

**EDUCATION REVIEW COMMITTEE**  
**REAL ESTATE COMMISSION**  
Professional and Vocational Licensing Division  
Department of Commerce and Consumer Affairs  
State of Hawaii  
[www.hawaii.gov/hirec](http://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: February 11, 2009

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: Carol Mae Ball, Chair / Broker / Maui Commissioner  
Frances T. Gendrano, Vice Chair / Broker / Honolulu Commissioner  
Louis Abrams, Broker / Kauai Commissioner  
William S. Chee, Broker / Honolulu Commissioner  
Stanley Kuriyama, Broker / Honolulu Commissioner  
Mark Suiso, Public / Honolulu Commissioner  
Michele Sunahara Loudermilk, Public / Honolulu Commissioner  
Trudy Nishihara, Broker / Honolulu Commissioner  
  
Neil K. Fujitani, Supervising Executive Officer  
Diane Choy Fujimura, Senior Real Estate Specialist  
Cynthia Yee, Senior Condominium Specialist  
Cheryl Leong, Condominium Specialist  
Shari Wong, Deputy Attorney General  
Sonia Ines, Office Assistant  
Karyn Takahashi, Recording Secretary

Others: Aron Espinueva, Hawaii Association of REALTORS®  
Myoung Oh, Hawaii Association of REALTORS®

Absent: Annette Aiona, Broker / Hawaii Island Commissioner

Call to Order: The Chair called the meeting to order at 10:16 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.  
  
Commissioner Aiona was excused from today's meeting. Prior notification of her non-attendance was received.

Real Estate  
Specialist's Report: Minutes of Meeting

Upon a motion by Commissioner Abrams, seconded by Commissioner Gendrano, it was voted on and unanimously carried to accept the minutes of the January 7, 2009, Education Review Committee meeting as amended.

Continuing Education: Administrative Issues

**2009 – 2010 Continuing Education Providers and Courses Ratification List**

Upon a motion by Commissioner Kuriyama, seconded by Commissioner Abrams, it was voted on and unanimously carried to ratify the attached list of registrations/certifications.

Prelicensure Education: Applications

**2009 – 2010 Prelicensing Education Schools and Instructors Ratification List**

Upon a motion by Commissioner Abrams, seconded by Commissioner Suiso, it was voted on and unanimously carried to ratify the attached list of registrations/certifications.

Evaluation and Education Program

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

1. Abe Lee Seminars; Independent Study On-Line (4)
2. Seiler School of Real Estate (1)
2. Vitousek Real Estate School (1)

Administration of  
Examinations: Pearson VUE

**Licensing Examination Statistics – December 2008**

Examination statistics for December 2008 were distributed to the Commissioners for their information.

**School Pass/Fail Rates – December 2008**

School pass/fail rate statistics for December 2008 were distributed to the Commissioners for their information.

**School Summary Reports – December 2008**

Copies of the December 2008 performance summary reports, by school, were distributed to the Commissioners for their information. The report is derived from statistics for first time test takers.

**Deferred from 1/30/09 Real Estate Commission meeting: Pearson VUE correspondence**

Copies of the history of correspondence with Pearson VUE and Staff regarding Mr. Bryan Willard were distributed to the Commissioners for their information.

**Current contract with Pearson VUE**

At this time, SEO Fujitani reported that the contract with Pearson VUE expired in 2008. In September 2008, a request for assistance in procuring an examination vendor was submitted to the State Procurement Office ("SPO"). The SPO denied the request for assistance. Subsequently, a request for extension of the contract with Pearson VUE was submitted to the SPO. The request for extension was granted; however, the SPO informed Staff that the extension would begin from the original request for assistance, thus making the expiration date of the extension March 31, 2009.

SEO Fujitani reported that the request for proposals was posted on the SPO Procurement Notification System on Friday, February 6, 2009, with a close date of March 9, 2009. He reported that he will be working on noticing all potential vendors of the posting.

SEO Fujitani reported that, in the meantime, another request for extension of the current contract will need to be submitted to the SPO in anticipation of the need for additional time in procuring a vendor.

In an effort to afford the examination vendor better guidance, Chair Ball suggested the formation of a task force.

Commissioner Chee moved to form an examination task force consisting of Commissioners Nishihara, Gendrano and Ball to discuss and provide guidance to the examination vendor. Discussions to include, but not be limited to, scope of work, confidentiality issues of materials and reports produced by the examination vendor and ownership rights to test development questions. Commissioner Suiso seconded the motion. The motion was voted on and unanimously carried.

At this time, the Commissioners briefly discussed the RFP process, with emphasis on an open and fair process.

Senior Specialist Fujimura stated that the Insurance Division also utilizes Pearson VUE as their examination vendor.

