



Nov. 30 is deadline for license renewal applications

November 30 is the deadline to submit real estate license renewal applications for the 2001 - 2002 license period. The fees are:

Corporation, partnership, LLC	\$230
Individual broker or salesperson	\$180
Sole proprietor	\$210
Branch Office registration	\$180

Renewal applications are scheduled to be mailed around October 13, 2000. Read the instructions that accompany the renewal application. If you do not receive your application by the end of October, contact Licensing Branch at 586-3000. The November 30 deadline means that licensees will receive pocket cards before December 31, and if there are problems with an application, there will be an opportunity to take corrective action before December 31.

Licensees who will be renewing on active status, must complete at least 10 hours of approved continuing education courses. At least one of the courses must be a mandatory core course.

The Commission's staff will conduct renewal workshops in all counties in November. All licensees are welcome, but brokerage firms that handle renewals for their agents are especially urged to attend. Staff will provide assistance in completing the applications, point out potential problem areas, and accept renewal applications. Provided there is sufficient time, staff may also review applications that are submitted for deficiencies. All sessions will be from 9 a.m. to 12 noon. The workshops will be as follows:

Oahu - November 8 and November 17	Kamamalu Building - 2d floor, Kapuaiwa Rm., 1010 Richards Street, Honolulu
Hilo - November 13	Hawaii Island Board of Realtors 14 Waianuenue Ave., Hilo
Kauai - November 17	Kauai Board of Realtors, 4359 Kukui Grove, Suite 103, Lihue
Maui - November 20	Maui Board of Realtors, 33 Lono Ave., Suite 450, Kahului
Kona - November 27	Kona Board of Realtors, Pines Plaza, Suite 157, 75-240 Nani Kailua Dr., Kailua-Kona

Registrations for condominium hotel operators, condominium managing agents, prelicense schools and instructors, and continuing education providers also expire this year. Reregistration applications, including meeting all requirements, for these registrants are also due by November 30, 2000.

Failure to renew a license or registration will result in a forfeited status as of January 1, 2001. A licensee or registrant with a forfeited license may not work. A substantial penalty fee (\$100 for corporations, partnerships, LLCs; \$80 for sole proprietors; and \$50 for individuals) will be assessed against licensees seeking to restore their forfeited licenses after January 1, 2001.

The Chair's Message

Aloha! I guess an introduction is in order. My name is John Ohama, and I have just realized that I have a tough act to follow. As you know, the outgoing Chair of the Real Estate Commission is the famous "Realtor of the Year—1998," Al Imamura, with the dazzling charisma, "leading man" presence, and that famous Maui



"No Ka Oi" hospitality. And Al is just the most recent in a long line of past Commission Chairs who were great leaders and visionaries. I realize that these are big shoes to fill, but in my own way, I hope to steer the Commission into the new millennium by doing our part to improve the real estate industry for both licensees and the public.

Through a great stroke of luck, I find myself Chair of a

Commission that consists of eight hard-working, intelligent, diligent and resourceful Commissioners.

When reviewing the program of work for the coming year, it struck me that we have been blessed with people who are great leaders and visionaries in their own right.

With their commitment and expertise to guide us, the Commission is sure to bring about positive change. And we, as licensees, should all be looking forward to that change.

One of the most important areas of focus this year will be the recodification of the condominium law, Chapter 514A, Hawaii Revised Statutes.

Leading the charge will be Condominium Review Committee Chair, Mitchell Imanaka. Both a broker and an attorney, Mitchell is one of the leading authorities in this area and we are fortunate to have the benefit of his expertise and leadership to see this project through.

His Vice-Chair and new Maui Commissioner, Peter Rice, brings with him fresh eyes and ideas, and the drive and passion to get the job done.

Another focus area is the Lieutenant Governor's SWAT (Slice Waste and Tape) Project. This project's goal is to cure some of Hawaii's unnecessary, ineffective, and overly burdensome administrative rules.

The Commission's rules (Chapter 99, Hawaii Administrative Rules) were selected by the Lt. Governor's office as the area in the Department of Commerce and Consumer Affairs to implement her program. Proposed changes to both the real estate laws and rules were conceived of and perfected over months of discussion.

Thanks to the efforts and diligence of Commissioners Michael Ching, Charles Aki, Al Imamura and Iris Okawa, the

Commission's staff, and the Professional and Vocational Licensing Division's administration, the Commission is looking forward to the adoption of streamlined, yet more effective real estate laws and rules.

The SWAT rules adoption process will fall on the broad shoulders of the Laws and Rules Review Committee Chair, Alfredo Evangelista.

He has the help of fellow attorney and Vice-Chair of the Laws and Rules Review Committee, Iris Okawa. Both public members, Alfredo and Iris bring balance to the Commission, and under their watchful eyes, the new SWAT laws and rules will align industry needs with consumer protection.

The Education Review Committee Chair and Big Island Commissioner Charles Aki has extensive experience in working with the Commission's education agenda.

His Vice-Chair is Patricia Choi of Kahala Avenue fame. Anyone who has worked with Charles and Pat will attest to their professionalism and knowledge in the real estate field.

The Education Review Committee is in good hands with these two seasoned real estate professionals at the helm.



New Commissioners Peter Rice, left, and Casey Choi

New to the Commission is public member Casey Choi, who has wasted no time in becoming involved and establishing his presence at recent Commission meetings. He is a great new asset and addition to the Commission.

Finally, rounding out the group is the Commission's Vice-Chair, Kauai Commissioner Michael Ching. Michael has been the driving force behind many of the Commission's initiatives, most recently the SWAT review of the real estate laws and rules. His energy, commitment, and focus on the Commission's programs have brought together Commissioners, staff members, and administration to work as a team to achieve common goals. In this way, everyone enjoys the benefits of success.

As a reminder, this year's deadline for license renewals is

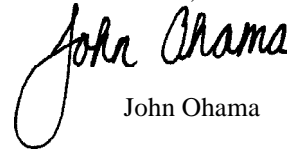
November 30, 2000. Be sure to complete your continuing education classes and submit your renewal application and fees by that date.

This new millennium promises to be a time of great change for all facets of the real estate industry. I look forward to bringing about and being a part of that change, and I will try my best to serve you and live up to the achievements of past Commission Chairs.

Thank you for your on-going support. And, if you ever have the opportunity to stop by the Real Estate Branch at 250

S. King Street, 7th Floor, I encourage you to say “hi” and “thank you” to the Real Estate Branch staff. The staff offers daily assistance to both licensees and the public in a number of ways and deserve your recognition and support.

Aloha,



John Ohama

Only good news regarding changes to the Change Form

“Change Form - Real Estate” is a simple one-page form generally used by licensees to notify the Real Estate Commission of any changes. The Commission recently revised the Change Form to reflect the adoption of new policies and rules and to simplify the reporting requirement for licensees.

