

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: December 12, 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: Aileen Wada, Vice Chair / Broker / Honolulu Commissioner
Rowena B. Cobb, Broker / Kauai Commissioner
Frances T. Gendrano, Broker / Honolulu Commissioner
Bruce Faulkner, Broker / Maui Commissioner
Nikki T. Senter, Public / Honolulu Commissioner
Scott A. Sherley, Broker / Hawaii Island Commissioner
Scott Arakaki, Public / Honolulu Commissioner

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

Others: Mark D. Clement, Esq., Dower School of Real Estate
Aron Espinueva, Hawaii Association of REALTORS®
Trudy Nishihara, Coldwell Banker Pacific Properties Real Estate School
Mary Hakoda, Coldwell Banker Pacific Properties Real Estate School
Everett Kaneshige, Coldwell Banker Pacific Properties Real Estate School

Call to Order: The Vice Chair called the meeting to order at 9:43 a.m., at which time quorum was established.

Chair's Report: The Vice 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 Harvey and Kuriyama were excused from the meeting. Prior notifications of their non-attendance were received.

Real Estate
Specialist's Report: Minutes of Previous Meeting

Upon a motion by Commissioner Arakaki, seconded by Commissioner Sherley, it was voted on and unanimously carried to accept the minutes of the November 7, 2012, Education Review Committee meeting.

Continuing Education: Administrative Issues

New Salespersons Licensed in 2012

A report and graph of new salespersons licensed in 2012 was distributed to the Commissioners for their information.

Applications

2011-2012 Continuing Education Providers and Courses Ratification List

Upon a motion by Commissioner Sherley, seconded by Commissioner Gendrano, it was voted on and unanimously carried to ratify the attached list.

Course – “Residential Property Managers: Tenant Screening and Collecting a Debt on Behalf of a Landlord”; Author/Owner: Mark D. Clement, Esq.; Provider: Dower School of Real Estate; Course Category: Property Management; Clock Hours: 3

Mr. Mark Clement, Esq. was present to provide clarification to or answer any questions about his application. Commissioner Sherley commented that he was impressed with the details of the course and expressed that this is a good course.

Upon a motion by Commissioner Gendrano, seconded by Commissioner Cobb, it was voted on and unanimously carried to approve "Residential Property Managers: Tenant Screening and Collecting a Debt on Behalf of a Landlord" as a 3 credit hour continuing education elective course under the course category: Property Management.

Provider – TM Education Services; Administrator - Tina Hoenig

Senior Real Estate Specialist Fujimura stated that this is a mainland CE provider who will eventually submit courses. There is consistent interest from mainland providers to offer courses here. When asked by the commissioners about the applicant, she replied that there is nothing unusual about the applicant at this time.

Upon a motion by Commissioner Gendrano, seconded by Commissioner Sherley, it was voted on and unanimously carried to approve TM Education Services as a continuing education provider.

Course – “Strategies for Getting the Listing”; Author/owner: Hawaii Association of REALTORS®; Provider: Hawaii Association of REALTORS®; course Category: Other – Listing Process – Understanding the Role and Responsibilities of a Listing Agent; Clock Hours: 3

Hawaii Association of REALTORS® was not present. Senior Real Estate Specialist Fujimura stated that this course was previously offered by this Provider. Commissioner Cobb commented that there is a noticeable difference in the information presented this time, as the course has been improved. Other Commissioners also agreed with the comment.

Upon a motion by Commissioner Gendrano, seconded by Commissioner Sherley, it was voted on and unanimously carried to approve “Strategies for Getting the Listing”; as a 3 credit hour continuing education elective course under the course category: Other – Listing Process – Understanding the Role and Responsibilities of a Listing Agent.

Course – “Strategies for the Exclusive Right to Sell Listing Contract”; Author/Owner: Hawaii Association of REALTORS®; Provider: Hawaii Association of REALTORS®; Course Category: Contracts; Clock Hours 3

Hawaii Association of REALTORS® was not present. Senior Real Estate Specialist Fujimura stated that this course was previously offered by this Provider. Commissioner Cobb commented, again, that the information presented in this revised course is a big improvement over the original course content. Other Commissioners also agreed with the comment.

