

**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 9, 2005

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

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

Present: Vern Yamanaka, Chair/ Broker / Hawaii Commissioner  
Carol Mae Ball, Vice Chair/ Broker / Maui Commissioner  
Louis Abrams, Broker / Kauai Commissioner  
Kathleen Kagawa, Broker / Honolulu Commissioner  
Stanley Kuriyama, Broker / Honolulu Commissioner  
Michele Sunahara Loudermilk, Public / Honolulu Commissioner  
Trudy Nishihara, Broker / Honolulu Commissioner  
Iris Okawa, Public / Honolulu Commissioner

Calvin Kimura, Supervising Executive Officer  
Neil Fujitani, Executive Officer  
Diane Choy Fujimura, Senior Real Estate Specialist  
Lorene Kimura, Real Estate Specialist  
Ryan Yamashiro, Real Estate Specialist  
Cynthia Yee, Senior Condominium Specialist  
Cheryl Leong, Condominium Specialist  
David Grupen, Condominium Specialist  
Shari Wong, Deputy Attorney General  
Irene Kotaka, Recording Secretary

Others: Marsha Shimizu, Hawaii Association of REALTORS®  
Myung Oh, Hawaii Association of REALTORS®  
Alicia Maluafiti, Hawaii Association of REALTORS®  
Milton Motooka  
Surita Savio

Absent: None

Call to Order: Chair Yamanaka called the meeting to order at 9:52 a.m., at which time quorum was established.

Chair's Report: No report presented.

Sr. Real Estate Specialist's Report: Minutes  
Upon a motion by Commissioner Abrams, seconded by Commissioner Kuriyama, it was voted on and unanimously carried to accept the minutes of the October 12, 2005, Education Review Committee meeting as distributed.

Continuing Education: Applications

**Course – “New Condominium Law in Hawaii;” Author/Owner/Provider: Lorman Business Center, Inc.; Course Category: Property Management and Property Ownership and Development; Clock Hours: 6**

Upon a motion by Commissioner Abrams, seconded by Commissioner Kagawa, it was voted on and unanimously carried to recommend approval of “New Condominium Law in Hawaii” as a six clock hour continuing education elective course.

Prelicense Education: **Evaluations – Independent Study**

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

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

Administration of Examinations:

**Promissor**

Licensing Examination Statistics

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

September 2005 School Summary Reports

A copy of the September 2005 performance summary report, by school, was distributed to the Commissioners for their information. The report is derived from statistics for first time test takers.

Pass/Fail Statistics – Brokers Taking New Broker’s Exam

Information on the broker passing statistics from Promissor for the real estate broker candidates testing between June 1, 2005 and September 30, 2005, comparing those who have taken the 46 hour broker curriculum and the 80 hour curriculum were distributed to the Commissioners for their information.

Before 12/31/06 – Pass 21% Fail 79%

After 12/31/06 – Pass 41% Fail 59%

The “Before 12/31/06” and “After 12/31/06” represents the expiration date on the candidate’s School Completion Certificate.

Promissor Press Release

A copy of Promissor’s Press Release regarding Promissor’s delivery of an advanced medical sonography certification pilot examination in China was distributed to the Commissioners for their information.

Test Development

A written report on the test development meetings was distributed to the Commissioners for their information.

Commissioners Nishihara and Ball reported on the test development and innovative testing methods session with Promissor.

Commissioner Ball said the meeting on the innovative testing procedures was interesting. She felt that some of the testing methods could work. She noted that the graphics seemed to test the aptitude of the test taker more easily than a written statement.

Commissioner Nishihara stated that the use of photographs was one of the innovative items introduced. A survey question may contain a map and the test candidate will evaluate the photograph in order to determine the answer. Promissor stated that the graphics would be changed every year.

It was noted that a person who is not familiar with or comfortable using a computer may have a difficult time answering questions which require them to drag and drop the answers. There were also examples of signs and the candidate needed to choose which one was correct.

Commissioners Nishihara and Abrams attended the PULSE session. All of the information is logged into a computer database for tracking. The Commission is already looking into tracking applications and information in a centralized database. Promissor is just starting to implement this system.

Commissioner Abrams stated that government needs to head towards a centralized database system in order to manage its records efficiently.

Chair Yamanaka asked for comments on the overall test development process.

Commissioner Abrams noted that those involved in the test development sessions signed confidentiality agreements. He does have some questions on the process and will address his questions to staff at a later date. Test development is a long and agonizing process. Each question is reviewed and evaluated. Those involved must be very thorough and must complete the review within the two to three days allowed for item writing. Commissioner Abrams suggested that Commissioners participate in this process to see what is involved. Commissioner Abrams stated that the Commission is represented by people who have good knowledge and experience in the industry, and the sessions went well.

Upon a motion by Commissioner Abrams, seconded by Commissioner Nishihara, it was voted on and unanimously carried to recommend approval of the revised Salesperson Content Outline and the Broker Content Outline, effective February 1, 2006.

#### Exam Monitoring

A copy of the evaluation form on the monitoring of the Maui Test Center was distributed to the Commissioners for their information.

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

**October 2005 School Files** – The October 2005 issue of School Files was distributed.

Neighbor Island Outreach and Real Estate Specialists' Office for the Day

The next Neighbor Island Outreach and Real Estate Specialists' Office for the Day is scheduled for Wednesday, January 11, 2006, at the REALTORS® Association of Maui's office, located at 441 Ala Makani Place, Kahului, Maui. The Laws and Rules Review Committee meeting will convene at 9:30 a.m., to be followed by the Education Review Committee meeting, and the Condominium Review Committee meeting.

A copy of the report on the Neighbor Island Outreach and the Real Estate Specialist's Office for the Day held on September 14 & 15, 2005, in Lihue, Kauai, was distributed to the Commissioners for their information.

Open Forum: Ms. Shimizu thanked the Commission for approving the continuing education courses offered at the National Association of REALTORS® Conference. The "Conflicts in Office Transactions" course was well-attended by Hawaii licensees. She noted that Hawaii was the only state that required NAR to post a door certificate. NAR bent over backwards to make sure that HAR met the requirements for offering the courses.

Commissioner Nishihara thanked Ms. Shimizu and HAR for the wonderful job that they did in ensuring that Hawaii attendees followed the laws and the rules. Commissioner Nishihara noted that she monitored the entry and course that was offered for Hawaii CE credit. The course discussed agency and was very informative. It was difficult for the instructor because each state has different laws on agency. Commissioner Nishihara stated that one important aspect of the courses was the attendees from different states were able to network and discuss how things were done in their home state. This helps licensees to appreciate their own laws and rules.

Ms. Shimizu also reported that HAR started a project two years ago to automate their standard forms. All of the forms are now in an automated format. They hope to be able to make transactions paperless and digitize signatures.

Budget &  
Finance Report: Upon a motion by Commissioner Ball, seconded by Commissioner Okawa, it was voted on and unanimously carried to accept the Real Estate Education Fund Report, for the month ending September 2005.

Next Meeting: Wednesday, December 7, 2005  
Upon adjournment of the Laws and Rules Review Committee Meeting, which convenes at 9:00 a.m.  
Queen Lili'uokalani Conference Room  
King Kalakaua Building  
335 Merchant Street, 1<sup>st</sup> Floor  
Honolulu, HI 96813

Adjournment:                   With no further business to discuss, Chair Yamanaka adjourned the meeting at  
10:18 a.m.

Reviewed by:

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

December 7, 2005  
Date

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