Listed below are the notable changes made to the Change Form.

▶ Reduction in fees for change of/to PRINCIPAL BROKER, BROKER-IN-CHARGE, BUSINESS ADDRESS, TRADE NAME and LICENSE NAME from \$25 to \$10

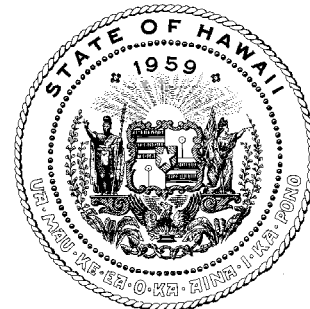
▶ Assignment of Temporary Principal Broker or Broker-in-Charge - Check this box to appoint a temporary principal broker or broker-in-charge. A temporary principal broker or temporary broker-in-charge must be appointed when a principal broker or broker-in-charge is absent from a place of business or branch office for more than fourteen calendar days. H.A.R. §16-99-3(o).

▶ Surrender of License - Check this box when a licensee who has no pending complaints, investigations, disciplinary petitions filed against the licensee or disciplinary hearings wishes to surrender their real estate license. Once surrendered, all real estate activity must cease. If the person desires to engage in real estate activity after surrendering the license, the person must obtain a new license as a new applicant for a salesperson license. H.A.R. §16-99-10.6.

▶ Change of Individual License Name - Check this box to change individual license name. The Commission adopted a new license name policy on February 25, 2000. 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.

▶ Additional Registrations - If the broker is registered as a CMA, CHO, or EIC, put the registration numbers in the box entitled “Other Registrations” to update both the license and registration files.

The revised Change Form is now available on-line at www.state.hi.us/hirec. The revised form will have the code REC-05 0800R at the bottom left-hand corner.



State of Hawaii Real Estate Commission

Telephone 586-2643

Web address: 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.

Administrative Actions

Peter B. Savio, Savio Realty, Ltd. Better Homes and Gardens, Dana G. Kenny and Allan B. Kroll—REC 1998-101-L

In a Settlement Agreement Prior to Filing of Petition for Disciplinary Action, Respondents denied the allegation of failure to disclose pertinent information in violation of HRS §467-14(18) because they relied upon county records. However, they desired to enter into this Settlement Agreement to avoid the risk and expenses of an administrative hearing. Respondents agreed to jointly and severally pay \$500 to the Compliance Resolution Fund within 30 days of Commission approval of the Agreement.

The Commission approved the agreement on March 24, 2000.

Mid Pacific Property Management, Ltd. and Thomas R. Pellegrine—REC 98-82-L

RICO filed a Petition for Disciplinary Action against Respondents on August 31, 1999, alleging, among other things, that they violated HRS §467-14(7) (failing, within a reasonable time, to account for any moneys belonging to others). Respondents neither admitted nor denied violating HRS §467-14(7) but desired to enter into a Settlement Agreement After Filing of Petition for Disciplinary Action in order to resolve the matter.

Under terms of the Agreement, Respondents agreed to pay a civil penalty of \$500 to the Compliance Resolution Fund within 30 days of Commission approval of the Agreement.

The Commission approved the Agreement on March 24, 2000.

Vergel N. Adonis—REC 98-137-L

On November 3, 1999, RICO filed a petition for disciplinary action against Respondent alleging that he failed to pay an outstanding tax liability for 1987 through 1997 in violation of HRS §467-14(20). Respondent admitted he did not pay the tax liability but desired to settle the matter without a hearing.

Under a Settlement Agreement After Filing of Petition for Disciplinary Action, Respondent agreed to pay an administrative fine of \$500 and to enter into an installment plan agreement with the State Department of Taxation. Respondent further agreed to the revocation of his license without further hearing if he fails to pay the fine or comply with the installment plan agreement. The Commission approved the Settlement Agreement on June 30, 2000.

James B. Dempsey, dba Dempsey West Realty—REC 99-27-L

Respondent was the property manager and listing agent for Complainant's property on Oahu from June 1997 through March 1998. RICO received a complaint that Respondent

failed to (1) provide Complainant with a monthly statement of account, (2) obtain a General Excise Tax license or file Complainant's taxes, (3) provide the new property manager with an accounting of the tenant's security deposit at or before the time of transfer of the landlord's interest, and (4) transfer tenant and rental payment documents to the new property manager until October 1998. All all times relevant, Respondent was licensed as a real estate broker.

RICO was prepared to file a petition for disciplinary action against Respondent, alleging violations of HRS §§436B-19(7) and (9), 467-14(7) and (13), and 521-44(f). Respondent neither admitted nor denied the proposed violations and wished to settle this matter without a hearing.

Under a Settlement Agreement Prior to Filing of Petition for Disciplinary Action, Respondent agreed to pay an administrative fine of \$1,500, with \$300 of the fine suspended so long as Respondent complies with the terms of the Settlement Agreement.

Respondent further agreed to successfully complete a real estate course. If Respondent 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 July 27, 2000.

Appeals

In the following two cases, the applicants appealed decisions by the Commission. Under the appeals procedure, the Office of Administrative Hearings conducts an evidentiary hearing and the Hearings Officer submits findings of fact and conclusions of law. The Commission then issues its final order. The cases are summarized here without identifying the applicant.

Case 1. The Commission denied Petitioner's application for a broker experience certificate because the Petitioner's license was voluntarily placed on inactive status for a period of 56 days in 1998.

In July 1999, the requirements for a broker experience certificate changed due to amendments to HRS § 467-9.5. Following a hearing, the Hearings Officer found that the Commission acted properly in denying Petitioner's application, as the Commission was required to apply the law that existed at the time the Petitioner filed a complete application.

Because Petitioner's license was voluntarily placed on inactive status in 1998, Petitioner could not have had experience as a full-time real estate salesperson for the three-year period immediately prior to the licensing examination.

The Hearings Officer found that the Commission's application of the amended law to Petitioner's application was not a retroactive application of the law. The Commission adopted

Administrative Actions

the Hearings Officer's proposed decision.

Case 2. Petitioners applied for reinstatement of their licenses. In 1995, petitioners were ordered to pay fines and their licenses were suspended.

The order required payment of the fines as a condition for license reinstatement. Petitioners sought to reinstate their licenses in 1999. The Commission denied the application for reinstatement after finding that Petitioners had not filed for

restoration of their forfeited licenses within one year of the date of forfeiture.

The Commission required the Petitioners to reapply as new applicants.

Following a hearing, the Hearings Officer found that the Commission did not err in denying Petitioners' applications.

The Commission adopted the Hearings Officer's recommended order.

