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## These proposed measures would affect licensees

The 2000 Legislature is currently in session and the Commission is monitoring over forty bills that may impact its work. There are several condominium related bills but few licensing law bills this session. The following is a summary of selected bills that were pending as this was written. Subsequent legislative action may significantly change the language in the bills or may remove them from consideration. The Legislature maintains an excellent Web site ([www.capitol.hawaii.gov](http://www.capitol.hawaii.gov)) that includes the full text and current status of all bills and resolutions.

### Ch. 467 and 436B Licensing

**HB 2787** – Real Estate Brokers. Requires issuance of real estate broker licenses in the name requested by applicant, unless confusion, duplication or fraud. Commission shall maintain both the legal name and the license name. The real estate broker may use the licensed name for all real estate transactions and purposes. This bill would amend Ch. 467.

**SB 2202** – Professional and Vocational Licensing.

*Continued on page 2*

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## ***New law moves license renewal deadline up to Nov. 30***

This year, licensees will be required to submit renewal applications by November 30, 2000 instead of the traditional December 31 deadline.

Act 240 (1999) authorized an earlier renewal deadline to ensure that licensees who successfully renew will receive their pocket cards by December 31. Those with deficiencies will receive deficiency notices before the end of the year. Renewal applications will be mailed around the third week of October.

It is more critical that licensees take their continuing education (CE) courses early. In past years, licensees have waited until the end of the biennium to take their courses. During the last renewal biennium (1997-1998), 55% of CE courses were taken in the last four months of 1998. In fact, nearly one-third of the courses were taken in November and December.

To renew on active status, a licensee must complete at least 10 hours of approved courses. One of the courses must be a 4-hour core course. Licensees should be aware that courses have been approved for 3 and 3-1/3 hours credit. The course schedule published by the Commission and available at *hirec* identifies the 3-hour courses and the 4-hour core course.

Later this year, principal brokers (PB) and brokers in charge will receive a printout showing licensees affiliated with their offices and whether those licensees have completed the CE requirement.

The computer-generated printout is a one-time run and cannot be reproduced individually. It is important for PB's to examine the printout for any discrepancies with their records and to make any necessary changes.

The PB is responsible for setting a policy on continuing education requirements for all associated real estate licensees and for ensuring that the licenses of all associated real estate licensees and the brokerage firm license are current and active.

At renewal time, this means the PB must ensure that on January 1, 2001, all associating licensees and the brokerage firm have current and active licenses.

The consequences of allowing someone without a current and active license to work after January 1 are very serious for the brokerage firm, the PB, and the individual. They are subject to disciplinary action by the Commission, may be required to refund commissions or compensation, and may not be covered by errors and omissions insurance.

The Commission will also conduct batch renewal sessions statewide this year in October and November.

Representatives from the Commission will assist brokerage firms with renewal applications. The submission of applications in a "batch" for all of their associating licensees will expedite the process.

## Proposed legislation

*Continued from page 1*

Amends 436B-16 to require no notice from the licensee of any judgment, award, disciplinary order, etc. under another jurisdiction if the conduct was not grounds for disciplinary action under 436B-19 and any other law of the State.

### Condominium

**HB 2217** and **SB 2333** – Collection of Delinquent Condominium Assessments. Permits special assessment on purchaser of delinquent apartment for unpaid assessments for common expenses accrued during 6 months immediately preceding acquisition of title.

**HB 2222** – Condominiums. Recodification of 514A via contracting with attorney.

**HB 2223** and **SB 2348** – Municipal Services. Requires counties to provide same municipal services to condominium and cooperative housing corporation communities as those already provided to single families.

**HB 2295** and **SB 2578** – Residential Lease-to-Fee Conversion. Establishes a fair market value standard (FMVS) for appraising the leased fee interest of condo and co-op housing corporations for leases that do not specify an appraisal standard and for leases on or after effective date of this Act; allows FMVS if lessor and lessee agree for leases prior to date of this Act.

**HB 2310** – Sale of Residential Condo Apartments to Owner-Occupants. Streamlines owner-occupancy sales requirements for condos. This bill would amend Ch. 514A.

**HB 2425** and **SB 2766** – Condominium property regimes. To clarify and reaffirm that CPRs under 514A are subject to county zoning and other county building and development ordinances and codes.

**HB 2626** – Child Care. Authorizes family child care homes and group child care homes to care for up to 2 additional children 5 years of age and older who are students at a year round school during the school's intersession and waiver days.

**HB 2716** and **SB 2527** – Condominiums. Clarifies that a board of directors of a condominium association that solicits proxies using association funds must comply with the 30-day notice requirement. Authorizes use of copy, fax or other reliable reproduction of proxies. This bill would amend Ch. 514A.

**HB 2744** and **SB 2349** – Condominiums. Requires mortgage holders to pay common expenses while foreclosure proceedings are pending, if the unit is being rented. This bill would amend Ch. 514A.

**HB 2846** – Condominium Property Regimes. Requires the association of apartment owners to represent all lessees in lease rent negotiations. This bill would amend Ch. 514A.

**HB 2882** – Managing Agents. Requires the disclosure of prior criminal and civil history or background of managing agent applicants. Requires the real estate commission to conduct background checks, investigate complaints and assess administrative fines for conduct that endangers the safety and welfare of residents or adversely affect property values under the care, custody and control of an offending managing agent. This bill would amend Ch. 467 and 514A.

**HB 2965** and **SB 564** – Housing. Prohibits landlords from preventing persons 62 years old and over and disabled persons from owning an animal in a condominium, cooperative, and planned unit development with 6 or more units privately owned or rented if rented or purchased by a senior citizen or disabled person.

**SB 2333** – Condominium Property Regimes. Permits special assessment on purchaser of delinquent apartment for unpaid assessments for common expenses accrued during 6 months immediately preceding acquisition of title. This bill would amend Ch. 514A.

**SB 2350** – Condominium Property Regimes. Allows condominium associations in specific situations, to purchase a lessor's remaining interest at the sole cost of the remaining lessees.

**SB 2766** and **HB 2425** – Condominium Property Regimes. Clarifies that projects created as condominium property regimes under Ch. 514A are subject to county zoning and other county building and development ordinances and codes.

**SB 2986** – Condominiums. Amends definition of apartment to more accurately depict its general meaning and use.

**SB 3160** – Sale of residential condominium apartments. Similar to HB 2310. Streamlines owner-occupancy sales requirements for condominiums. This bill would amend Ch. 514A.

### Administrative Procedures

**HB 1860** – Administrative Procedures. Establishes a 3-year administrative rules review pilot program requiring DCCA to examine its existing rules and begin the process of repealing obsolete, cumbersome, unnecessary, or overly restrictive rules.

**HB 2190** – Boards and Commissions. Amends Regulatory Licensing Reform Act policies regarding regulation of professions and vocations. Requires the DCCA to sunset a board or commission in the absence of an Act expressly prohibiting the sunset, and upon any finding of the Legislative Auditor that the board or commission is redundant or unnecessary.

**HB 2360** – Small businesses. Prohibits state or county regulatory agencies from imposing civil fines on any small business without first seeking to resolve through mediation, arbitration, or other alternative dispute resolution method. Provides exceptions.

**SB 2595** – Rules and Regulations. Clarifies that anytime there is a conflict between an existing or proposed administrative rule and an existing or proposed statute, existing or proposed statute is given preference. Automatic sunset of end of 2001 legislative session on all existing administrative rules and 3 year sunset on all administrative rules adopted after effective date. Places burden on administrative agencies to prove to legislature by compelling evidence the need for continuance of each rule after sunset.

### Time Share

**SB 2577** – Time Shares. Exempts private clubs from time share laws.

**SB 3089** – Time sharing plans. Prohibits using promotional devices, prizes and gifts to solicit sales.

*Continued on page 4*

## The Chair's Message

All real estate licenses must be renewed this year. The deadline to submit renewal applications this year will be November 30, 2000. Licensees who successfully renew will receive their pocket cards before January 1, 2001. The availability of pocket cards will provide principal brokers a simple and sure method of determining whether an associating licensee has renewed. The front-page article provides more information on renewals.



