; Course Categories: Real Estate Law, Risk Management; Clock Hours: 4

Commissioner Harvey moved to approve "Real Estate Law" as a four-hour continuing education elective course, under the course categories Real Estate Law and Risk Management. Commissioner Gendrano seconded the motion. The motion was voted on and unanimously carried.

Course – “Ethics in Real Estate;” Author/Owner: ProSchools, Inc.; Provider: ProSchools, Inc.; Course Category: Risk Management; Clock Hours: 4

Commissioner Harvey moved to approve "Ethics in Real Estate" as a four-hour continuing education elective course, under the course category Risk Management. Commissioner Gendrano seconded the motion. The motion was voted on and unanimously carried.

Course – “Short Sales;” Author/Owner: ProSchools, Inc.; Provider: ProSchools, Inc.; Course Categories: Contracts, Investment; Clock Hours: 3

Commissioner Kuriyama moved to approve "Short Sales" as a three-hour continuing education elective course, under the course categories Contracts and Investments. Commissioner Gendrano seconded the motion. The motion was voted on and unanimously carried.

Course – “Green Real Estate;” Author/Owner: ProSchools, Inc.; Provider: ProSchools, Inc.; Course Categories: Property Ownership and Development, Other - Environmental; Clock Hours: 3

Commissioner Kuriyama moved to approve "Green Real Estate" as a three-hour continuing education elective course, under the course categories Property Ownership and Development, Other - Environmental. Commissioner Gendrano seconded the motion. The motion was voted on and unanimously carried.

Course – “Listing and Selling HUD Homes;” Author/Owner: ProSchool, Inc.; Provider: ProSchools, Inc.; Course Categories: Contracts, Investment, Other – HUD processes; Clock Hours: 4

Commissioner Kuriyama moved to approve "Listing and Selling HUD Homes" as a four-hour continuing education elective course, under the course categories Contracts, Investments, Other - HUD processes. Commissioner Cobb seconded the motion. The motion was voted on and unanimously carried

Continuing Education Core Course

Senior Real Estate Specialist Fujimura reported that the final version of the Continuing Education Core Course 2011-2012 is complete and is now being offered by qualified continuing education providers in both the live classroom and online formats.

Prelicense Education: Evaluation and Education Program

Copies of evaluations of the independent study course from the following prelicense schools were distributed to the Commissioners for their information:

- Abe Lee Seminars (5)

Administration of Examinations:

PSI

Licensing Examination Statistics – February 2012

Examination statistics for February 2012 were distributed to the Commissioners for their information.

School Pass/Fail Rates – February 2012

School pass/fail rate statistics for February 2012 were distributed to the Commissioners for their information.

School Summary by Test Category – February 2012

Copies of the February 2012 test category summary reports, by school, were distributed to the Commissioners for their information.

Educator's Forum:

Hawaii Association of REALTORS® – No discussion presented.

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

Program of Work:

Neighbor Island Outreach

The next Neighbor Island Outreach is scheduled to be held in Kauai on May 9, 2012, at a venue yet to be determined.

Real Estate Specialists' Office for the Day

The next Real Estate Specialists' office for the Day is scheduled to be held in Kauai on May 9, 2012, at a venue yet to be determined.

ARELLO, REEA and
Other Organizations:

The Real Estate Educators Association (REEA) has called a special meeting on March 26, 2012 to discuss the possible dissolution of REEA.

REEA has had financial problems due to the loss of money from the last conference, falling membership, and no reliable sources of revenue.

Budget and Finance
Report:

Real Estate Education Fund Report

Upon a motion by Commissioner Kuriyama, seconded by Commissioner Gendrano, it was voted on and unanimously carried to accept the Real Estate Education Fund report for the period ending December 31, 2011.

Next Meeting:

Wednesday, April 11, 2012

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.

King Kalakaua Building
Queen Liliuokalani Conference Room
335 Merchant Street, 1st Floor
Honolulu, Hawaii 96813

Adjournment:

With no further business to discuss, Chair Sherley adjourned the meeting at 10:08 a.m.

Reviewed and approved by:

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

March 9, 2012
Date

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