New decision on restoration of forfeited licenses

The Commission decided to change the procedures for restoration of forfeited real estate licenses for individuals at its meeting of July 27, 2000. The purpose of this change is to streamline the process and increase flexibility and options to applicants.

Applicants seeking to restore a forfeited real estate license must submit a complete restoration application, required fees, penalties, documents, and, in addition, the following based on applicability:

For licenses forfeited under one year - Applicants restoring on active licensing status must submit proof of completion of ten hours of continuing education courses ("CE") for the previous licensing biennium period. Therefore, the mandatory core course must be dated with the years of the previous licensing biennium.

For example, if restoring in 2000, the applicant must take the mandatory core course 1997-1998. However, if the previous licensing biennium's core course is not available, the applicant must take elective courses totaling a minimum of ten continuing education hours.

The current licensing biennium's mandatory core course will not be accepted for this purpose. **Applicants restoring on inactive licensing status do not require any CE.**

For licenses forfeited over one year and under four years - Regardless of whether the applicant is restoring on active or inactive licensing status, applicants have a choice of completing one of the following:

1. Complete at least fifteen hours of elective CE courses. The CE electives are to be taken from the current licensing biennium's elective courses, except that the current biennium's mandatory core course will not be accepted for this purpose. Any elective courses or mandatory core course completed from the previous licensing biennium period can be used for this purpose; or

2. Complete the three "Essentials" courses: "Essentials

of Listing," "Essentials of Finance," and "Essentials of DROA;" or

3. Successful completion of the preclicensing course for the level of license forfeited; or

4. Pass the preclicensing examination for the level of license forfeited.

For licenses forfeited over four years - Applicants must pass the preclicensing examination for the level of license forfeited.

Any continuing education course completed for the purpose of restoration of a forfeited license cannot be used for the upcoming licensing renewal.

Reprints of updated HRS Chapter 514A available

The Department of Commerce and Consumer Affairs now has updated unofficial reprints of the Condominium Property Regime, HRS Chapter 514A, available. The reprints include the 2000 Legislature's changes and have an "Amended 0400" or "Amended 0700" revision note on page 1.

To order a reprint, send a check or money order in the amount of \$1.75 to Department of Commerce and Consumer Affairs, Cashier's Office, P.O. Box 541, Honolulu, Hawaii 96809.

To purchase a reprint in person, go to the Cashier's Office, Kamamalu Building, Third Floor, 1010 Richards Street, Honolulu. The Cashier's Office closes at 4:00 pm.

Learning about laws that affect your advertising

A Hawaii real estate licensee must comply with the Real Estate Commission's advertising rules (generally § 16-99-11, Hawaii Administrative Rules) at all times. Licensees must also be aware that other laws may regulate their advertising, particularly when advertising in other states or countries or on the Internet. One example is the Federal Trade Commission Act that prohibits "unfair or deceptive acts or practices" and which would apply to improper advertising in any medium, including the Internet. In a recent publication, "Dot Com Disclosures: Information About Online Advertising," the Federal Trade Commission addresses advertising and disclosures specifically in the context of Internet technology. The following is an excerpt from that publication. This and other publications on advertising are available on the Federal Trade Commission's Web site at <http://www.ftc.gov>. In this article "Commission" means the Federal Trade Commission.

Although the number of companies advertising online—and the number of consumers shopping online—are soaring, fraud and deception may dampen consumer confidence in the e-marketplace. But cyberspace is not without boundaries, and fraud and deception are unlawful no matter what the medium. The FTC has enforced and will continue enforcing its consumer protection laws online to ensure that products and services are described truthfully in online ads and that consumers get what they pay for. These activities benefit consumers as well as sellers, who expect and deserve a fair marketplace.

Many of the general principles of advertising law apply to Internet ads, but new issues arise almost as fast as technology develops. This booklet describes the information businesses should consider as they develop online ads to ensure that they comply with the law. Briefly,

1. The same consumer protection laws that apply to commercial activities in other media apply online. The FTC Act's prohibition on "unfair or deceptive acts or practices" encompasses Internet advertising, marketing and sales. In addition, many Commission rules and guides are not limited to any particular medium used to disseminate claims or advertising, and therefore, apply to online activities.
2. Disclosures that are required to prevent an ad from being misleading, to ensure that consumers receive material information about the terms of a transaction or to further public policy goals, must be clear and conspicuous. In evaluating whether disclosures are likely to be clear and conspicuous in online ads, advertisers should consider the *placement* of the disclosure in an ad and its *proximity* to the relevant claim. Additional considerations include: the *prominence* of the disclosure; whether items in other parts of the ad *distract attention* from the disclosure; whether the ad is so lengthy that the disclosure needs to be *repeated*; whether disclosures in audio messages are presented in an adequate *volume and cadence* and visual disclosures appear for a sufficient *duration*; and, whether the language of the disclosure is *understandable* to the intended audience.
3. To make a disclosure clear and conspicuous, advertisers should:
 - Place disclosures near, and when possible, on the same screen as the triggering claim.
 - Use text or visual cues to encourage consumers to scroll down a Web page when it is necessary to view a disclosure.
 - When using hyperlinks to lead to disclosures,
 - ▶ make the link obvious;
 - ▶ label the hyperlink appropriately to convey the importance, nature and relevance of the information it leads to;
 - ▶ use hyperlink styles consistently so that consumers know when a link is available;
 - ▶ place the hyperlink near relevant information and make it noticeable;
 - ▶ take consumers directly to the disclosure on the click-through page;
 - ▶ assess the effectiveness of the hyperlink by monitoring click-through rates and make changes accordingly.
 - Recognize and respond to any technological limitations or unique characteristics of high tech methods of making disclosures, such as frames or pop-ups.
 - Display disclosures prior to purchase, but recognize that placement limited only to the order page may not always work.
 - Creatively incorporate disclosures in banner ads or disclose them clearly and conspicuously on the page the banner ad links to.
 - Prominently display disclosures so they are noticeable to consumers, and evaluate the size, color and graphic treatment of the disclosure in relation to other parts of the Web page.
 - Review the entire ad to ensure that other elements—text, graphics, hyperlinks or sound—do not distract consumers' attention from the disclosure.
 - Repeat disclosures, as needed, on lengthy Web sites and in connection with repeated claims.
 - Use audio disclosures when making audio claims, and present them in a volume and cadence so that consumers can hear and understand them.
 - Display visual disclosures for a duration sufficient for consumers to notice, read and understand them.
 - Use clear language and syntax so that consumers understand the disclosures.

on the Internet or in other states or countries

4. Commission rules and guides that use specific terms—“written,” “writing,” “printed” or “direct mail”—are adaptable to new technologies.
 - Rules and guides that apply to written ads or printed materials also apply to visual text displayed on the Internet.
 - If a seller uses email to comply with Commission rule or guide notice requirements, the seller should ensure that consumers understand that they will receive such information by email and provide it in a form that consumers can retain.
 - “Direct mail” solicitations include email. If an email invites consumers to call the sender to purchase goods or services, that telephone call and subsequent sale must comply with the Telemarketing Sales Rule requirements.

