

**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: June 14, 2005

Time: Upon adjournment of the Laws and Rules Review Committee meeting, which convened at 9:30 a.m.

Place: Natural Energy Laboratory of Hawaii Conference Room  
73-4460 Queen Kaahumanu Highway, #101  
Kailua-Kona, Hawaii

Present: Vern Yamanaka, Chair / Hilo Commissioner  
Trudy Nishihara, Vice Chair / Honolulu Commissioner  
Louis Abrams, Broker / Kauai Commissioner  
Mitchell Imanaka, Broker / Honolulu Commissioner  
Kathleen Kagawa, Broker / Honolulu Commissioner  
John Ohama, Broker, Honolulu Commissioner  
Iris Okawa, Public / Honolulu Commissioner  
Michele Sunahara Loudermilk, Public / Honolulu Commissioner

Calvin Kimura, Supervising Executive Officer  
Cynthia Yee, Senior Condominium Specialist  
Diane Choy Fujimura, Senior Real Estate Specialist  
Shari Wong, Deputy Attorney General  
Karyn Takahashi, Recording Secretary

Others: Karen Iwamoto, Hawaii Association of REALTORS®  
Marsha Shimizu, Hawaii Association of REALTORS®  
Jacqueline Parkinson, Kona Board of REALTORS®  
Elizabeth Hardy  
Kalae Wheeler  
Lisa Oroc  
Glenn Nishihara

Absent: Carol Mae Ball, Broker / Maui Commissioner

Call to Order: Chair Yamanaka called the meeting to order at 10:18 a.m., at which time quorum was established.

Chair's Report: No report presented.

Chair Yamanaka thanked everyone for attending today's meeting.

Sr. Real Estate Specialist's Report: Minutes  
Upon a motion by Commissioner Ohama, seconded by Commissioner Loudermilk, it was voted on and unanimously carried to accept the minutes of the May 11, 2005, Education Review Committee meeting as distributed.

Continuing Education: **Education Evaluation Task Force**

The next EETF meeting is scheduled for June 30, 2005.

Vice Chair Nishihara addressed concerns of Ms. Elizabeth Hardy that she brought up at the Laws and Rules Review Committee meeting earlier this morning regarding continuing education. Vice Chair Nishihara stated that the EETF has discussed extending continuing education hours and bringing back testing for continuing education courses and they will continue to review these issues.

Prelicensure Education: **Administrative Issues – Evaluations – Independent Study**

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

1. Seiler School of Real Estate
2. Vitousek Real Estate School
3. Abe Lee Seminars

A copy of an evaluation of Hawaii Academy of Real Estate's (HARE) independent study course, a copy of letter from Elizabeth Merk and a copy of an email from Janice Lind to Elizabeth Merk were distributed to the Commissioners.

Senior Specialist Fujimura stated that she spoke with Ms. Lind regarding Ms. Merk's complaints of the independent study course she completed with HARE, and Ms. Lind explained what they did to accommodate Ms. Merk. Senior Specialist Fujimura stated that there did not appear to be any possible violations of laws and rules governing prelicensure schools on the part of HARE.

Commissioner Abrams stated that this is the first time that he has seen such a low evaluation of an independent study course and noted that this does not happen often and is an exception.

Vice Chair Nishihara questioned if there should be a response to Ms. Merk. SEO Kimura responded that Ms. Merk should be informed of her option to file a complaint with the Regulated Industries Complaints Office.

**Applications**

Prelicensure Instructor – Ron Fleet, REEF, Inc. dba Hawaii Institute of Real Estate, Salesperson and Broker Curricula

Upon a motion by Commissioner Okawa, seconded by Commissioner Ohama, it was voted on and unanimously carried to recommend approval of Ron Fleet as a prelicensure instructor for the salesperson and broker curricula.

**Other**

Notice for Professional Services of Contractor to Develop the Online Prelicensure Courses for Real Estate Salespersons and Brokers

Senior Specialist Fujimura reported that the Notice for Professional Services of Contractor to Develop the Online Prelicensure Courses for Real Estate Salespersons and Brokers was withdrawn. She stated that three proposals were received through the procurement process and after review of the proposals, the fees are way over the budgetary allotment for this project.

She reported that she will draft a less ambitious outline for procuring services for the development of an electronic delivery of the prelicense courses.

Administration of  
Examinations:

**Promissor**

Licensing Examination Statistics

Examination statistics for April 2005 were distributed to the Commissioners for their information.