We have expanded the selection of courses available to licensees this biennium. At least two different core courses have been offered. Elective courses include interactive computer and nationally certified courses. A licensee can now work toward a CCIM or GRI designation and get CE credit. But, if you don't plan ahead, if you wait until October or November to complete your required ten hours, your choices will be narrowed to just a few courses.

We are in the midst of the Legislature's 2000 session, and as usual, there are a number of bills that could affect licensees and the industry. The article beginning on page 1 summarizes some of the bills. Check the Legislature's web site ([www.capitol.hawaii.us](http://www.capitol.hawaii.us)) for the current status and full text of the bills.

The advances in technology that we are all experiencing have allowed the Commission to bring about changes that result in better service at less cost.

One example is the fiscal year 1999 Annual Report that was published in electronic form and is available at *hirec*, the Commission's web site. Excerpts from the Annual Report appear on pages 8 through 10, but interested licensees may view or download the full report at *hirec*.

Electronic publication allows us to get information to our audience more timely and at significantly less cost. Many of the individual articles in this issue, as well as the complete Bulletin, will be available at *hirec* weeks before you receive your printed copy. Interest in *hirec* appears to be on the rise, as the number of hits have climbed dramatically, reaching 50,000 in the first six months of this fiscal year.

The article on page 12 describes the Commission's recent decisions regarding license names and advertising.

Individual licensees, while still required to provide their legal names, may also indicate a different name to appear on their license. Some restrictions apply.

A corporation, partnership, LLC, or LLP may now advertise using either a registered trade name or its license name.

Previously, they were required to include both the license name and trade name.

This issue introduces a regular column from the Department of Taxation that is written specifically for real estate licensees.

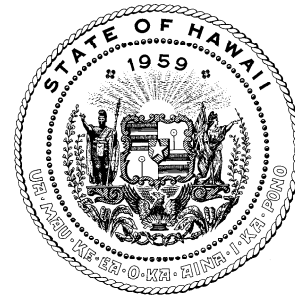
The column on page 11 provides helpful information and contact numbers for tax issues. Contact the Department of Taxation at the address and telephone number provided if you have suggestions for future topics.

We are planning to hold our May 12 committee meetings on Kauai and look forward to meeting with Kauai licensees.

Join us at the State Office Building in Lihue. Check the schedule on page 7 or *hirec* for more information.

Aloha,

Alvin M. Imamura  
Chair



State of Hawaii Real Estate Commission

Telephone 586-2643

Web address: [www.state.hi.us/hirec](http://www.state.hi.us/hirec)

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**This material can be made available to individuals with special needs. Please call the Senior Real Estate Specialist at 586-2645 to submit your request.**

## Proposed legislation

*Continued from page 2*

### Mortgages

**HB 2005** – Reverse Mortgages. Amends definition of “reverse mortgage loan” to mean a nonrecourse loan made to the borrower where the committed principal amount is secured by a mortgage on residential property owned by the borrower and includes the cash advances to the borrower based upon the equity or the value in the borrower’s owner-occupied principal residence; and which requires no payment of principal or interest until the entire loan becomes due and payable; and which is made by a lender licensed or chartered under state or federal law.

**HB 2138** – Mortgage Foreclosures. Requires court to order a condo sold free and clear of recorded mortgages where the market value of a condo is less than the outstanding amount due and payable on recorded mortgage that is superior to the lien of the movant homeowners’ association, in a case of foreclosure by action of a homeowners’ association, partnership, or planned community association. Specifies the manner of the application of proceeds.

**SB 2341** – Residential Mortgage Foreclosures. Establishes residential mortgage foreclosure proceedings that take financial hardship into account and preempt the alternate power of sale foreclosure process.

**SB 2373** – Reverse Mortgages. Amends language and definition of reverse mortgage.

### Electronic Commerce

**SB 2041** – Electronic Commerce. Clarifies legal status of electronic records and electronic signatures in the context of contract formation.

**SB 2926** – The Uniform Electronic Transactions Act. Gives electronic records and signatures the same legal status as paper records and handwritten signatures.

### Contractors

**HB 2363** and **HB 2903** – Unlicensed Acts. Changes from \$1,000 to jurisdictional limits of district courts for projects exempt from the requirements that a licensed contractor perform the project.

**HB 2866** – Contractors. Amends section 444-2 to increase the contractors’ exemption from \$1,000 to \$3,500.

**SB 2585** – Contractors. Establishes warranties for new homes and a new home warranty security fund. Requires new home builders to register with DCCA and builders of new housing developments to participate in the fund or an alternate warranty security program. Requires contractors to make building plans available to the customer.

### Others

**HB 2782** – Burial Sites. Authorizes the DLNR to execute mitigation plans for the landowner, permittee, or developer, on request, for inadvertent discovery of burial sites.

**HB 2971** – General Excise Tax Break for New Businesses. Provides a one-year break from the application of excise tax on new business.

**HB 2972** – General Excise Tax Revisions. Increases the general excise tax to six percent. Exempts food and medical services from being taxed under the general excise tax. Repeals the general excise depyramiding scheme on July 1, 2000.

**HB 2244** and **SB 2170** – Telemarketers. Requires telemarketers and solicitors registered with DCCA and surety bond.

**SB 2174** and **SB 2277** – Land Court. Standardizes land court registration with probate code and bureau of conveyances.

**SB 2224** – Land use. Includes a trespasser entering private land for any purpose in the definition of a recreational user for the purpose of landowner liability.

**HB 2258** and **SB 2419** – Capital Access Program. Establishes a capital access program in DCCA. To encourage small business lending through a matching fund by the state into a reserve fund which allows slightly higher risk loans.

**SB 2430** – Civil Rights. Adds sexual orientation as a protected status for laws prohibiting discrimination in housing; adds familial status as a protected status in anti-blockbusting law.

## Here’s what’s new at *hirec*

Between June and December 1999, there were nearly 50,000 hits at *hirec*. The Commission continues to add content to the site, and licensees will have access to more information and more forms.

Here are some recent additions to the site:

**Real Estate Commission Fiscal Year 1999 Annual Report**—In a cost savings measure, the Commission’s annual report will not be printed and mailed to all licensees but is available for downloading and printing at *hirec*.

**Current Condominium Hotel Operators**—Condominium hotel operators (CHO) do short term rentals in condominium projects, or vacation rentals. They must have a real estate broker’s license, unless exempted, and register with the Commission. There are about 115 CHOs.

**Current Condominium Managing Agents**—A condominium managing agent (CMA) manages associations of apartment owners. CMAs must have real estate broker’s licenses and register with the Commission. About 100 current CMA’s are listed at *hirec*.

**Condominium Association of Apartment Owners Contact Persons**—The list includes names and addresses of contact persons for more than 1,300 registered condominium associations.

**DCCA’s Web Site**—The DCCA has recently published its all-new web site [www.state.hi.us/dcca](http://www.state.hi.us/dcca). It provides access to information and forms for the entire department.

## Administrative Actions

### **Christopher J. Damascus—REC-99-1-L**

RICO filed a petition for disciplinary action against Respondent on April 5, 1999.

On October 30, 1996 Respondent entered into a payment plan agreement with the State Department of Taxation to pay delinquent general excise and income taxes.

The Department of Taxation notified RICO on December 19, 1998, that Respondent had defaulted on his payment plan. On the basis of evidence presented at a hearing June 24, 1999, the Hearings Officer found that Respondent failed to maintain a record of financial integrity in violation of HRS §467-14(20). The Hearings Officer also concluded that Respondent violated §§467-14(13) (violating this chapter, chapters 484, 514A, 514E, or 515; Section 516-71, or the rules adopted pursuant thereto) and 436B-19(12) (failure to comply with a law in such a manner that the licensing authority deems the holder to be unfit to hold a license). The Hearings Officer recommended that Respondent's license be revoked and that payment of the delinquent taxes be made a condition of relicensure.

The Commission accepted the findings of the Hearings Officer on September 24, 1999.