It was revealed that back in the late 1990's the Commission was requested to come under the procurement law, and in 1998, the contract with Assessment Systems, Inc., now known as Pearson VUE, was procured.

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

Senior Specialist Fujimura reported that the January/February issue of the *Bulletin* is scheduled out shortly as there was an internal delay with obtaining the mailing labels.

SEO Fujitani expanded by reporting that the Licensing Branch was in the process of completing their processing of the 2008 license renewals. Individuals who fail to renew their license are not entitled to receive a Bulletin.

Interactive Participation with Organizations

The Commissioners inquired about the writing of the Realtor Journal articles.

Senior Specialist Fujimura reported that Commissioner Abrams is scheduled to write the final Commissioner's Corner article, for the March 2009 issue, and thereafter, the format will be changed to a Q&A column written by Staff.

Education Evaluation Task Force

The next Education Evaluation Task Force meeting is scheduled for February 26, 2009. The task force is planning to discuss topics for the 2009 – 2010 core course part A.

Open Forum: None.

Budget and Finance Report: Budget and Finance Report – Real Estate Education Fund

Upon a motion by Commissioner Abrams, seconded by Commissioner Suiso, it was voted on and unanimously carried to accept the Real Estate Education Fund report for period ending December 31, 2008.

Next Meeting: Wednesday, March 11, 2009  
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

Adjournment: With no further business to discuss, Chair Ball adjourned the meeting at 10:43 a.m.

Reviewed and approved by:

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

February 18, 2009  
Date

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

**2009-2010 CONTINUING EDUCATION PROVIDERS AND COURSES  
RATIFICATION LIST**

**EDUCATION REVIEW COMMITTEE**

**February 11, 2009**

---

<u>Registration/Certification</u>	<u>Effective Date</u>
<b>Provider(s)</b>	
KendallTodd, Inc. (Administrator: Angie Bloomfield)	January 1, 2009
Pacific Real Estate Institute (Administrator: Lishan Z. Chong)	January 1, 2009
Eddie Flores Real Estate Continuing Education (Administrator: Bryan P. Andaya)	January 1, 2009
Hogan School of Real Estate (Administrator: Esther Hogan)	January 6, 2009
Cengage Learning, Inc. dba Career WebSchool (Administrator: Dana Taulli)	January 1, 2009
<b>Course(s)</b>	
“Condominium Issues” (Author/Owner: Kenneth Chong/Pacific Real Estate Institute)	January 1, 2009
“Purchase Contract Issues” (Author/Owner: Kenneth Chong/Pacific Real Estate Institute)	January 1, 2009
“Debt 7 Equity Management 202: Borrow Smart, Retire Rich” (Author/Owner: KendallTodd, Inc.)	January 1, 2009
“Federal Laws that Affect Licensees” (Author/Owner: Eddie Flores Real Estate Continuing Education)	January 1, 2009
“Foreclosures and the Role of the Commissioner” (Author/Owner: Eddie Flores Real Estate Continuing Education)	January 1, 2009
“Hawaii Landlord Tenant Code” (Author/Owner: Eddie Flores Real Estate Continuing Education)	January 1, 2009
“Homeowner’s Tax Strategies” (Author/Owner: Eddie Flores Real Estate Continuing Education)	January 1, 2009

- "How to Invest in Real Estate" January 1, 2009  
(Author/Owner: Eddie Flores Real Estate Continuing Education)
- "Residential and Commercial Evictions" January 1, 2009  
(Author/Owner: Eddie Flores Real Estate Continuing Education)
- "Commercial Real Estate: Listing Properties" January 1, 2009  
(Author/Owner: Dearborn Real Estate Education/Kauai Board of REALORS®)
- "Commercial Real Estate: Understanding Investments" January 1, 2009  
(Author/Owner: Dearborn Real Estate Education/Kauai Board of REALORS®)
- "Ethics and Real Estate" January 1, 2009  
(Author/Owner: Dearborn Real Estate Education/Kauai Board of REALORS®)
- "Fair Housing" January 1, 2009  
(Author/Owner: Dearborn Real Estate Education/Kauai Board of REALORS®)
- "Introduction to commercial Real Estate Sales" January 1, 2009  
(Author/Owner: Dearborn Real Estate Education/Kauai Board of REALORS®)
- "Property Disclosure: The Real Estate Professionals Guide to  
Reducing Risk" January 1, 2009  
(Author/Owner: Dearborn Real Estate Education/Kauai Board of REALORS®)
- "Property Management and Managing Risk" January 1, 2009  
(Author/Owner: Dearborn Real Estate Education/Kauai Board of REALORS®)
- "The Truth About Mold" January 1, 2009  
(Author/Owner: Dearborn Real Estate Education/Kauai Board of REALORS®)
- "Understanding 1031 Tax-Free Exchanges" January 1, 2009  
(Author/Owner: Dearborn Real Estate Education/Kauai Board of REALORS®)
- "Buyer Representation in Real Estate" January 1, 2009  
(Author/Owner: Dearborn Real Estate Education/Continuing-Ed-Online.org)
- "Ethics and Real Estate" January 1, 2009  
(Author/Owner: Dearborn Real Estate Education/Continuing-Ed-Online.org)
- "Understanding 1031 Tax-Free Exchanges" January 1, 2009  
(Author/Owner: Dearborn Real Estate Education/Continuing-Ed-Online.org)
- "Buyer Representation in Real Estate" January 1, 2009  
(ARELLO Certified Course/Dearborn Real Estate Education)
- "Diversity and Doing Business" January 1, 2009  
(ARELLO Certified Course/Dearborn Real Estate Education)
- "Electronic Transaction in Real Estate" January 1, 2009  
(ARELLO Certified Course/Dearborn Real Estate Education)