Upon a motion by Commissioner Cobb, seconded by Commissioner Gendrano, it was voted on and unanimously carried to approve “Strategies for the Exclusive Right to Sell Listing Contract”; as a 3 credit hour continuing education elective course under the course category: Contracts.

Prelicense Education: Applications

Instructor – Everett S. Kaneshige; School: Coldwell Banker Pacific Properties Real Estate School, Trudy Nishihara, Principal

Mr. Everett S. Kaneshige and Ms. Trudy Nishihara were present to answer any questions from the commissioners.

Mr. Kaneshige expressed that he is looking forward to teaching the prelicensing curriculum, especially the area related to real estate law.

Ms. Nishihara stated that Coldwell Banker Pacific Properties is in the process of expanding its real estate school. She commented that is very difficult to find competent instructors. She noted that Mr. Kaneshige is very dedicated in the field of real estate and joins the school with much experience in the industry.

Upon a motion by Commissioner Gendrano, seconded by Commissioner Cobb, it was voted on and unanimously carried to approve Everett S. Kaneshige as an instructor for Coldwell Banker Pacific Properties Real Estate School.

Instructor – Mary M. Hakoda; School: Coldwell Banker Pacific Properties Real Estate School, Trudy Nishihara, Principal

Ms. Mary Hakoda and Ms. Trudy Nishihara were present to answer any questions from the commissioners.

Ms. Hakoda stated that she has been licensed since 1976 and has been managing and training agents since 1990. Ms. Nishihara further commented that being an agent and instructor provides insight in identifying different types of licensees, and as an instructor, Ms. Hakoda will also convey her experiences to new license candidates.

Upon a motion by Commissioner Gendrano, seconded by Commissioner Cobb, it was voted on and unanimously carried to approve Mary M. Hakoda as an instructor for Coldwell Banker Pacific Properties Real Estate School.

Evaluation and Education Program

Copies of evaluations of the independent study course from Abe Lee Seminars (9) were distributed to the Commissioners for their information.

Administration of Examinations:

PSI

Licensing Examination Statistics – November 2012

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

School Pass/Fail Rates – November 2012

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

School Summary by Test Category – November 2012

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

PSI Contract Renewal

Real Estate Specialist Endo reported that the PSI Services, LLC testing contract will end on January 1, 2014 and there is an option to extend the contract for five years.

Commissioners inquired about the reason the contract is for five years. Specialist Endo replied that it takes about one to one and a half years to procure another vendor. The Commissioners asked about the services of PSI compared to previous vendors. Specialist Endo replied that services of PSI are about the same as previous vendors.

Upon a motion by Commissioner Sherley, seconded by Commissioner Gendrano, it was voted on and unanimously carried to approve extension of the contract with PSI Services, LLC, for an additional five years to January 1, 2019.

Program of Work: Neighbor Island Outreach

The Neighbor Island Outreach will be held on January 9, 2013, at the REALTORS' Association of Maui, Inc.

Real Estate Specialists' Office for the Day

The Real Estate Specialists' office for the Day will be held on January 9, 2013 at the REALTORS' Association of Maui, Inc.

Ad Hoc Committee on Education (ACE)

The next Ad Hoc Committee on Education meeting will be held on January 24, 2013.

Budget and Finance
Report:

Upon a motion by Commissioner Gendrano, seconded by Commissioner Sherley, It was voted on and unanimously carried to accept the Real Estate Education Fund Financial Report for the period ending September 30, 2012.

Next Meeting:

Wednesday, on January 7, 2013

Upon adjournment of the Condominium Review Committee Meeting, which is upon adjournment of the Laws and Rules Review Committee meeting, which convenes at 9:30 a.m.

Realtors Association of Maui, Inc.
441 Ala Makani Place
Kahului, Maui, Hawaii 96732

Adjournment:

With no further business to discuss, Vice Chair Wada adjourned the meeting at 10:05 a.m.