### **Hawaiian & Relocation, Inc. and Jane Iinuma—REC 98-42-L**

RICO filed a Petition for Disciplinary Action against Respondents on April 20, 1999. The petition alleged that Respondents violated HAR §§16-99-3(f) (failure to provide copy of rental management and rental agreements), (b) (failure to eliminate practices damaging to the dignity and integrity of the profession), and HRS §467-24(13) (failure to comply with chapters and rules).

Respondents denied all the allegations but wished to settle the matter without a hearing. Under terms of a Settlement Agreement After Filing of Petition for Disciplinary Action, Respondents agreed to pay a \$750 fine within 30 days of Commission approval of the agreement. Respondents are in the process of paying \$6,000 to the owners to resolve a civil action. If Respondents fail to comply with any of the terms of the agreement, their licenses shall be subject to revocation without further hearing.

The Commission approved the Settlement Agreement on September 24, 1999.

### **Blanche F. Ellis—REC 99-8-L**

Respondent admitted she did not pay her outstanding tax liability for 1984 and 1990 through 1995, a violation of HRS §467-14(20) (failure to maintain a reputation for competency, honesty, truthfulness, financial integrity, and fair dealing) and wished to settle the matter without a hearing.

Under terms of a Settlement Agreement Prior to Filing of Petition for Disciplinary Action, Respondent agreed to pay a

\$500 administrative fine. Respondent also agreed to enter into an Installment Plan Agreement with the Department of Taxation and pay all amounts owed.

If Respondent fails to comply with any of the terms of the agreement, her license shall be subject to revocation without further hearing.

The Commission approved the Settlement Agreement on September 24, 1999.

### **David L. Shockley—REC 98-27-L**

On July 6, 1999 RICO filed a Petition for Disciplinary Action against Respondent, alleging violations of HRS §§436B-16 (failure to report any judgment), 436B-19(7) (professional misconduct), 436B-19 (17) (violation of licensing statutes, rules), and 467-14(20) (failure to maintain a reputation for competency, honesty, truthfulness, financial integrity, and fair dealing).

According to the petition, a \$1,106 judgment was entered against Respondent on or about March 5, 1998 after he failed to pay a real estate appraiser for services rendered. While Respondent does not deny that he failed to report the judgment, he assumed the Commission was aware of it because he was in communication with the RICO investigator as well as counsel for the Real Estate Recovery Fund.

Respondent did not admit violating any of the relevant statutes or regulations but wished to settle the matter without a hearing. Furthermore, Respondent disputed the facts and circumstances surrounding the default judgment. Under terms of the Settlement Agreement, Respondent agreed to pay a \$250 assessment.

If he fails to comply with any of the terms of the agreement, his license shall be subject to revocation without further hearing.

The Commission approved the Settlement Agreement on September 24, 1999.

### **Marvin L. Wong—REC 98-63-L**

RICO received a complaint alleging that Respondent failed to fulfill his fiduciary duties as a property manager. Respondent admits violating HRS §§436B-19(7) (professional misconduct), 436B-19(8) (failure to maintain a record or history of competency, trustworthiness, fair dealing, and financial integrity), 436B-19(9) (conduct or practice contrary to recognized standards of ethics), 467-14(7) (failure to account for moneys within a reasonable time), 467-14(13) (violation of chapter), HAR §§16-99-3(n) (broker to maintain a place of business in the state at a business address registered with the Commission), 16-99-4(a) (placement of funds into client trust account), and 16-99-5(a) (notification and filing of names, addresses, and changes.)

Under terms of a Settlement Agreement Prior to Filing of Petition for Disciplinary Action, Respondent agreed to pay a \$2,500 administrative fine.

## Administrative Actions

If Respondent fails to comply with any terms of the agreement, his license shall be subject to revocation without further hearing.

The Commission approved the Settlement Agreement on October 28, 1999.

### **Charles M. Fuchigami—REC 99-4-L**

On August 25, 1999 RICO filed a petition against Respondent alleging, among other violations, failure to account for funds (HRS §467-14(7)).

The petition alleged that Respondent agreed to manage Complainant's apartment in 1993. However, no written management agreement was provided to Complainant. The petition further alleged that the apartment was rented on a month-to-month basis, but rent has not been collected from February 1997 to at least the date of the petition, nor has Complainant received any monthly statements or accounts receivable documents from Respondent.

Respondent neither admits nor denies that he violated HRS §467-14(7) but wishes to resolve this matter without a hearing. Under terms of a Settlement Agreement After Filing of Petition for Disciplinary Action, Respondent agreed to pay a \$500 civil penalty within 30 days of Commission approval of the agreement. If Respondent fails to comply with any terms of the agreement, his license shall be subject to revocation without further hearing.

The Commission approved the Settlement Agreement on October 28, 1999.

### **Kenneth M. Rothman, fdba Ken Rothman Realty, and Tonya R. Rothman—REC 98-15-L**

RICO received a complaint alleging that Respondents failed to properly manage a rental property.

Respondents acknowledge they used "Maui Luxury Leasing" as a second "dba" without proper registration and have agreed to register it if they continue to engage in real estate activity using said name. Otherwise, Respondents deny violating any of the pertinent licensing statutes or rules but wish to settle this matter without a hearing.

Under terms of a Settlement Agreement Prior to Filing of Petition for Disciplinary Action, Respondents agreed to pay a \$1,500 administrative fine within 30 days of Commission's approval of the agreement.

If Respondents fail to comply with any of the terms of the agreement, their licenses shall be subject to revocation without further hearing.

The Commission approved the Settlement Agreement on October 28, 1999.

### **Thomas E. Caprio—REC 98-122-L**

In September 1998, RICO learned from the Department of Taxation (DOT) that Respondent had an outstanding tax liability and failed to enter into an installment plan agreement until November 1999. Respondent wished to settle this matter without a hearing. He is meeting his tax obliga-

tions in a timely manner based upon his 1999 installment plan agreement with DOT.

Under terms of a Settlement Agreement Prior to Filing of Petition for Disciplinary Action, Respondent agreed to pay a \$500 civil penalty, which is stayed as long as he is in compliance with the 1999 agreement with DOT.

The Commission rejected the Settlement Agreement on December 9, 1999 but approved the First Amended Settlement Agreement at its January 28, 2000 meeting. In the amended agreement, Respondent made his principal broker aware of the agreement.

### **Tommy Wen Lin, aka Wen Lin—REC 99-30-L**

RICO learned that Respondent, as a mortgage solicitor, used personal client information to apply for credit cards in his own name. Subsequently, Respondent was indicted for mail fraud and unauthorized use of access device by the Federal Grand Jury. Respondent pleaded guilty in U.S. District Court and was sentenced to 15 months of incarceration and ordered to pay \$70,000 in restitution.

Respondent admitted he violated HRS §§436B-19 (8) (failure to maintain a record or history of competency, trustworthiness, fair dealing, and financial integrity), (12) (failure to comply to any law in a manner such that the licensing authority deems the applicant or holder to be an unfit or improper person to hold a license), and §467-14(20) (failure to maintain a reputation for competency, honesty, truthfulness, financial integrity, and fair dealing). He wished to settle this matter without a hearing.

Pursuant to terms of a Settlement Agreement Prior to Filing of Petition for Disciplinary Action, Respondent agreed to revocation of his license for a five-year-period from January 26, 1999 through January 26, 2004.

The Commission approved the Settlement Agreement on January 28, 2000.

### **Bay Realty, Inc., dba Timeshare Resales Hawaii and James A. Moberg—REC 1998-109-L**

On September 23, 1999 RICO filed a Petition for Disciplinary Action, alleging that Respondents engaged in violations of statutes and rules, including HRS §514E-11 (11) (using unregistered time share booth), HAR §16-106-04 (b)-(d) (soliciting or encouraging others to attend time share sales presentation without submitting application for registration), §16-99-3 (m) (failing to have a broker in charge at branch office), and §16-106-38 (a) (failing to file advertising and promotional material with the Director). Respondent Moberg has been the principal broker for Bay Realty, Inc. since December 30, 1996. According to the petition, Respondents advertised to sell time share in a magazine and listed a telephone number in Kahana, Maui. However, there was no indication from the PVL records that Kahana was designated as one of Respondents' timeshare sales offices, nor had an application to operate a booth there been submitted to the Director.