Message from the State Department of Taxation

A reader of the *Bulletin* wrote to us a few months ago to let us know that a number of real estate firms have begun adding the general excise tax (GET) to their commission amount on the Cooperating Broker’s Separate Agreement form. The reader felt that this led to confusion in determining responsibility for paying the GET, and asked if there was a State law prohibiting this practice.

The short answer is that nothing in Hawaii’s tax law prohibits this practice. However, this is a new and interesting situation that warrants a more detailed discussion.

To truly answer this question, you first need to know that the GET is a tax levied on the gross income of a business’ activities in Hawaii. That is, the person receiving business income is the person that is responsible for paying the GET.

Second, unlike sales taxes which require businesses to charge and collect a specific amount as sales tax, the GET law doesn’t say that businesses must charge and collect a certain amount as tax from the customer.

Businesses simply pay the GET out of the gross income it receives as compensation for its goods or services just as businesses pay for their other expenses. In fact, the only provision regarding this issue is one that states that the general excise tax is a component of the price being charged the customer, and businesses subject to the general excise tax therefore cannot say that there is no tax included in the price.

In a typical transaction, a broker representing the seller contracts with the seller to represent the seller for X% commission. When the property is sold, the seller’s broker and the purchaser’s broker each receive a share (usually half) of that commission.

For example, if a 6% total commission is contracted for between the seller’s broker and the seller and if the sales price is \$100,000, then the total commission is \$6,000 (\$100,000 x 6%) of which each broker receives \$3,000 (\$100,000 x 3%). For GET purposes, the \$3,000 commission is gross income subject to the GET. Each broker is responsible for paying the 4% GET on their respective \$3,000 commissions, so each must report on their GET returns \$3,000 in gross commission income and pay \$120 in GET (\$3,000 x 4%).

In the situation presented by the reader, the seller’s broker has arranged a commission of 6% with the seller that the

broker expects to split with the purchaser’s broker 50-50. However, when the purchaser’s broker returns the Cooperating Broker’s Separate Agreement, much to the seller’s broker’s surprise, the commission stated on the form is not, 3% of the sales price, but 3% of the sales price PLUS 4.166% GET! For example, if a 6% total commission is contracted for between the seller’s broker and the seller, and if the sales price is \$100,000, then the total commission is \$6,000 (\$100,000 x 6%).

The commission negotiated and received by the purchasing broker \$3,125 (\$100,000 x 3% = \$3,000; \$3,000 x 4.166% = \$125; \$3,000 + 125 = \$3,125.) That leaves \$2,875 in commission for the seller’s broker. For GET purposes, the seller’s broker’s \$2,875 commission is gross income subject to the 4% GET (\$2,875 x 4% = \$115 GET). The purchaser’s broker’s \$3,125 commission is gross income subject to the 4% GET (\$3,125 x 4% = \$125 GET).

The practice of separately showing an amount represented as the GET is known as the visible passing on of the GET.

It is important to point out here that the entire amount received by the purchaser’s broker, including the GET visibly passed on, is gross commission income subject to the 4% GET. Furthermore, the seller’s broker is NOT “collecting” the GET for the purchaser’s broker.

All that they have done is negotiated an agreement that does not split the total commission 50-50.

Though this transaction may not be to the liking of the seller’s broker, it is not prohibited by State tax law.

State tax law does not govern the payment agreements between the parties, but only looks at whether each party is correctly reporting its gross income and is paying the correct amount of tax on that income.

For more information on the visible passing on of the general excise tax, see Tax Facts No. 96-1, “General Excise vs. Sales Tax.”

This publication is available at any district tax office or by calling our request line at 587-7572 (toll-free at 1-800-222-7572). It also is available on our website at www.state.hi.us/tax. Should you have further questions, please call us at 587-4242 (toll-free at 1-800-222-3229) or e-mail us at Taxpayer_Services@tax.state.hi.us.

Education Calendar

Scheduled Continuing Education Courses

An updated schedule is available 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.

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 this year, take elective courses totaling at least 10 hours credit. Do not take core courses to reactivate a license this year. If you are restoring a license this year, read the restoration application instructions.)

