



BULLETIN

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<http://www.hawaii.gov/hirec>

October 1998

All licenses must be renewed by Dec. 31, 1998

It's time to renew your license. All real estate licenses, without exception, must be renewed by December 31, 1998. Renewal applications were mailed out at the end of October.

If you do not receive a renewal application by mid-November, call Licensing Branch at 586-3000 to have a duplicate issued.

Registrations for condominium hotel operators, condominium managing agents, prelicense schools, CE providers, prelicense and CE instructors, and CE courses will also expire on December 31, 1998.

Licensees are urged to submit their renewal applications as soon as possible. PB's and BIC's, in particular, should renew their licenses and those of their company or branch office as early as possible.

Active Licensees

If you have an active license and want to continue your active status, you must also complete 10 hours of approved continuing education courses. One of the courses must be "Law Update and Ethics 1997-1998."

If you renew but fail to fulfill the CE requirement by December 31, your license will be renewed on inactive status.

To reactivate, you will have to complete the CE requirement and submit a change form. The fee to reactivate is \$25.

If you fail to renew, your license will fall into forfeited status. If your license is inactive or forfeited, you will not be able to conduct real estate activities in 1999.

Principal Brokers and Brokers in Charge

If you are a principal broker or broker in charge and fail to renew on active status, no one in your company or branch office will be able to provide any service to clients. All of the licenses that depend on you, your company or real estate branch office, and all affiliated licensees, will be placed on inactive status. You will have to submit all documents and fees to reactive each license individually.

PB's are also responsible for renewing the license of the company and its branch offices. The Commission is offering batch renewal workshops again this year to assist PB's. See

the accompanying article for more information.

Inactive Licensees

Although your license is on inactive status, you must still renew your license by December 31, 1998. Failure to renew your license will result in forfeiture of license.

You (inactive licensee) may renew your license on inactive status without completing your continuing education requirement.

However, be aware that if you decide to active your license in 1999, you will have to complete 10 hours of CE courses and there may be very few courses available.

CE courses are offered by private businesses, by some community colleges, and by the University of Hawaii.

The Commission does not offer courses and has no control over scheduling of courses or registration fees.

Pocket Cards

Active pocket cards will be mailed out throughout the renewal period. You will receive an active pocket card if all of the following have occurred:

- You submitted a complete renewal application, including the appropriate fee.
- You completed your CE requirement and your registration information has been received from your CE provider.
- Your principal broker and company, and, if applicable, broker in charge and branch office, have successfully renewed their licenses on active status.

Fees

Renewal fees include contributions to the education fund and compliance resolution fund.

Fees for real estate licensees are the same as they were for the 1994 and 1996 renewals:

Salesperson and Broker-Salesperson	\$180
Corporation, Partnership, LLC, LLP	230
Sole Proprietor	210
Branch Office	180

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License renewal due by Dec. 31

Continued from page 1

Fees for expiring registrations are listed below. Registrations are on a biennial basis.

Condominium Managing Agent	\$170
Condominium Hotel Operator	190
Prelicense School	440
Prelicense Instructor	190
CE Provider	240
CE Instructor	120
	(plus 20/course)
CE Course	150
CE Course—National	25

Batch renewal sessions

The Commission conducted batch renewal sessions in 1994 and 1996 and will again offer these sessions to principal brokers this year.

The batch renewal process requires the PB to handle some of the logistical work and submit applications early. In return, the renewals receive priority processing and licensees will receive pocket cards before December 31. In a change this year, PB's may submit batch renewals at the sessions.

The batch renewal process requires the PB to assemble all renewal applications for the company and submit them as a single package by November 30.

1. The package must include the renewal applications of the PB, the company, all branch offices, all brokers in charge, and all affiliated licensees.

2. Attach a separate check to each application. Although personal or company checks will be accepted, PB's are urged to submit cashier's checks for the PB, company, BIC's and branch offices.

Interested PB's and administrative personnel responsible for renewals should attend one of the workshops listed below.

Oahu—Kamamalu Building, 1010 Richards St., Second Floor, Honolulu

Nov. 4, 1998	2 p.m.	Kapuaiwa Room
Nov. 13, 1998	9 a.m.	Kapuaiwa Room
Nov. 17, 1998	9 a.m.	Kapuaiwa Room
Nov. 24, 1998	2 p.m.	Kapuaiwa Room

Maui—Maui Board of REALTORS, Conference Room, 2115 Wells St., Wailuku

Nov. 5, 1998 9 a.m.

Hilo—Hawaii Island Board of REALTORS, 14 Wai-anuenue Ave., Hilo

Nov. 9, 1998 9 a.m.

Kona—Kona Board of REALTORS, Hillside Plaza, 76-6225 Kuakini Highway, Suite C-104, Kailua-Kona

Nov. 12, 1998 9 a.m.

Kauai—Kauai Board of REALTORS, 4359 Kukui Grove, Suite 103, Lihue

Nov. 18, 1998 9 a.m.

7.25% tax will be imposed on time share plan managers beginning Jan. 1, 1999

Act 156 increases the transient accommodations tax (TAT) to 7.25 percent, creates a Hawaii Tourism Authority, and subjects timesharing to the TAT.

Prior to Act 156, there was no dedicated source of funds to develop, market, and research tourism.

Act 156 implements a recommendation of the Economic Revitalization Task Force (Task Force) convened by the Governor, the President of the Senate, and the Speaker of the House of Representatives to provide a dedicated source of tourism marketing funds which would allow Hawaii to compete with other tourist destinations.