## Administrative Actions

In addition, the petition alleged that a broker in charge of the Kauai office failed to renew her real estate license between January 1, 1997 and March 3, 1997 and that an employee advertised timeshare sales on the Internet but Respondents failed to file the promotional material with the Director prior to its use. Pursuant to terms of a Settlement Agreement After Filing of Petition for Disciplinary Action, Respondents agreed to pay a \$3,000 fine, \$1,500 of which shall be suspended provided that the balance be paid within 30 days of Commission approval.

The Commission approved the Settlement Agreement on January 28, 2000.

### **Leland H. Y. Louie, dba Hawaii Golden Realty—REC 99-45-L**

RICO learned that Respondent conducted real estate business during January 1999 while his license was on inactive status. RICO also learned that Respondent failed to register his trade name. Respondent admits violating HRS §§467-7

and 467-8 (7) and wishes to settle this matter without a hearing. However, Respondent informed the Commission that he mistakenly failed to take a “green certificate” CE course, thus causing his license to be placed on inactive status, and he forgot to renew the registration of his trade name when it lapsed. Under terms of a Settlement Agreement Prior to Filing of Petition for Disciplinary Action, Respondent agreed to pay a \$500 administrative fine. If he fails to abide by any of the terms of the Agreement, his license shall be subject to revocation without further hearing.

The Commission approved the Settlement Agreement on January 28, 2000.

### **David Wayne Hardy**

Mr. Hardy’s license was suspended effective January 13, 2000 due to non-compliance with the Child Support Enforcement Agency’s order of support or failure to comply with a subpoena or warrant relating to paternity or child support proceeding.

## Real Estate Commission Meeting Schedule 2000

**Laws & Rules Review Committee – 9 a.m.**  
**Education Review Committee – 10 a.m.**  
**Condominium Review Committee – 1 p.m.**

Wednesday, April 12, 2000  
 \* Friday, May 12, 2000  
 Wednesday, June 7, 2000  
 Wednesday, July 12, 2000  
 Wednesday, August 9, 2000  
 Wednesday, September 13, 2000  
 Wednesday, October 11, 2000  
 Wednesday, November 15, 2000  
 Thursday, December 14, 2000

**Real Estate Commission – 9: a.m.**

Friday, March 24, 2000  
 Friday, April 28, 2000  
 Friday, May 26, 2000  
 Friday, June 30, 2000  
 Friday, July 28, 2000  
 Friday, August 25, 2000  
 Friday, September 29, 2000  
 Thursday, October 26, 2000  
 Thursday, November 30, 2000  
 Friday, December 15, 2000

\* The May committee meetings will be held at Lihue, Kauai, in the State Office Building, 3060 Eiwa Street, Second Floor Conference Rooms A, B, and C, at the committees’ usual meeting times.

All meetings except the May committee meetings will be held in the Kapuawai Room, Second Floor, HRH Princess Victoria Kamamalu Building, 1010 Richards Street, Honolulu, Hawaii. Meeting dates, locations and times are subject to change without notice. Please call the Real Estate Commission Office, at 586-2643, to confirm the dates, times and locations of the meetings.

## Excerpts from the Commission's FY 1999 Annual Report

(The full FY 1999 Annual Report is available at *hirec*)

### Licenses

For the first time since 1990, the number of new licenses issued increased. Overall, new licenses issued increased 21% with new individual broker licenses increasing 39%, broker corporation, partnership, LLC licenses issued increasing 32%, and salesperson licenses issued increasing 18%. See Current

Real Estate Licensees table below.

Typically, in a renewal year, the number of licensees declines. In fiscal year 1999, a renewal year, the number of licensees was 15% fewer than in 1998.

### Current Real Estate Licensees

	Oahu	Hawaii	Maui	Kauai	Molokai	Lanai	Other	Total
<b>Active</b>								
Broker	1,558	295	305	133	6	1	-	2,298
Salesperson	2,673	561	757	345	15	4	-	4,359
Sole Proprietor	849	128	96	38	4	0	-	1,118
Corporation, Partnership, LLC	697	115	143	58	4	1	-	1,018
<b>Total Active</b>	<b>5,775</b>	<b>1,099</b>	<b>1,301</b>	<b>578</b>	<b>29</b>	<b>6</b>		<b>8,789</b>
<b>Inactive</b>								
Broker	366	66	34	19	1	0	109	595
Salesperson	2,292	381	360	202	3	2	349	3,589
Corporation, Partnership, LLC	36	7	11	3	0	1	2	60
<b>Total Inactive</b>	<b>2,694</b>	<b>454</b>	<b>405</b>	<b>224</b>	<b>4</b>	<b>3</b>	<b>460</b>	<b>4,244</b>
<b>Active and Inactive</b>								
Broker	1,922	361	339	152	7	1	109	2,891
Salesperson	4,965	942	1,117	551	18	6	349	7,948
Sole Proprietor	849	128	96	38	4	0	-	1,118
Corporation, Partnership, LLC	733	122	154	61	4	2	2	1,078
<b>Total</b>	<b>8,169</b>	<b>1,553</b>	<b>1,706</b>	<b>803</b>	<b>33</b>	<b>9</b>	<b>460</b>	<b>13,035</b>

### Real Estate Licensing Examination

	FY 1998	FY 1999	Change from 1998	FY 1999	Change from 1998
<b>Candidates Tested</b>					
Broker	187	207	-10%	532	-65%
Salesperson	1,082	955	13%	4,894	-78%
<b>Total Tested</b>	<b>1,269</b>	<b>1,162</b>	<b>9%</b>	<b>5,428</b>	<b>-77%</b>
<b>Candidates Pass</b>					
Broker	87	75	14%	260	68%
Salesperson	798	670	19%	3,263	-76%
<b>Total Pass</b>	<b>885</b>	<b>745</b>	<b>19%</b>	<b>3,523</b>	<b>-75%</b>
<b>% Pass</b>					
Broker	47%	37%		50%	
Salesperson	74%	70%		67%	



## Excerpts from the Commission's FY 1999 Annual Report

<b>Condominium Project Filings Received -- Fiscal Years 1995 -- 1999</b>					
<b>New Projects</b>	<b>1995*</b>	<b>1996*</b>	<b>1997*</b>	<b>1998</b>	<b>1999</b>
Residential	66	42	40	84	47
No. of Apartments Represented	2456	1519	1378	862	1028
Commercial and Other	25	16	25	5	11
No. of Apartments Represented	152	78	175	198	81
Agricultural	18	27	27	28	27
No. of Apartments Represented	57	57	104	83	62
<b>Total New Projects</b>	<b>109</b>	<b>85</b>	<b>92</b>	<b>117</b>	<b>85</b>
<b>Total No. of Apartments Represented</b>	<b>2781</b>	<b>1654</b>	<b>1647</b>	<b>1143</b>	<b>1171</b>
<b>Conversions</b>					
Residential	119	74	66	54	73
No. of Apartments Represented	1106	386	981	665	368
Commercial and Other	9	8	6	4	11
No. of Apartments Represented	713	68	56	87	734
Agricultural	9	21	37	51	42
No. of Apartments Represented	36	53	187	130	90
<b>Total Conversion Project</b>	<b>137</b>	<b>103</b>	<b>109</b>	<b>109</b>	<b>126</b>
<b>Total No. of Apartments Represented</b>	<b>1856</b>	<b>496</b>	<b>1118</b>	<b>882</b>	<b>1192</b>
<b>Combined New &amp; Converted Project Filings</b>	<b>246</b>	<b>188</b>	<b>201</b>	<b>226</b>	<b>211</b>
<b>Combined No. of Apartments Represented</b>	<b>4637</b>	<b>2150</b>	<b>2765</b>	<b>2025</b>	<b>2363</b>

\*Note 1: Numbers and totals may differ from those reported in prior annual reports due in part to the change in the database management software.  
 Note 2: In mixed use condominium projects, the predominant use is reported. This is done to prevent the multiple counting of a project filing.