OAHU

Date	Time	Course	Provider	City	Instructor	Fee (\$)
10/16/2000	09:00am	ESSENTIALS OF LISTING	HONOLULU BOARD OF REALTORS	HONOLULU	RUGGLES	69.00
10/17/2000	01:00pm	COMPUTERS, INTERNET & THE LICENSEE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
10/17/2000	06:00pm	SURVEYS, TERMITE & HOME INSPECTIONS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
10/17/2000	09:00am	ESCROW, TITLE & APPRAISALS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
10/17/2000	09:00am	RESIDENTIAL PROPERTY MANAGEMENT	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
10/18/2000	01:30pm	(c) LAW UPDATE/ETHICS 1999-2000	EDDIE FLORES REAL ESTATE	HONOLULU	GOODE JR	45.00
10/18/2000	05:30pm	PITFALLS IN MANAGING RESIDENTIAL PROPERTY	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
10/18/2000	06:00pm	CONDOMINIUMS: LAWS & ISSUE	LEEWARD COMMUNITY COLLEGE	PEARL CITY	CHONG	40.00
10/18/2000	09:00am	LISTING AND SELLING BUSINESS OPPORTUNITIES	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
10/18/2000	10:00am	AVOID LITIGATION	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	45.00
10/19/2000	01:00pm	DISCLOSURES IN HAWAII RESIDENTIAL	ABE LEE SEMINARS	HONOLULU	LEE	45.00
10/19/2000	09:00am	CONTRACTS/BUSINESS OPPORTUNITIES	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
10/20/2000	01:00pm	ZONING-ISSUES, PROBLEMS, QUESTIONS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
10/20/2000	01:00pm	HOW TO MANAGE RESIDENTIAL PROPERTIES	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
10/20/2000	06:00pm	CONDOMINIUM DEVELOPMENT PROCESS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
10/20/2000	09:00am	CRATS, CRUTS & FLPS: AN ALTERNATIVE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
10/20/2000	09:00am	HOT SPOTS IN REAL ESTATE CONTRACTS	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
10/20/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
10/21/2000	01:00pm	FAIR HOUSING	ABE LEE SEMINARS	HONOLULU	LEE	48.00
10/21/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-2000	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
10/21/2000	04:00pm	(c) LAW UPDATE/ETHICS 1999-2000	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
10/21/2000	05:30pm	(c) LAW UPDATE/ETHICS 1999-2000	ABE LEE SEMINARS	HONOLULU	LEE	48.00
10/21/2000	06:00pm	1031 TAX DEFERRED EXCHANGES	DOWER SCHOOL OF REAL ESTATE	HONOLULU	YEE	50.00
10/21/2000	08:30am	BASIC REAL ESTATE INVESTMENT ANALYSIS	LEEWARD COMMUNITY COLLEGE	PEARL CITY	CHONG	40.00
10/21/2000	09:00am	HAWAII LANDLORD-TENANT CODE	EDDIE FLORES REAL ESTATE	HONOLULU	CHANG	45.00
10/21/2000	09:00am	MEDIATION, ARBITRATION, LITIGATION	ABE LEE SEMINARS	HONOLULU	LEE	52.00
10/21/2000	09:00am	LAND USE AND PERMIT REQUIREMENTS	DOWER SCHOOL OF REAL ESTATE	HONOLULU	WILIA	50.00
10/21/2000	09:00am	LISTING AND SELLING BUSINESS OPPORTUNITIES	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
10/21/2000	12:30pm	FORECLOSURE & THE ROLE OF THE COMMISSIONER	EDDIE FLORES REAL ESTATE	HONOLULU	CHANG	45.00
10/21/2000	12:30pm	COMMERCIAL RE SALES/LEASE	LEEWARD COMMUNITY COLLEGE	PEARL CITY	CHONG	40.00
10/23/2000	01:30pm	RESIDENTIAL LANDLORD-TENANT CODE	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	40.00
10/23/2000	06:00pm	COMPUTERS, INTERNET & THE LICENSEE	ABE LEE SEMINARS	HONOLULU	LEE	45.00
10/23/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-2000	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	40.00
10/23/2000	09:00am	ESSENTIALS OF FINANCE	HONOLULU BOARD OF REALTORS	HONOLULU	GOODE JR	69.00
10/24/2000	01:00pm	ESCROW, TITLE & APPRAISALS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
10/24/2000	06:00pm	COMPUTERS, INTERNET & THE LICENSEE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
10/24/2000	09:00am	SURVEYS, TERMITE & HOME INSPECTIONS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
10/25/2000	01:00pm	PERMITS, PERMITS AND MORE PERMITS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
10/25/2000	01:30pm	PITFALLS IN DROA & ADDENDA	EDDIE FLORES REAL ESTATE	HONOLULU	GOODE JR	45.00
10/25/2000	05:30pm	(c) LAW UPDATE/ETHICS 1999-2000	EDDIE FLORES REAL ESTATE	HONOLULU	GOODE JR	45.00
10/25/2000	06:00pm	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
10/25/2000	09:00am	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	HONOLULU	LEE	48.00
10/25/2000	09:00am	LISTING AND SELLING BUSINESS OPPORTUNITIES	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
10/25/2000	10:00am	HOW TO LIST & SELL BUSINESS OPPORTUNITIES	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
10/26/2000	09:00am	CONTRACTS/BUSINESS OPPORTUNITIES	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
10/27/2000	01:00pm	(3 hrs) TIMESHARE REAL ESTATE	LYNN W CARLSON	HONOLULU	CARLSON	33.00
10/27/2000	02:00pm	1031 TAX DEFERRED EXCHANGES	DOWER SCHOOL OF REAL ESTATE	HONOLULU	YEE	50.00
10/27/2000	06:00pm	LAND USE AND PERMIT REQUIREMENTS	DOWER SCHOOL OF REAL ESTATE	HONOLULU	WILIA	50.00
10/27/2000	08:00am	BASIC REAL ESTATE INVESTMENT ANALYSIS	LYNN W CARLSON	HONOLULU	CARLSON	33.00
10/27/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
10/27/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00