Reviewed and approved by:

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

 December 20, 2012
Date

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

**2011-2012 CONTINUING EDUCATION PROVIDERS AND COURSES
RATIFICATION LIST**

EDUCATION REVIEW COMMITTEE

December 12, 2012

<u>Registration/Certification</u>	<u>Effective Date</u>
Provider(s)	
Honolulu Board of REALTORS	January 1, 2013
Continuing Ed Express, LLC	January 1, 2013
McKissock, LP	January 1, 2013
OnCourse Learning Corporation, dba Career WebSchool	January 1, 2013
REALTORS Association of Maui, Inc.	January 1, 2013
The CE Shop, Inc.	January 1, 2013
ProSchools, Inc.	January 1, 2013
Course(s)	
“Generation Buy” (ARELLO/The CE Shop, Inc.)	January 1, 2013
“Green 100: Real Estate for a Sustainable Future” (ARELLO/The CE Shop, Inc.)	January 1, 2013
“Green 200: The Science of Green Building” (ARELLO/The CE Shop, Inc.)	January 1, 2013
“Green 300: Greening Your Real Estate Business” (ARELLO/The CE Shop, Inc.)	January 1, 2013
“CAPS – Business Management for Building Professionals” (National/Shari S. Motooka-Higa)	January 1, 2013
“CAPS I – Marketing & Communication Strategies for Aging & Accessibility” (National/Shari S. Motooka-Higa)	January 1, 2013
“CAPS II – Design/Build Solutions for Aging and Accessibility” (National/Shari S. Motooka-Higa)	January 1, 2013
“Complex Title Matters – Identifying and Resolving” (Suzette Nasser)	January 1, 2013

“Title Insurance and Title Report Red Flags” (Suzette Nasser)	January 1, 2013
“Idiosyncracies of Hawaii Land Court Properties” (Suzette Nasser)	January 1, 2013
“Exploring Hawaii Lands and Maps” (Suzette Nasser)	January 1, 2013
“Hawaii Lands, Historical Review” (Suzette Nasser)	January 1, 2013
“Real Estate Finance and Tax Issues V4.0” (National/Dearborn Publishing, Inc.)	January 1, 2013
“Investment Property Practice and Management V4.0” (National/Dearborn Publishing, Inc.)	January 1, 2013
“Real Estate Finance Today V6.0” (National/Dearborn Publishing, Inc.)	January 1, 2013
“Real Estate & Taxes! What Every Agent Should Know V4.0” (National/Dearborn Publishing, Inc.)	January 1, 2013
“The Truth About Mold V2.1” (National/Dearborn Publishing, Inc.)	January 1, 2013
“Understanding Today’s Investors V1.0” (National/Dearborn Publishing, Inc.)	January 1, 2013
“Understanding Credit & Improving Credit Scores V2.0” (National/Dearborn Publishing, Inc.)	January 1, 2013
“Risk Management V4.0” (National/Dearborn Publishing, Inc.)	January 1, 2013
“Red Flags: Property Inspection Guide V4.0” (National/Dearborn Publishing, Inc.)	January 1, 2013
“Insurance for the Consumer Protection: What Every Agent Should Know V1.0” (National/Dearborn Publishing, Inc.)	January 1, 2013
“Mortgage Fraud and Predatory Lending V2.0” (National/Dearborn Publishing, Inc.)	January 1, 2013
“Property Management and Managing Risk V4.0” (National/Dearborn Publishing, Inc.)	January 1, 2013
“Know the Code: Real Estate Ethics V1.0” (National/Dearborn Publishing, Inc.)	January 1, 2013

"Environmental Issues in Your Real Estate Practice V5.0" (National/Dearborn Publishing, Inc.)	January 1, 2013
"Buyer Representation in Real Estate V4.1" (National/Dearborn Publishing, Inc.)	January 1, 2013
"Fair Housing V3.5" (National/Dearborn Publishing, Inc.)	January 1, 2013
"Foreclosures, Short Sales, REO's and Auctions V2.0" (National/Dearborn Publishing, Inc.)	January 1, 2013
"Introduction to Commercial Real Estate V4.0" (National/Dearborn Publishing, Inc.)	January 1, 2013
"Reverse Mortgages for Senior Homeowners V2.1" (National/Dearborn Publishing, Inc.)	January 1, 2013
"Understanding 1031 Tax-Free Exchanges V2.1" (National/Dearborn Publishing, Inc.)	January 1, 2013
"Simple Staging for Quicker Sales" (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
"Negotiate with Confidence and Power: Advanced Practices" (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
"Negotiate with Confidence and Power: Fundamentals" (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
"Mortgage Products 101" (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
"How to Sell Real Estate Part Time" (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
"Your First Year in Real Estate: Part I" (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
"Your First Year in Real Estate: Part II" (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
"Code of Ethics Case Studies II" (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
"A Guide to Navigating Transactions" (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
"Using Feng Shui Principles to Improve Living Spaces" (ARELLO/Continuing Ed Express, LLC)	January 1, 2013