## Administrative Actions

The Commission took disciplinary action against 27 licensees in 1999. This was a 36% decline from fiscal year 1998. Fines totaling \$151,497 were assessed against 19 licensees, 8 licenses were revoked, 2 licensees were suspended for six months each, and other sanctions were ordered against 3 licensees. Of the 25 disciplined licensees, 6 were ordered to pay restitution totaling \$12,346. Table 5 summarizes the administrative actions and shows the types of activities involved in the disciplinary cases.

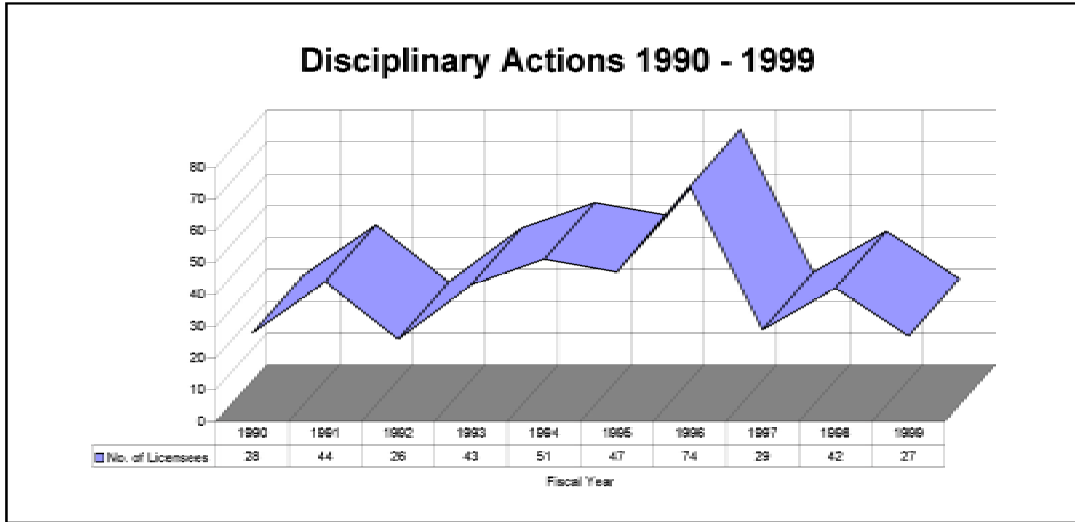
In addition, four licenses were suspended due to noncompliance with the Child Support Enforcement Agency's order of support or failure to comply with a subpoena or warrant relating to paternity or child support proceedings.

In 1999, two applicants appealed the Commission's denial of their applications. One individual was denied a broker experience certificate and one was denied a salesperson's license. By comparison, in 1998, five appeals were filed, and the Commission issued final orders in ten appeal cases. In September 1998, the First Circuit Court upheld the Com-

mission's denial of a license based on lack of "financial integrity."

<b>FY 1999 Administrative Actions</b>	
<b>No. of Licensees Disciplined - By Category</b>	
General Brokerage	6
Condominium Hotel Operator	5
Condominium Managing Agent	2
Property Management	7
Tax Obligations	7
<b>Total</b>	<b>27</b>
Licensees Revoked	8
Licensees Suspended	2
Licensees Fined	19
Total fines	\$151,497
Restitution Ordered	6
Total restitution ordered	\$12,346
Licensees Subject to Other Sanctions	3

## Excerpts from the Commission’s FY 1999 Annual Report



## Regulated Industries Complaints Office (RICO)

The Regulated Industries Complaints Office (RICO) receives, investigates, and prosecutes complaints against real estate licensees for violations of laws and rules. The number of complaints received by RICO has been on a general decline since 1990. See Chart 16. In 1999, there was a slight increase in the number of complaints received by RICO (from 140 in 1998 to 152 in 1999).

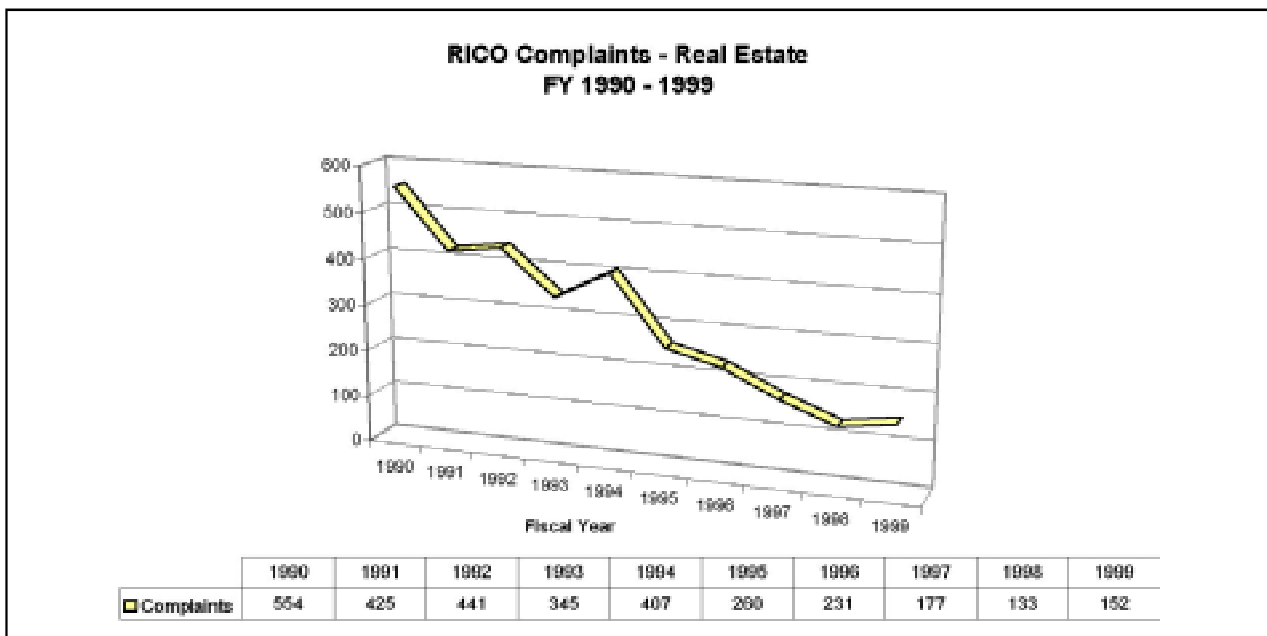
Of the 152 complaints, 61 have been closed. The closed cases included 6 that were more appropriate for civil legal proceedings, 16 in which there was insufficient evidence of

violations, 3 in which there was a finding that no violation had occurred, 7 that were resolved, and 27 that were closed with a warning letter issued.

Charts 17 and 18 show the number of cases in which specific provisions of law or rule were violated or alleged to be violated.

The violations found or admitted to were based on disciplinary actions ordered by the Commission during the year. The allegations in RICO complaints were based on complaints received by RICO during the year.

### RICO Complaints FY 1990 - 1999



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## **Helpful publications are available**

# **Message from the State Department of Taxation**

Real Estate licensees may remember the 1996 joint Department of Taxation (DOTAX) and Department of Commerce and Consumer Affairs (DCCA) program to identify real estate brokers and salespersons who were not up-to-date with their tax filings and payment.

The 1996 project and subsequent efforts by the DOTAX and DCCA to enforce tax compliance have brought approximately 1,178 licensees current with their taxes with another 260 or so well on their way through installment plans and other arrangements. But despite the program's success, we all recognize that the best solution really is to help licensees *before* they get behind.

One of our Department's strategies is to make tax information and taxpayer services more accessible.

For a number of years, we have recognized the need for "plain English" resources, and there are now a number of taxpayer-friendly publications available to licensees. For example, all licensees should read and be familiar with the brochure entitled, "An Introduction to the General Excise Tax," and Tax Facts Number 96-1, "General Excise vs. Sales Tax."