Date	Time	Course	Provider	City	Instructor	Fee (\$)
10/28/2000	01:00pm	STICKS, BRICKS & STEEL UNDERSTANDING	ABE LEE SEMINARS	HONOLULU	LEE	48.00
10/28/2000	04:00pm	HAWAII LANDLORD-TENANT CODE	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
10/28/2000	06:00pm	UNDERSTANDING THE LAND USE ORDINANCES	ABE LEE SEMINARS	HONOLULU	LEE	48.00
10/28/2000	08:00am	(c) LAW UPDATE/ETHICS 1999-2000	LYNN W CARLSON	HONOLULU	CARLSON	33.00
10/28/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-2000	ABE LEE SEMINARS	HONOLULU	LEE	48.00
10/28/2000	09:00am	HOMEOWNER'S TAX STRATEGIES	EDDIE FLORES REAL ESTATE	HONOLULU	MUKAI	45.00
10/28/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
10/28/2000	12:30pm	(c) LAW UPDATE/ETHICS 1999-2000	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	45.00
10/28/2000	12:30pm	(c) LAW UPDATE/ETHICS 1999-2000	LEEWARD COMMUNITY COLLEGE	PEARL CITY	CHONG	40.00
10/30/2000	09:00am	ESSENTIALS OF THE DROA	HONOLULU BOARD OF REALTORS	HONOLULU	CHONG	69.00
10/31/2000	01:00pm	SURVEYS, TERMITE & HOME INSPECTIONS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
10/31/2000	01:30 pm	LEGAL HOTLINE ISSUES	JOHN REILLY	HONOLULU	REILLY	49.00
10/31/2000	06:00pm	ESCROW, TITLE & APPRAISALS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
10/31/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-2000	JOHN REILLY	HONOLULU	REILLY	49.00
10/31/2000	09:00am	COMPUTERS, INTERNET & THE LICENSEE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
11/01/2000	09:00am	LISTING AND SELLING BUSINESS OPPORTUNITIES	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
11/02/2000	01:00pm	ZONING-ISSUES, PROBLEMS, QUESTIONS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/02/2000	06:00Pm	CONDOMINIUM DEVELOPMENT PROCESS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/02/2000	09:00am	HUD, VA AND (NON) JUDICIAL FORECLOSURE	ABE LEE SEMINARS	HONOLULU	LEE	52.00
11/02/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	JOHN REILLY	HONOLULU	REILLY	49.00
11/02/2000	09:00am	CONTRACTS/BUSINESS OPPORTUNITIES	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
11/03/2000	01:00pm	CONDOMINIUMS: LAWS & ISSUES	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/03/2000	01:30pm	RESIDENTIAL LANDLORD-TENANT CODE	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	40.00
11/03/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-2000	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	40.00
11/03/2000	09:00am	HOT SPOTS IN REAL ESTATE CONTRACTS	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/03/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
11/04/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-2000	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/04/2000	06:00pm	FAIR HOUSING	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/04/2000	09:00am	DISCLOSURES IN HAWAII RESIDENTIAL	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/04/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
11/06/2000	01:00pm	SURVEYS, TERMITE & HOME INSPECTIONS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
11/06/2000	09:00am	COMPUTERS, INTERNET & THE LICENSEE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
11/08/2000	01:00pm	PERMITS, PERMITS AND MORE PERMITS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/08/2000	06:00pm	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/08/2000	09:00am	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/08/2000	09:00am	LISTING AND SELLING BUSINESS OPPORTUNITIES	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
11/09/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/09/2000	09:00am	CONTRACTS/BUSINESS OPPORTUNITIES	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
11/10/2000	02:00pm	1031 TAX DEFERRED EXCHANGES	DOWER SCHOOL OF REAL ESTATE	HONOLULU	YEE	50.00
11/10/2000	06:00pm	LAND USE AND PERMIT REQUIREMENTS	DOWER SCHOOL OF REAL ESTATE	HONOLULU	WILIA	50.00
11/10/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
11/10/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/11/2000	01:00pm	UNDERSTANDING THE LAND USE ORDINANCES	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/11/2000	01:00pm	RESIDENTIAL PROPERTY MANAGEMENT	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/11/2000	05:30pm	(c) LAW UPDATE/ETHICS 1999-2000	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/11/2000	09:00am	STICKS, BRICKS & STEEL UNDERSTANDING	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/11/2000	09:00am	RISK REDUCTION WHEN LISTING	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/11/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
11/14/2000	01:00pm	COMPUTERS, INTERNET & THE LICENSEE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
11/14/2000	06:00pm	SURVEYS, TERMITE & HOME INSPECTIONS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
11/14/2000	09:00am	CONDOMINIUMS: LAWS & ISSUES	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/14/2000	09:00am	MEDIATION, ARBITRATION, LITIGATION	ABE LEE SEMINARS	HONOLULU	LEE	52.00
11/15/2000	01:00pm	ZONING-ISSUES, PROBLEMS, QUESTIONS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/15/2000	06:00pm	CONDOMINIUM DEVELOPMENT PROCESS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/15/2000	09:00am	CRATS, CRUTS & FLPS: AN ALTERNATIVE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/15/2000	09:00am	LISTING AND SELLING BUSINESS OPPORTUNITIES	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
11/16/2000	01:00pm	HOW TO MANAGE RESIDENTIAL PROPERTIES	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/16/2000	06:00pm	(c) LAW UPDATE/ETHICS 1999-2000	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	40.00
11/16/2000	09:00am	CONTRACTS/BUSINESS OPPORTUNITIES	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
11/17/2000	01:00pm	HOT SPOTS IN REAL ESTATE CONTRACTS	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/17/2000	01:30pm	LEGAL HOTLINE ISSUES	JOHN REILLY	HONOLULU	REILLY	49.00
11/17/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-2000	JOHN REILLY	HONOLULU	REILLY	49.00
11/17/2000	09:00am	RISK REDUCTION WHEN LISTING	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/17/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
11/18/2000	01:00pm	DISCLOSURES IN HAWAII RESIDENTIAL	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/18/2000	01:00pm	1031 TAX DEFERRED EXCHANGES	DOWER SCHOOL OF REAL ESTATE	HONOLULU	YEE	50.00
11/18/2000	06:00pm	FAIR HOUSING	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/18/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-2000	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/18/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/18/2000	09:00am	LAND USE AND PERMIT REQUIREMENTS	DOWER SCHOOL OF REAL ESTATE	HONOLULU	WILIA	50.00

Date	Time	Course	Provider	City	Instructor	Fee (\$)
11/20/2000	01:00pm	PERMITS, PERMITS AND MORE PERMITS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/20/2000	06:00pm	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/20/2000	09:00am	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/21/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/21/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	JOHN REILLY	HONOLULU	REILLY	49.00
11/22/2000	01:15pm	(3 hrs) AVOIDING PITFALLS	JOHN REILLY	HONOLULU	PIETSCH	49.00
11/22/2000	05:00pm	LEGAL HOTLINE ISSUES	JOHN REILLY	HONOLULU	REILLY	49.00
11/22/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-2000	JOHN REILLY	HONOLULU	REILLY	49.00
11/22/2000	09:00am	LISTING AND SELLING BUSINESS OPPORTUNITIES	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
11/23/2000	09:00am	CONTRACTS/BUSINESS OPPORTUNITIES	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
11/24/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-2000	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/24/2000	06:00pm	DISCLOSURES IN HAWAII RESIDENTIAL	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/24/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	RICHARD W DAGGETT	HONOLULU	DAGGETT	50.00
11/24/2000	09:00am	LAND USE AND PERMIT REQUIREMENTS	DOWER SCHOOL OF REAL ESTATE	HONOLULU	WILIA	50.00
11/25/2000	01:00pm	ZONING-ISSUES, PROBLEMS, QUESTIONS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/25/2000	06:00pm	CONDOMINIUM DEVELOPMENT PROCESS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/25/2000	09:00am	CRATS, CRUTS & FLPS: AN ALTERNATIVE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/27/2000	01:00pm	ESCROW, TITLE & APPRAISALS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
11/27/2000	06:00pm	COMPUTERS, INTERNET & THE LICENSEE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
11/27/2000	08:00am	BASIC REAL ESTATE INVESTMENT ANALYSIS	LYNN W CARLSON	HONOLULU	CARLSON	33.00
11/27/2000	09:00am	SURVEYS, TERMITE & HOME INSPECTION	ABE LEE SEMINARS	HONOLULU	LEE	50.00
11/27/2000	12:45pm	(c) LAW UPDATE/ETHICS 1999-2000	LYNN W CARLSON	HONOLULU	CARLSON	33.00
11/28/2000	01:30pm	RESIDENTIAL LANDLORD-TENANT CODE	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	40.00
11/28/2000	01:30pm	LEGAL HOTLINE ISSUES	JOHN REILLY	HONOLULU	REILLY	49.00
11/28/2000	08:00am	(3 hrs) TIMESHARE REAL ESTATE-1	LYNN W CARLSON	HONOLULU	CARLSON	33.00
11/28/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-2000	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	40.00
11/28/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-2000	JOHN REILLY	HONOLULU	REILLY	49.00
11/28/2000	12:30pm	(c) LAW UPDATE/ETHICS 1999-2000	LYNN W CARLSON	HONOLULU	CARLSON	33.00
11/29/2000	01:00pm	FAIR HOUSING	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/29/2000	01:00pm	(3 hrs) TIMESHARE REAL ESTATE	LYNN W CARLSON	HONOLULU	CARLSON	33.00
11/29/2000	05:30pm	(c) LAW UPDATE/ETHICS 1999-2000	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/29/2000	08:00am	BASIC REAL ESTATE INVESTMENT ANALYSIS	LYNN W CARLSON	HONOLULU	CARLSON	33.00
11/29/2000	09:00am	DISCLOSURES IN HAWAII RESIDENTIAL	ABE LEE SEMINARS	HONOLULU	LEE	48.00
11/29/2000	09:00am	(c) LAW UPDATE/ETHICS 1999-2000	JOHN REILLY	HONOLULU	REILLY	49.00
12/02/2000	01:00pm	PERMITS, PERMITS AND MORE PERMITS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/02/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-2000	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
12/02/2000	06:00pm	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/02/2000	09:00am	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/02/2000	09:00am	HOW TO MANAGE RESIDENTIAL PROPERTIES	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
12/05/2000	01:00pm	HUD, VA AND (NON) JUDICIAL FORECLOSURE	ABE LEE SEMINARS	HONOLULU	LEE	52.00
12/05/2000	06:00pm	UNDERSTANDING THE LAND USE ORDINANCES	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/05/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-2000	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/07/2000	01:00pm	ZONING-ISSUES, PROBLEMS, QUESTIONS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/07/2000	06:00pm	MEDIATION, ARBITRATION, LITIGATION	ABE LEE SEMINARS	HONOLULU	LEE	52.00
12/07/2000	09:00am	CRATS, CRUTS & FLPS: AN ALTERNATIVE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/09/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-2000	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/09/2000	06:00pm	SURVEYS, TERMITE & HOME INSPECTION	ABE LEE SEMINARS	HONOLULU	LEE	50.00
12/09/2000	09:00am	COMPUTERS, INTERNET & THE LICENSEE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
12/12/2000	01:00pm	PERMITS, PERMITS AND MORE PERMITS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/12/2000	06:00pm	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/12/2000	09:00am	HUD, VA AND (NON) JUDICIAL FORECLOSURE	ABE LEE SEMINARS	HONOLULU	LEE	52.00
12/14/2000	01:00pm	UNDERSTANDING THE LAND USE ORDINANCES	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/14/2000	06:00pm	MEDIATION, ARBITRATION, LITIGATION	ABE LEE SEMINARS	HONOLULU	LEE	52.00
12/14/2000	09:00am	STICKS, BRICKS & STEEL UNDERSTANDING	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/16/2000	01:00pm	ZONING-ISSUES, PROBLEMS, QUESTIONS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/16/2000	06:00pm	CONDOMINIUM DEVELOPMENT PROCESS	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/16/2000	09:00am	CRATS, CRUTS & FLPS: AN ALTERNATIVE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/19/2000	01:00pm	ESCROW, TITLE & APPRAISALS	ABE LEE SEMINARS	HONOLULU	LEE	50.00
12/19/2000	06:00pm	COMPUTERS, INTERNET & THE LICENSEE	ABE LEE SEMINARS	HONOLULU	LEE	50.00
12/19/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-2000	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/21/2000	01:00pm	HUD, VA AND (NON) JUDICIAL FORECLOSURE	ABE LEE SEMINARS	HONOLULU	LEE	52.00
12/21/2000	06:00pm	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/21/2000	09:00am	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/22/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-2000	ABE LEE SEMINARS	HONOLULU	LEE	48.00
12/22/2000	06:00pm	MEDIATION, ARBITRATION, LITIGATION	ABE LEE SEMINARS	HONOLULU	LEE	40.00
12/22/2000	09:00am	STICKS, BRICKS & STEEL UNDERSTANDING	ABE LEE SEMINARS	HONOLULU	LEE	48.00