“Selling a Business” (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
“The Short Sale Investigative Report” (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
“Green Remodeling” (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
“The Psychology of Pricing and Secrets of the CMA” (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
“Tax Deferred IRS 1031 Exchanges” (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
“Federal Fair Housing Laws and Practice” (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
“Code of Ethics Case Studies” (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
“International Real Estate” (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
“Managing the Risks of Using Your Home or Car for Business” (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
“A Real Estate Agent’s Guide to Homeowners Insurance” (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
“Short Sales” (ARELLO/McKissock, LP)	January 1, 2013
“Characteristics of Real Estate Title Insurance” (ARELLO/McKissock, LP)	January 1, 2013
“Code of Ethics” (ARELLO/McKissock, LP)	January 1, 2013
“Liens, Taxes and Foreclosures” (ARELLO/McKissock, LP)	January 1, 2013
“Listing Agreements” (ARELLO/McKissock, LP)	January 1, 2013
“National Marketing, Negotiations and Closing the Sale” (ARELLO/McKissock, LP)	January 1, 2013
“Understanding RESPA and the New HUD-1” (ARELLO/McKissock, LP)	January 1, 2013

“What Real Estate Professionals need to know about FHA” (ARELLO/McKissock, LP)	January 1, 2013
“Misrepresentations and Case Studies” (ARELLO/McKissock, LP)	January 1, 2013
“Apartment Buildings – Secrets to Understand, Sell & List Them” (ARELLO/McKissock, LP)	January 1, 2013
“Contract Law from the Top Down” (ARELLO/McKissock, LP)	January 1, 2013
“Basics of Green Building for Real Estate” (ARELLO/McKissock, LP)	January 1, 2013
“Foundations in Sustainability: Greening the Real Estate and Appraisal Industries” (ARELLO/McKissock, LP)	January 1, 2013
“Tax Free Exchanges” (ARELLO/Career WebSchool)	January 1, 2013
“RESPA Reform” (ARELLO/Career WebSchool)	January 1, 2013
“Green Home Features” (ARELLO/Career WebSchool)	January 1, 2013
“Federal Law & Commercial Real Estate” (ARELLO/Career WebSchool)	January 1, 2013
“Basic Real Estate Finance” (ARELLO/Career WebSchool)	January 1, 2013
“Commercial Finance & Investment Analysis” (ARELLO/Career WebSchool)	January 1, 2013
“Commercial Leases” (ARELLO/Career WebSchool)	January 1, 2013
“Commercial Sales & Exchanges” (ARELLO/Career WebSchool)	January 1, 2013
“Cost Approach Overview” (ARELLO/Career WebSchool)	January 1, 2013
“Green Home Construction” (ARELLO/Career WebSchool)	January 1, 2013