Both publications are written in an easy-to-digest, question and answer format and explain what the general excise tax is and what you need to do to comply with the law.

Obtaining publications and tax forms is easy and can be done in a number of ways. You can pick up forms and publications at any district tax office (Oahu, Maui, Hawaii, and Kauai, as well as small branch offices in Kona and on Molokai), or you can have them mailed to you by calling our forms request line on Oahu at 587-7572, or toll-free from the neighbor islands and mainland U.S. at 1-800-222-7572, 24 hours a day, every day.

Some forms may be obtained by fax. Callers on Oahu should call 587-7572; callers outside Oahu should call 808-678-0522 from their fax machine. In addition, forms, publications, and other

reference materials are available at our Web site at [www.state.hi.us/tax/tax/html](http://www.state.hi.us/tax/tax/html). The Web site also features registration forms for tax workshops conducted by our Department, our *Hawaii Tax News* quarterly newsletter, special bulletins, and more.

For added convenience, we produce a CD-ROM of tax forms and information each year, which is sold for a nominal fee. The CD is searchable and can be used on a number of computer operating systems including both Windows and Macintosh.

It contains a lot of the information included on our Web site plus Attorney General Tax Opinions, Title 18 of the Hawaii Administrative Rules, and other reference material.

But let's say that you just have a specific question or problem that needs to be addressed. Then your first option is to call the information number for the district tax office that serves you or, if you receive a notice, the telephone number on that notice.

All of our employees are committed to helping you; if they cannot personally address your need, they will find the person who can help you. If you have a really intractable problem that can-

not be resolved through normal channels, then contact the Department's Taxpayer Advocate on Oahu at 808-587-1791.

More changes are on the horizon. Soon you will be able to ask tax questions via e-mail and, perhaps, via an interactive site on the Internet.

The contract for a new, integrated tax information management system for our department has been awarded, work on the new computer system has begun, and more improvements will be forthcoming over the next five years as the system comes on line.

The Real Estate Commission *Bulletin* also will be a source of tax information. This article is the first of what we hope will be an ongoing series to address tax topics of particular interest to real estate professionals.

Send your suggestion for future articles to the attention of Cathy Tokishi, Taxpayer Services Branch, State Department of Taxation, P.O. Box 259, Honolulu, Hawaii 96809-0259.

You also may fax your suggestions to her at 808-587-1584, or e-mail her at [dotax4@aloha.net](mailto:dotax4@aloha.net).

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## ***Taking licensing exam becomes easier for candidates licensed elsewhere***

Licensing examination candidates who are currently licensed in another state and have passed that state's licensing examination may qualify for an equivalency to the uniform section of the Hawaii licensing examination.

If a candidate qualifies for the equivalency, under HRS §467-9.6, as amended by Act 240 (1999), the candidate must still meet all prelicense education requirements, but would only be required to take and pass the Hawaii specific section of the examination.

The Hawaii licensing examination, administered by ASI, is a two part exam.

The uniform section is given in all of ASI's jurisdictions while the Hawaii specific section is unique to Hawaii.

Prior to Act 240, Hawaii law required candidates to pass both the uniform and Hawaii section at the same time. Under Act 240, candidates who are currently licensed in another state may qualify for an equivalency to the uniform section. Candidates must apply for the equivalency. The application form is available at *hirec*.

The examination fee is the same whether the candidate takes one or both portions of the exam.

## ***Changes to license name***

# **Commission adopts new requirements for license names**

At its meeting on February 25, 2000, the Real Estate Commission (“Commission”) made decisions on requirements regarding license names.

Its decision drew a distinction between a licensee’s “legal name” and “license name.”

While continuing to require licensees to provide their legal names, the decision allows licensees to have a license name that is different from their legal name. The license name is the name that appears on the wall certificate and pocket card.

Under its February decision, the Commission will continue to require licensees to provide their legal names on license applications and report changes to legal names, but licensees will be allowed to choose their license name subject to the following conditions:

1. Individual brokers and salespersons:
  - a. The license name must include the licensee’s full surname.
  - b. The license name may include the licensee’s initials, the full first name, full middle name, full legal name, or nickname.
  - c. If after being licensed an individual’s surname changes, that individual may continue to use the original surname but must report the change in legal name.
2. Sole proprietor brokers:
  - a. The provisions of paragraph 1 above apply.
  - b. Any trade names must be registered with the Business Registration Division and the Commission. The provisions of §467-9, HRS, regarding trade names remains in force.
3. Corporation, partnership, LLC and LLP brokers:
  - a. They must use their legal names.
  - b. Any trade names must be registered with the Business Registration Division and the Commission.
  - c. The provisions of §467-9, HRS, regarding names and trade names remains in force.

New applicants may indicate on their license applications a license name, if different from their legal name, subject to the conditions above.

Current licensees who wish to change their license name should submit a change form, check the change name of entity or individual box, and include \$25.

Write on the form that you are changing your license name.

### **Use of Names in Advertising**

Also at its February 25, 2000 meeting, the Commission made decisions as to the use of names in advertising. Currently, licensees put their full license name and any trade name in all advertising.

Under the Commission’s February decision, licensees may advertise in the following manner:

1. Individual brokers and salespersons—either in their license name or legal name.

2. Sole proprietor brokers—either in their license name, legal name, or registered trade name.

3. Corporation, partnership, LLC, and LLP brokers—either in their legal name or registered trade name. Unless required by other laws, they may omit or abbreviate “corporation,” “incorporated,” “partnership,” “limited,” “general partnership,” “LLC,” or “LLP.”

## ***More information on Broker Experience Requirements***

First a correction to the article which appeared in the August 1999 issue. The article on broker experience requirements included incorrect information about the maximum equivalencies for out of state experience.

The article incorrectly stated that out of state brokers may receive a maximum of 2 years equivalency and out of state salespersons may receive a maximum of 1 year.

In fact, out of state brokers and salespersons may receive a maximum of 2-1/2 years and 2 years equivalency, respectively.

For salespersons, three months of out of state experience is equivalent to one month of experience for this purpose. For brokers, one month of out of state experience is equivalent to one month of the three-year experience requirement.

Salespersons who are contemplating applying for a broker’s license in the next few years should closely monitor their license status. They will encounter problems if their license records show their licenses were either inactive or forfeited for extended periods of time.

The law requires a broker experience applicant to have “experience as a full-time state-licensed real estate salesperson associated with a Hawaii-licensed real estate broker for the three-year period immediately prior to the licensing examination and has practical real estate salesperson experience, as certified by the principal broker or principal brokers during the subject period.”

Finally, the Commission recommends that broker applicants apply for and receive their broker experience certificates before enrolling in a broker’s prelicense course.

Many broker candidates enroll in a course before applying for their experience certificate.

If there are problems with the experience certificate application, even minor deficiencies, the application processing time will be longer.

And if the experience certificate application is denied, the applicant will have expended time and money on the course without being able to sit for the exam.

Broker experience certificate applications are available at *hirec*.

## ***Need information? These questions and answers may help***

**Q** What do we do when there are changes?

**A** Under Hawaii Administrative Rule §16-99-5, each licensee is required to notify the Commission of any change in writing within ten days of the change on a form provided by the Commission. This form is entitled “Change Form—Real Estate” (hereinafter “Change Form”) and is available upon request or at *hirec*.

**Q** What do I do when there is an address change?

**A** Simple name changes, such as residence location address or mailing address change, only require completion of the Change Form without any additional documents. In contrast, if there are any changes made to the business address, including a suite number change, both the Change Form and Office Location Certification Form must be completed.