Date	Time	Course	Provider	City	Instructor	Fee (\$)
HILO						
10/30/2000	01:45pm	(3 hrs) BUYER REPRESENTATION	SEILER SCHOOL OF REAL ESTATE	HILO	SEILER	40.00
10/30/2000	08:30am	(3 hrs) REAL ESTATE AND TAXES!	SEILER SCHOOL OF REAL ESTATE	HILO	SEILER	40.00
KAUAI						
10/21/2000	09:00am	ESSENTIALS OF LISTING	HAWAII ASSOCIATION OF REALTORS	KAMUELA	GOODALE	50.00
10/26/2000	01:00pm	HOW TO MANAGE RESIDENTIAL PROPERTIES	DUPLANTY SCHOOL OF REAL ESTATE	LIHUE	DUPLANTY	45.00
10/26/2000	09:00am	RESIDENTIAL PROPERTY MANAGEMENT	DUPLANTY SCHOOL OF REAL ESTATE	LIHUE	DUPLANTY	45.00
10/27/2000	01:00pm	(c) LAW UPDATE/ETHICS 1999-2000	DUPLANTY SCHOOL OF REAL ESTATE	LIHUE	DUPLANTY	45.00
10/27/2000	09:00am	CONDOMINIUMS: LAWS & ISSUES	DUPLANTY SCHOOL OF REAL ESTATE	LIHUE	DUPLANTY	45.00
10/28/2000	09:00am	ESSENTIALS OF THE DROA	HAWAII ASSOCIATION OF REALTORS	KAMUELA	BEGIER	50.00
KONA						
10/17/2000	09:00am	ESSENTIALS OF THE DROA	KONA BOARD OF REALTORS INC	KAILUA-KONA	SPADINGER	60.00
10/18/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-2000	ABE LEE SEMINARS	KAILUA-KONA	LEE	45.00
10/23/2000	01:45pm	(3 hrs) REAL ESTATE AND TAXES!	SEILER SCHOOL OF REAL ESTATE	KAILUA-KONA	SEILER	40.00
10/23/2000	08:30am	(3 hrs) BUYER REPRESENTATION	SEILER SCHOOL OF REAL ESTATE	KAILUA-KONA	SEILER	40.00
10/24/2000	09:00am	ESSENTIALS OF FINANCE	KONA BOARD OF REALTORS INC	KAILUA-KONA	SPADINGER	60.00
11/03/2000	08:30am	RESIDENTIAL PROPERTY MANAGEMENT	MAX SHERLEY REAL ESTATE CENTER	KAILUA-KONA	SHERLEY	45.00
11/03/2000	12:45pm	FAIR HOUSING	MAX SHERLEY REAL ESTATE CENTER	KAILUA-KONA	SHERLEY	45.00
11/04/2000	01:15pm	INTRODUCTION TO BROKER MANA	MAX SHERLEY REAL ESTATE CENTER	KAILUA-KONA	SHERLEY	45.00
11/04/2000	08:00am	(c) LAW UPDATE/ETHICS 1999-2000	MAX SHERLEY REAL ESTATE CENTER	KAILUA-KONA	SHERLEY	45.00
11/18/2000	05:30pm	INTRODUCTION TO BROKER MANAGEMENT	AKAHI REAL ESTATE NETWORK LLC	KAILUA-KONA	SPADINGER	49.00
11/18/2000	08:00am	FAIR HOUSING	AKAHI REAL ESTATE NETWORK LLC	KAILUA-KONA	SPADINGER	49.00
11/18/2000	12:30pm	(c) LAW UPDATE/ETHICS 1999-2000	AKAHI REAL ESTATE NETWORK LLC	KAILUA-KONA	SPADINGER	49.00
MAUI						
10/17/2000	09:00am	ESSENTIALS OF THE DROA	MAUI BOARD OF REALTORS INC	KAHULUI	WALLS	60.00
10/18/2000	09:00am	(3 hrs) BUYER REPRESENTATION	SEILER SCHOOL OF REAL ESTATE	KIHEI	SEILER	40.00
10/18/2000	09:00am	ESSENTIALS OF FINANCE	MAUI BOARD OF REALTORS INC	KAHULUI	MOORE	60.00
10/19/2000	09:00am	ESSENTIALS OF LISTING	MAUI BOARD OF REALTORS INC	KAHULUI	WALLS	60.00
10/25/2000	01:30pm	BASIC REAL ESTATE INVESTMENT ANALYSIS	LYNN W CARLSON	LAHAINA	CARLSON	33.00
10/25/2000	06:00pm	(3 hrs) TIMESHARE REAL ESTATE-1	LYNN W CARLSON	LAHAINA	CARLSON	33.00
10/25/2000	08:00am	(c) LAW UPDATE/ETHICS 1999-2000	LYNN W CARLSON	LAHAINA	CARLSON	33.00
10/25/2000	09:00am	(3 hrs) REAL ESTATE AND TAXES!	SEILER SCHOOL OF REAL ESTATE	KIHEI	SEILER	40.00
10/30/2000	06:00pm	(3 hrs) TIMESHARE REAL ESTATE-1	LYNN W CARLSON	WAILEA	CARLSON	33.00
10/30/2000	08:00am	BASIC REAL ESTATE INVESTMENT ANALYSIS	LYNN W CARLSON	WAILEA	CARLSON	33.00
10/30/2000	12:30pm	(c) LAW UPDATE/ETHICS 1999-2000	LYNN W CARLSON	WAILEA	CARLSON	33.00
10/31/2000	08:30am	(3 hrs) REAL ESTATE AND TAXES!	MAUI BOARD OF REALTORS INC	KAHULUI	SEILER	45.00
10/31/2000	12:45pm	(3 hrs) BUYER REPRESENTATION	MAUI BOARD OF REALTORS INC	KAHULUI	SEILER	45.00
11/01/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-2000	SEILER SCHOOL OF REAL ESTATE	KIHEI	SEILER	40.00
11/07/2000	01:00pm	HOT SPOTS IN REAL ESTATE CO	MAUI BOARD OF REALTORS INC	KAHULUI	DUPLANTY	45.00
11/07/2000	08:30am	RISK REDUCTION WHEN LISTING	MAUI BOARD OF REALTORS INC	KAHULUI	DUPLANTY	45.00
11/14/2000	01:00pm	COMMERCIAL RE SALES/LEASE	MAUI BOARD OF REALTORS INC	KAHULUI	CHONG	45.00
11/14/2000	06:00pm	(3 hrs) TIMESHARE REAL ESTATE-1	LYNN W CARLSON	LAHAINA	CARLSON	33.00
11/14/2000	08:00am	BASIC REAL ESTATE INVESTMENT ANALYSIS	LYNN W CARLSON	LAHAINA	CARLSON	33.00
11/14/2000	08:30am	INTRODUCTION TO BROKER MANAGEMENT	MAUI BOARD OF REALTORS INC	KAHULUI	CHONG	45.00
11/14/2000	12:30pm	(c) LAW UPDATE/ETHICS 1999-2000	LYNN W CARLSON	LAHAINA	CARLSON	33.00
11/16/2000	01:45pm	(3 hrs) REAL ESTATE AND TAXES!	MAUI BOARD OF REALTORS INC	KAHULUI	SEILER	45.00
11/16/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-	MAUI BOARD OF REALTORS INC	KAHULUI	MOORE	45.00
11/28/2000	01:45pm	(3 hrs) BUYER REPRESENTATION	MAUI BOARD OF REALTORS INC	KAHULUI	SEILER	45.00
11/28/2000	08:30am	(c) LAW UPDATE/ETHICS 1999-2000	MAUI BOARD OF REALTORS INC	KAHULUI	WALLS	45.00
OTHER						
CONSENSUAL DUAL AGENCY (COMPUTER)			JOHN REILLY	COMPUTER	REILLY	
TAX FREE EXCHANGE OF RESIDENTIAL PROPERTY			JOHN REILLY	COMPUTER	REILLY	