“Income Capitalization Overview” (ARELLO/Career WebSchool)	January 1, 2013
“Methods of Residential Finance” (ARELLO/Career WebSchool)	January 1, 2013
“Pricing Property to Sell” (ARELLO/Career WebSchool)	January 1, 2013
“Sales Comparison Approach” (ARELLO/Career WebSchool)	January 1, 2013
“Tax Advantages of Home Ownership” (ARELLO/Career WebSchool)	January 1, 2013
“Structuring Ownership in Commercial Real Estate” (ARELLO/Career WebSchool)	January 1, 2013
“Accredited Staging Professional” (ARELLO/The CE Shop)	January 1, 2013
“At Home with Diversity” (ARELLO/The CE Shop)	January 1, 2013
“Basics of Real Estate Taxation” (ARELLO/The CE Shop)	January 1, 2013
“BPOs: The Agent’s Role in the Valuation Process” (ARELLO/The CE Shop)	January 1, 2013
“Cracking the Code of Ethics” (ARELLO/The CE Shop)	January 1, 2013
“Diversity: Your Kaleidoscope of Clients” (ARELLO/The CE Shop)	January 1, 2013
“e-PRO Certification Program: Day 1” (ARELLO/The CE Shop)	January 1, 2013
“e-PRO Certification Program: Day 2” (ARELLO/The CE Shop)	January 1, 2013
“Foreclosures Demystified” (ARELLO/The CE Shop)	January 1, 2013
“Going Green: The Environmental Movement in Real Estate” (ARELLO/The CE Shop)	January 1, 2013
“Keeping it Honest: Understanding Real Estate and Mortgage Fraud” (ARELLO/The CE Shop)	January 1, 2013

“Online Risk Management” (ARELLO/The CE Shop)	January 1, 2013
“Real Estate Investors and your Business” (ARELLO/The CE Shop)	January 1, 2013
“Real Estate Marketing Reboot: Innovate > Relate > Differentiate” (ARELLO/The CE Shop)	January 1, 2013
“Real Estate Technology: The Professional’s Guide to Success” (ARELLO/The CE Shop)	January 1, 2013
“Roadmap to Success: Business Planning for Real Estate Professionals” (ARELLO/The CE Shop)	January 1, 2013
“RPR: Real-Time Data, Market Knowledge, Informed Customers” (ARELLO/The CE Shop)	January 1, 2013
“Seller Representative Specialist (SRS)” (ARELLO/The CE Shop)	January 1, 2013
“Seniors Real Estate Specialist (SRES) Designation Course” (ARELLO/The CE Shop)	January 1, 2013
“Today’s MLS: New Paradigms, Better Results” (ARELLO/The CE Shop)	January 1, 2013
“Uncle Sam has Homes for Sale: Listing and Selling HUD Homes” (ARELLO/The CE Shop)	January 1, 2013
“BPO Simplified” (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
“REO Simplified” (ARELLO/Continuing Ed Express, LLC)	January 1, 2013
Financing Residential Real Estate (ARELLO/ProSchools, Inc.)	January 1, 2013
Property Pricing and Residential Real Estate (ARELLO/ProSchools, Inc.)	January 1, 2013
Starting a Successful Brokerage (ARELLO/ProSchools, Inc.)	January 1, 2013
Ethics in Real Estate (ARELLO/ProSchools, Inc.)	January 1, 2013
Listing and Selling HUD Homes (ARELLO/ProSchools, Inc.)	January 1, 2013

Real Estate Law (ARELLO/ProSchools, Inc.)	January 1, 2013
Anti-Discrimination Laws (ARELLO/ProSchools, Inc.)	January 1, 2013
Credit Scoring (ARELLO/ProSchools, Inc.)	January 1, 2013
Ethics: Disclosure and Cooperation (ARELLO/ProSchools, Inc.)	January 1, 2013
Ethics: Pricing, Offers and Advertising (ARELLO/ProSchools, Inc.)	January 1, 2013
Green Real Estate (ARELLO/ProSchools, Inc.)	January 1, 2013
Introduction to Brokerage Management (ARELLO/ProSchools, Inc.)	January 1, 2013
Leading and Communicating Effectively (ARELLO/ProSchools, Inc.)	January 1, 2013
Minimizing Risk with Effective Practices (ARELLO/ProSchools, Inc.)	January 1, 2013
People Management in Real Estate (ARELLO/ProSchools, Inc.)	January 1, 2013
Professional Property Management (ARELLO/ProSchools, Inc.)	January 1, 2013
Short Sales (ARELLO/ProSchools, Inc.)	January 1, 2013
Akamai About Credit Reports, Credit Scores and the Fair Credit Reporting Act (Mark D. Clement, Esq.)	January 1, 2013

Registration/Certification

Effective Date

School(s)

ProSchools, Inc.

January 1, 2013

Instructor(s)

Russell W. H. Chee

January 1, 2013

Carol M. Egan

January 1, 2013