**Q** How can I get my name changed?

**A** For an individual licensee, the only means of changing a legal name is by legal process: marriage, divorce, or some other legal name change process. A copy of the legal document showing name change, wall certificate, and Change Form must be submitted. Many don’t realize the significance of the name as licensed by the Commission. This name must be used in all real estate advertisements. However, if a licensee wants to change their license name, the name that appears on the wall certificate and pocket card, in contrast to their legal name, this is accomplished by submitting a Change Form without any additional documents. Please refer to article in this issue entitled “Changes to License Name” on page 12 to ascertain acceptable changes to license name. For changing corporate and partnership names, the name must be approved by Business Registration and also conform to the Hawaii Revised Statutes. The Hawaii Revised Statutes prohibit any trade name, corporate name, or partnership to contain the name, part of the name, initials, or nickname of an unlicensed person or a real estate salesperson, or a real estate broker whose real estate license is not associated with or employed by the subject real estate broker applicant. HAR §467-9 (1993), Supp (1999). Once approved by Business Registration, the entity must submit a Change Form and a file-stamped copy of “Certificate of Amendment.” For changing trade names, the new trade name must be registered and approved by Business Registration. Once approved, a file-stamped copy of the “Application for Registration of Trade Name” and Change Form must be submitted.

**Q** How do I change my status?

**A** I am a broker-salesperson and want to become a sole proprietor; what do I do? If the broker-salesperson is affiliated with a broker, the broker must release the broker-sales-

person and the broker-salesperson must become a sole proprietor broker; this is accomplished by completing only one Change Form. In addition, a complete application for “Sole Proprietor” Office Location Certification Form, and if applicable, an Application for Registration of Trade Name file-stamped by Business Registration must be submitted. A sole proprietor wishing to change to a corporation must keep in mind that the corporation is a separate entity. Therefore, the corporation must apply for a license and also submit an Office Location Certification Form, Entity Resolution, a file-stamped copy by Business Registration of the Articles of Incorporation and a Change Form. When the principal broker of the company changes multiple Change Forms are required, because three licenses are involved. The company must complete a Change Form releasing and assigning a principal broker with new entity resolution. The new principal broker must complete a Change Form to associate with the company. The former principal broker must complete a change form to disassociate with the company.

Other factual scenario changes:

**What do I need to do if I am principal broker of my own company, but I want to close my company and work for another company?**

One change form must be completed changing the broker and closing the business simultaneously. Each licensee under the principal broker must also submit a change form.

**How do I transfer my corporation’s license to another corporation?**

Corporations are separate entities. Thus hypothetically speaking, if the Commission grants a license to ABC Corporation, the license is a property right attached only to ABC Corporation. Any other unlicensed corporation must apply for a license; a license is never transferable between corporations.

**How do I make the changes effective at the same time?**

If the parties want the changes to occur simultaneously, without the occurrence of a gap in time, this is easily done by writing in the words “upon approval” as the dates of change (for release and hire). There are benefits to a concurrent change. One such benefit is for salespersons planning to take the broker’s exam. The law requires salespersons to have experience as a full-time state-licensed real estate salesperson associated with a Hawaii-licensed real estate broker for the three-year period immediately prior to the broker’s licensing examination and has practical real estate salesperson experience. Another such benefit is when there is an inactive gap period no licensee can engage in real estate activity. Thus with simultaneous change, licensees can continue real estate activity.

**What is an entity resolution?**

An entity resolution is required when certain changes occur, such as when a corporation applies for a license or a new principal broker is hired. A sample language of the resolution is provided in the instructions of an entity application and also under Hawaii Administrative Rules §16-99-71.

# Education Calendar

## Scheduled Continuing Education Courses

An updated continuing education course schedule is regularly posted on the Commission's World Wide Web page at <http://www.state.hi.us/hirec>. Courses are subject to change or cancellation; please check directly with the provider to confirm date, time, and location.

Take "Laws Update/Ethics 97-98" only if you are restoring or reactivating your license this year. To renew a license, you must take 10 hours of continuing education courses. One of the courses must be an approved core course. Courses with a (c) are approved 1999-2000 core courses and receive 4 hours credit. Courses that say (3 hrs.) receive 3 hours credit. All other courses receive 3-1/3 hours credit. (If you are taking courses to reactivate an inactive license or to restore a forfeited license, take elective courses totaling at least 10 hours credit. Do *not* take core courses.)

Date	Time	Subject	Provider	City	Instructor	Fee
<b>OAHU</b>						
04/01/2000	01:00pm	STICKS, BRICKS & STEEL UNDE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
04/01/2000	06:00pm	UNDERSTANDING THE LAND USE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
04/01/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
04/04/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	35.00
04/05/2000	04:00pm	(c) LAW UPDATE/ETHICS 1999-	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	45.00
04/05/2000	09:00am	RESIDENTIAL PROPERTY MANAGE	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
04/05/2000	12:30pm	BASIC REAL ESTATE INVESTMEN	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	45.00
04/07/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
04/07/2000	06:00pm	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
04/07/2000	09:00am	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
04/13/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
04/13/2000	09:00am	COMPUTERS, INTERNET & THE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
04/14/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	40.00
04/18/2000	09:00am	DISCLOSURES IN HAWAII RESID	DUPLANTY SCHOOL OF REAL ESTATE	KAILUA	DUPLANTY	40.00
04/22/2000	01:00pm	PITFALLS IN DROA & ADDENDA	EDDIE FLORES REAL ESTATE	HONOLULU	GOODE JR	45.00
04/22/2000	04:00pm	HAWAII LANDLORD-TENANT CODE	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
04/22/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-	EDDIE FLORES REAL ESTATE	HONOLULU	GOODE JR	45.00
04/25/2000	01:00pm	HOW TO MANAGE RESIDENTIAL P	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	40.00
04/25/2000	09:00am	HOT SPOTS IN REAL ESTATE CO	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	40.00
04/28/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
04/28/2000	06:00pm	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
04/28/2000	09:00am	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
04/29/2000	01:00pm	CONDOMINIUMS: LAWS & ISSUE	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	40.00
04/29/2000	09:00am	LISTING PROBLEM AREAS	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	40.00
05/03/2000	04:00pm	HOW TO LIST & SELL BUSINESS	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
05/03/2000	09:00am	RESIDENTIAL PROPERTY MANAGE	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	45.00
05/03/2000	12:30pm	(c) LAW UPDATE/ETHICS 1999-	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	45.00
05/05/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
05/05/2000	06:00pm	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
05/05/2000	09:00am	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
05/06/2000	01:00pm	SURVEYS, TERMITE & HOME INS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
05/06/2000	05:30pm	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
05/06/2000	09:00am	CONDOMINIUM DEVELOPMENT PRO	ABE LEE SEMINARS	HONOLULU	LEE	48.00
05/08/2000	12:00pm	GRI 201	HONOLULU BOARD OF REALTORS	HONOLULU	GOODE JR	295.00
05/16/2000	09:00am	AVOID LITIGATION - HOW TO D	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	35.00
05/19/2000	01:00pm	ESCROW, TITLE & APPRAISALS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
05/19/2000	06:00pm	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	HONOLULU	LEE	48.00
05/19/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
05/20/2000	04:00pm	(c) LAW UPDATE/ETHICS 1999-	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
05/20/2000	09:00am	FORECLOSURE & THE ROLE OF T	EDDIE FLORES REAL ESTATE	HONOLULU	CHANG	45.00
05/20/2000	12:30pm	HAWAII LANDLORD-TENANT CODE	EDDIE FLORES REAL ESTATE	HONOLULU	CHANG	45.00
05/26/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
05/26/2000	06:00pm	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
05/26/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	40.00
05/26/2000	09:00am	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
05/31/2000	04:00pm	BASIC REAL ESTATE INVESTMEN	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
05/31/2000	09:00am	PITFALLS IN DROA & ADDENDA	EDDIE FLORES REAL ESTATE	HONOLULU	GOODE JR	45.00
05/31/2000	12:30pm	(c) LAW UPDATE/ETHICS 1999-	EDDIE FLORES REAL ESTATE	HONOLULU	GOODE JR	45.00
06/01/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
06/01/2000	06:00pm	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
06/01/2000	09:00am	PERMITS, PERMITS AND MORE P	ABE LEE SEMINARS	HONOLULU	LEE	48.00