“Environmental Issues in Your Real Estate Practice” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Ethics and Real Estate” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Fair Housing” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Fair Housing Law and Practice” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Homes for All: Serving People with Disabilities” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Investment Property Practice and Management” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Introduction to commercial Real Estate Sales” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Mortgage Fraud and Predatory Lending: What Every Agent Should Know” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Property Disclosure: The Real Estate Professionals Guide to Reducing Risk” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Property Management and Managing Risk” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Real Estate Agent/Mortgage Professionals” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Real Estate and Taxes. What Every Agent Should Know” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Real Estate Finance and Tax Issues” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Real Estate Finance Today” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Real Estate Investment Fundamentals” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Red Flags Property Inspection Guide” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009

“Reverse Mortgages for Senior Homeowners” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Risk Management” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“The Truth About Mold” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Understanding 1031 Tax-Free Exchanges” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Understanding Credit and Improving Credit Scores: What You Need to Know” (ARELLO Certified Course/Dearborn Real Estate Education)	January 1, 2009
“Basic Real Estate Finance” (ARELLO Certified Course/Cengage Learning, Inc. dba Career WebSchool)	January 1, 2009
“Commercial Finance and Investment Analysis” (ARELLO Certified Course/Cengage Learning, Inc. dba Career WebSchool)	January 1, 2009
“Commercial Leases” (ARELLO Certified Course/Cengage Learning, Inc. dba Career WebSchool)	January 1, 2009
Commercial Sales and Exchange” (ARELLO Certified Course/Cengage Learning, Inc. dba Career WebSchool)	January 1, 2009
“Federal Law and Commercial Real Estate” (ARELLO Certified Course/Cengage Learning, Inc. dba Career WebSchool)	January 1, 2009
“Methods of Residential Finance” (ARELLO Certified Course/Cengage Learning, Inc. dba Career WebSchool)	January 1, 2009
“Pricing Property to Sell” (ARELLO Certified Course/Cengage Learning, Inc. dba Career WebSchool)	January 1, 2009
“Structuring Ownership in Commercial Real Estate” (ARELLO Certified Course/Cengage Learning, Inc. dba Career WebSchool)	January 1, 2009
“Tax Advantages of Home Ownership” (ARELLO Certified Course/Cengage Learning, Inc. dba Career WebSchool)	January 1, 2009
“Tax Free Exchanges” (ARELLO Certified Course/Cengage Learning, Inc. dba Career WebSchool)	January 1, 2009
“Innovative Marketing Techniques for Buyer’s Reps” (Nationally Certified Course/Hogan School of Real Estate)	January 6, 2009



“Accredited Buyer Representative” (Nationally Certified Course/Hogan School of Real Estate)	January 14, 2009
“Anti-Discrimination Laws” (Author/Owner: ProSchools, Inc./Vitousek Real Estate School)	January 26, 2009
“Professional Property Management” (Author/Owner: ProSchools, Inc./Vitousek Real Estate School)	January 26, 2009
“Financing Residential Real Estate” (Author/Owner: ProSchools, Inc./Vitousek Real Estate School)	January 26, 2009
“Property Pricing and Residential Real Estate” (Author/Owner: ProSchools, Inc./Vitousek Real Estate School)	January 26, 2009

**2009-2010 PRELICENSING EDUCATION SCHOOLS AND INSTRUCTORS  
RATIFICATION LIST**

**EDUCATION REVIEW COMMITTEE**

**February 11, 2009**

---

Registration/Certification

Effective Date

**School(s)**

Fahrni School of Real Estate  
(Principal: Helen Fahrni)

January 8, 2009

**Instructor(s)**

Carol M. Egan  
(Salesperson and Broker Curriculum)

January 1, 2009

Jack D. Blanton  
(Salesperson Curriculum)

January 1, 2009