Continuing Education Providers

NAME

TELEPHONE

ABE LEE SEMINARS		988-3751
AKAHI REAL ESTATE NETWORK LLC		331-5300
CENTURY 21 REAL ESTATE SCHOOL		263-4074
DOWER SCHOOL OF REAL ESTATE		988-5445
DUPLANTY SCHOOL OF REAL ESTATE		737-5507
EDDIE FLORES REAL ESTATE CONTINUING EDUCATION		521-3044
HAWAII ASSOCIATION OF REALTORS		737-4000
HONOLULU BOARD OF REALTORS		732-3000
JOHN REILLY	REAL ESTATE CONTINUING ED CO	523-5030
KAPIOLANI COMMUNITY COLLEGE	OFFICE OF COMMUNITY SERVICES	734-9211
KONA BOARD OF REALTORS INC		329-4874
LEEWARD COMMUNITY COLLEGE	OFFICE OF CONTINUING ED & TRAINING	455-0477
LISHAN Z. CHONG	PACIFIC REAL ESTATE INSTITUTE	524-1505
LYNN W CARLSON		874-4064
MAUI BOARD OF REALTORS INC		873-8585
MAX SHERLEY REAL ESTATE CENTER		871-9714
RICHARD W DAGGETT		923-0122
SEILER SCHOOL OF REAL ESTATE		874-3100
UNIVERSITY OF HAWAII AT MANOA	SBMP - OUTREACH COLLEGE	956-8244

2000 Meeting Schedule

NOTE: Meeting dates and times are subject to change without notice. Please call the Real Estate Commission's office at 586-2643 to confirm dates, times, and locations of the meetings.

Unless otherwise noted, all meetings are in the Kapuawai Room on the second floor of the HRH Princess Victoria Kamamalu Building at 1010 Richards Street in Honolulu.

Real Estate Commission—9 a.m.

Thursday, October 26
Thursday, November 30
Friday, December 15

Laws & Rules Review Committee—9 a.m.

Education Review Committee—10 a.m.
Condominium Review Committee—11 a.m.

Wednesday, November 15
Thursday, December 14

**State of Hawaii
Real Estate Commission Bulletin
250 South King Street, Room 702
Honolulu, Hawaii 96813**

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