Date	Time	Subject	Provider	City	Instructor	Fee
06/02/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
06/02/2000	06:00pm	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
06/02/2000	09:00am	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
06/03/2000	01:00pm	UNDERSTANDING THE LAND USE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
06/03/2000	05:30pm	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
06/03/2000	09:00am	STICKS, BRICKS & STEEL UNDE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
06/06/2000	09:00am	HOT SPOTS IN REAL ESTATE CO	DUPLANTY SCHOOL OF REAL ESTATE	KAILUA	DUPLANTY	40.00
06/10/2000	09:00am	HOW TO MANAGE RESIDENTIAL P	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
06/14/2000	01:00pm	CRATS, CRUTS & FLPS: AN AL	ABE LEE SEMINARS	HONOLULU	LEE	48.00
06/14/2000	06:00pm	ZONING-ISSUES, PROBLEMS, QU	ABE LEE SEMINARS	HONOLULU	LEE	48.00
06/14/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
06/15/2000	01:00pm	CONDOMINIUMS: LAWS & ISSUE	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
06/15/2000	09:00am	REPRESENTING THE FOREIGN CL	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	GARCIA	45.00
06/24/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
06/28/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
06/28/2000	06:00pm	DISCLOSURES IN HAWAII RESID	ABE LEE SEMINARS	HONOLULU	LEE	48.00
06/28/2000	09:00am	COMPUTERS, INTERNET & THE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
06/30/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
06/30/2000	06:00pm	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
06/30/2000	09:00am	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
07/01/2000	01:00pm	SURVEYS, TERMITE & HOME INS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
07/01/2000	05:30pm	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
07/01/2000	09:00am	FAIR HOUSING	ABE LEE SEMINARS	HONOLULU	LEE	48.00
07/07/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
07/07/2000	06:00pm	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
07/07/2000	09:00am	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
07/10/2000	12:00pm	GRI 301	HONOLULU BOARD OF REALTORS	HONOLULU	GOODE JR	295.00
07/14/2000	01:00pm	PERMITS, PERMITS AND MORE P	ABE LEE SEMINARS	HONOLULU	LEE	48.00
07/14/2000	06:00pm	ESCROW, TITLE & APPRAISALS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
07/14/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
07/18/2000	01:00pm	STICKS, BRICKS & STEEL UNDE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
07/18/2000	09:00am	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
07/21/2000	01:00pm	COMPUTERS, INTERNET & THE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
07/21/2000	06:00pm	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	HONOLULU	LEE	50.00
07/21/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	50.00
07/25/2000	01:00pm	CRATS, CRUTS & FLPS: AN AL	ABE LEE SEMINARS	HONOLULU	LEE	50.00
07/25/2000	06:00pm	SURVEYS, TERMITE & HOME INS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
07/25/2000	09:00am	CONDOMINIUM DEVELOPMENT PRO	ABE LEE SEMINARS	HONOLULU	LEE	50.00
07/27/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
07/27/2000	06:00pm	UNDERSTANDING THE LAND USE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
07/27/2000	09:00am	STICKS, BRICKS & STEEL UNDE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
07/28/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
07/28/2000	06:00pm	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
07/28/2000	09:00am	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
07/29/2000	01:00pm	ZONING-ISSUES, PROBLEMS, QU	ABE LEE SEMINARS	HONOLULU	LEE	48.00
07/29/2000	05:30pm	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
07/29/2000	09:00am	COMPUTERS, INTERNET & THE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
08/04/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
08/04/2000	06:00pm	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
08/04/2000	09:00am	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
08/05/2000	01:00pm	CONDOMINIUM DEVELOPMENT PRO	ABE LEE SEMINARS	HONOLULU	LEE	48.00
08/05/2000	06:00pm	DISCLOSURES IN HAWAII RESID	ABE LEE SEMINARS	HONOLULU	LEE	48.00
08/05/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
08/11/2000	01:00pm	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
08/11/2000	06:00pm	ESCROW, TITLE & APPRAISALS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
08/11/2000	09:00am	PERMITS, PERMITS AND MORE P	ABE LEE SEMINARS	HONOLULU	LEE	50.00
08/15/2000	01:00pm	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	HONOLULU	LEE	50.00
08/15/2000	09:00am	SURVEYS, TERMITE & HOME INS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
08/17/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
08/17/2000	09:00am	FAIR HOUSING	ABE LEE SEMINARS	HONOLULU	LEE	48.00
08/22/2000	01:00pm	ZONING-ISSUES, PROBLEMS, QU	ABE LEE SEMINARS	HONOLULU	LEE	50.00
08/22/2000	09:00am	COMPUTERS, INTERNET & THE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
08/23/2000	01:00pm	STICKS, BRICKS & STEEL UNDE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
08/23/2000	06:00pm	UNDERSTANDING THE LAND USE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
08/23/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	48.00
08/25/2000	01:00pm	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	HONOLULU	LEE	50.00
08/25/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
08/25/2000	05:30pm	(c) LAW UPDATE/ETHICS 1999-	ABE LEE SEMINARS	HONOLULU	LEE	50.00
08/25/2000	06:00pm	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
08/25/2000	09:00am	CRATS, CRUTS & FLPS: AN AL	ABE LEE SEMINARS	HONOLULU	LEE	50.00

Date	Time	Subject	Provider	City	Instructor	Fee
08/25/2000	09:00am	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
08/29/2000	01:00pm	ESCROW, TITLE & APPRAISALS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
<b>KAUAI</b>						
04/20/2000	01:30pm	(c) LAW UPDATE/ETHICS 1999-	JOHN REILLY	LIHUE	REILLY	49.00
04/20/2000	08:30am	LEGAL HOTLINE ISSUES	JOHN REILLY	LIHUE	REILLY	49.00
<b>MAUI</b>						
04/04/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	MAX SHERLEY REAL ESTATE CENTER	KAHULUI	SHERLEY	45.00
04/05/2000	01:00pm	FAIR HOUSING	MAX SHERLEY REAL ESTATE CENTER	KAHULUI	SHERLEY	45.00
04/05/2000	08:30am	RESIDENTIAL PROPERTY MANAGE	MAX SHERLEY REAL ESTATE CENTER	KAHULUI	SHERLEY	45.00
04/11/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	MAX SHERLEY REAL ESTATE CENTER	KAHULUI	SHERLEY	45.00
04/12/2000	01:30pm	FAIR HOUSING	MAX SHERLEY REAL ESTATE CENTER	KAHULUI	SHERLEY	45.00
04/12/2000	08:30am	INTRODUCTION TO BROKER MANA	MAX SHERLEY REAL ESTATE CENTER	KAHULUI	SHERLEY	45.00
04/28/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-	MAX SHERLEY REAL ESTATE CENTER	KAHULUI	SHERLEY	45.00
04/29/2000	01:30pm	RESIDENTIAL PROPERTY MANAGE	MAX SHERLEY REAL ESTATE CENTER	KAHULUI	SHERLEY	45.00
04/29/2000	08:30am	FAIR HOUSING	MAX SHERLEY REAL ESTATE CENTER	KAHULUI	SHERLEY	45.00
<b>OTHER</b>						
		CONSENSUAL DUAL AGENCY (COMPUTER)	JOHN REILLY	INTERACTIVE COMPUTER COURSE	REILLY	
		TAX FREE EXCHANGE OF RESIDENTIAL PROPERTY	JOHN REILLY	INTERACTIVE COMPUTER COURSE	REILLY	

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AKAHI REAL ESTATE NETWORK LLC	331-5300
CENTURY 21 REAL ESTATE SCHOOL	263-4074
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DUPLANTY SCHOOL OF REAL ESTATE	737-5507
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HAWAII ASSOCIATION OF REALTORS	737-4000
HONOLULU BOARD OF REALTORS	732-3000
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LISHAN Z. CHONG DBA PACIFIC REAL ESTATE INSTITUTE	524-1505
LYNN W CARLSON	874-4064
MAUI BOARD OF REALTORS INC	242-6431
MAX SHERLEY REAL ESTATE CENTER	871-9714
RICHARD W. DAGGET	923-0122
SEILER SCHOOL OF REAL ESTATE	874-3100
UNIVERSITY OF HAWAII AT MANOA, SBMP-OUTREACH COLLEGE	956-8244

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