SEO Kimura noted that there is an alarming 30% passing rate for individuals taking the broker's examination. These statistics will be monitored, and hopefully an improvement will occur over time.

Commissioner Ohama noted that the instruction of the new curriculum may not be up to par yet—the low passage rate may not only be the students' failure to comprehend and retain the material, but it also may be the quality of the instruction. He noted that there are a limited number of instructors of the new broker's course.

Commissioner Ohama added that another reason for the two year rule was that it takes at least one year, maybe two, for new examination questions to be validated.

Staff will research the possibility of compiling statistics from Promissor on applicants who completed the new broker's course and the old broker's course and the resulting pass-fail percentages for testers.

March 2005 School Summary Reports

A copy of the performance summary report, by school, was distributed to the Commissioners for their information. The report is derived from statistics for first time test takers.

**Test Development and Scenario Exam Items**

Uniform Section Content Outlines for Sales and Brokers Examination

Upon a motion by Commissioner Abrams, seconded by Commissioner Nishihara, it was voted on and unanimously carried to recommend approval of the updated Uniform Section Content Outlines for Sales and Brokers Examination with a target date of August 1, 2005 for publishing new forms for Hawaii testing.

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**

Bulletin – May 2005

Senior Specialist Fujimura reported that the May 2005 issue of the *Bulletin* will be distributed shortly. She noted that there were a few technical difficulties in getting the issue together for timely distribution.

Senior Specialist Fujimura added that the issue is already available on the web site at [www.hawaii.gov/hirec](http://www.hawaii.gov/hirec) and is always available on the web site before distribution of the hard copy.

SEO Kimura stated that the goal is to eventually go paperless and have the *Bulletin* distributed electronically as it will be available in a timelier fashion, may be issued more often than just quarterly, and may distribute information on issues that have immediate impact on real estate licensees.

**Neighbor Island Outreach**

The next neighbor island outreach is scheduled to be held on Kauai, date to be determined.

**Instructor's Development Workshop – evaluations of 5/2/05 IDW**

Copies of evaluations of the Instructor's Development Workshop held on May 2, 2005, were distributed to the Commissioners for their information. Staff reported that the instructor, Deborah Long, was excellent. SEO Kimura recommended having Ms. Long conduct other workshops, possibly on ethics.

Ms. Marsha Shimizu reported that HAR has hired Ms. Long to redevelop their Essentials of Listing course. HAR will be working with Ms. Long on a long distance basis, but Ms. Long will return to Hawaii to complete the final draft.

Commissioner Ohama moved to have the Commission co-sponsor with the Hawaii Association of REALTORS®, pursuant to terms of the Commission's contract with HAR, an IDW with Deborah Long. Commissioner Abrams seconded the motion. The motion was voted on and unanimously carried.

**Program of Work and Budget, FY06**

Upon a motion by Commissioner Ohama, seconded by Commissioner Kagawa, it was voted on and unanimously carried to recommend approval of the Program of Work and Budget for fiscal year 2006.

ARELLO, REEA, and  
Other Organizations:

**2005 NAR Mid-Year Conference – May 9-14, 2005, Report**

A copy of the report of the 2005 National Association of REALTORS® Mid-Year Conference held in Washington D. C. on May 9 – 14, 2005, was distributed to the Commissioners for their information. Vice Chair Nishihara reported that it was interesting seeing President Bush address all the Realtors. He spoke on social security and how the younger generation needs to start saving money for their future.

**2005 ARELLO Education Recognition Awards**

A copy of the request for submissions for the 2005 ARELLO Education Recognition Awards was distributed to the Commissioners.

Staff to submit a narrative describing the updating/revision of the broker's and salesperson's prelicensing curricula, and other education-related accomplishments.

**2005 ARELLO Communication Awards**

A copy of the request for submissions for the 2005 ARELLO Communication Awards was distributed to the Commissioners.

Open Forum: Ms. Lisa Orac inquired if the on-line continuing education courses are user-friendly. Senior Specialist Fujimura responded that the courses are extremely user-friendly—students can complete the course at their own pace, take breaks, and are given an ample time frame in which to complete the course, etc.

Next Meeting: Wednesday, July 13, 2005  
Upon adjournment of the Laws and Rules Review Committee Meeting, which convenes at 9:00 a.m.  
King Kalakaua Building  
Queen Liliuokalani Room  
335 Merchant Street, First Floor  
Honolulu, Hawaii

Adjournment: With no further business to discuss, Chair Yamanaka adjourned the meeting at 11:00 a.m.

Reviewed by:

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

July 13, 2005  
Date

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