The TAT is increased from six percent to 7.25 percent, beginning on January 1, 1999, to provide these marketing funds. The Hawaii Tourism Authority is established to oversee these marketing funds and planning regarding the tourist industry.

Hawaii Revised Statutes (HRS) § 237-17(b), relating to the motion picture and film credit, is amended by Act 156 to increase the amount of the credit which may be claimed for transient accommodation expenditures from six percent to 7.25 percent effective January 1, 1999.

The TAT is imposed on the gross rental income received by an operator of transient accommodations if the accommodations were occupied by a transient for less than 180 consecutive days. Prior to Act 156, occupants of a timeshare unit were subject to the TAT only if the unit was rented.

Act 156 imposes the TAT on occupants of timeshares, effective January 1, 1999. Timeshare plan managers are liable for the TAT under section 16 of Act 156, in the same manner that hotel operators were liable for the TAT prior to Act 156.

The TAT will be imposed on timeshare plan managers based upon the unit's "fair market rental value," which is defined in section 15 of Act 156 as "an amount equal to one-half the gross daily maintenance fees that are paid by the owner, are attributable to the time share unit, and include maintenance costs, operational costs, insurance, repair costs, administrative costs, taxes, other than transient accommodations taxes, and other costs including payments required for reserves or sinking funds. The taxpayer shall use gross daily maintenance fees, unless the taxpayer proves or the director determines that the gross daily maintenance fees do not fairly represent fair market rental value taking into account comparable transient accommodation rentals or by other appraisal methods."

The Department has had discussions with the timeshare industry and will have further discussions with the industry before issuing additional guidance regarding the application of Act 156 and other state taxes to the timeshare industry.

The Chair's Message

What do real estate brokers and salespersons have to do every two years? They have to renew their licenses. What do active real estate licensees have two years to do?



Active licensees have two years to take ten hours of approved continuing education (CE) courses. By December 31 this year all real estate licensees must submit their renewal applications and pay the appropriate fee or their licenses will be forfeited on January 1, 1999. Licensees who renew on active status must also have completed ten hours of CE courses.

If you have been putting off taking your CE courses, now is the time. You are out of tomorrows. If you have an active license, you need to take your CE courses now. By the time you receive this Bulletin, there will be fewer than 60 days to the end of the year. With the holidays approaching and some providers not offering courses at the end of the year, your opportunities are dwindling. Check the schedule on pages 8, 9, 10, and 11 or the Commission's web site www.hawaii.gov/hirec for an updated schedule, and sign up today. As of September 30, fewer than 3,000 licensees had completed their CE requirements.

In November, the Commission's staff will conduct a series of batch renewal workshops to assist real estate brokerages in completing renewal applications. This year, the staff will also accept renewal applications at the workshops. Batch renewals will receive priority handling. It is critical that the brokerage, its principal broker, and any brokers in charge renew their licenses correctly. Any deficiencies in those licenses will impact all affiliated licensees. My advice is to renew early and renew correctly.

It has been a number of years since we published an article on advertising. This issue includes basic information on the advertising rules. The rules apply to all forms of advertising by a licensee.

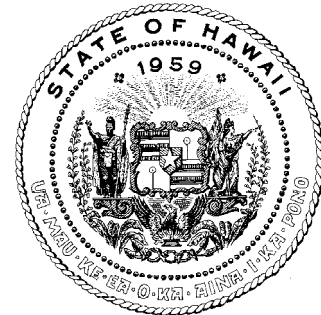
On September 18, the Commission's three standing committees convened their meetings on Kauai. Licensees on Kauai and those attending the Hawaii Association of REALTORS® convention had an opportunity to observe the committees in action, ask questions, and offer comments. These neighbor island meetings are a great opportunity to meet the commissioners and staff and have some input in licensing and condominium issues. The next neighbor island meetings are scheduled for the Big Island in spring, 1999.

If you haven't been to the Commission's Web site at

www.hawaii.gov/hirec, you may want to stop by the next time you are on the Internet. In the year ending June 30, the site received 23,524 hits. We update the site regularly and are continually adding useful information. Visitors will find notices of workshops and seminars, agendas of Commission and committee meetings, the change form and office location form, updated schedules of CE and prelicense courses, and Commission publications.

Aloha,

Alvin M. Imamura
Chair



State of Hawaii
Real Estate Commission
Telephone 586-2643

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

Administrative Actions

Barbara J. Bradley, fka Barbara Jorene Jacobs—REC 94-243-L and 95-126-L

On April 1, 1998, RICO filed a Petition for Disciplinary Action against Respondent alleging she failed to account for moneys and failed to notify the Commission that the California Department of Real Estate revoked her California real estate broker's license in 1993 and she failed to notify the Commission within 30 days of the decision. Under terms of a Settlement Agreement After Filing of Petition for Disciplinary Action, Respondent agreed to pay a \$500 fine. She also agreed to complete the Commission's Professional Responsibility Course within six months of Commission approval of the Settlement Agreement.

The Commission approved the Settlement Agreement on June 26, 1998.

Manuel L. Valin, dba Realty Consultants, and Memito N. Ablan—REC 95-24-L

On September 15, 1995, RICO filed a Petition for Disciplinary Action against Respondents. RICO alleged that Respondent Ablan failed to keep his clients, the sellers, informed of the status of the sales transaction as well as misrepresented to the sellers material facts concerning the transaction, and that Respondent Valin failed to monitor the real estate activities of Respondent Ablan. The Hearings Officer concluded that Respondent Ablan violated HRS §§4367B-19(9) (conduct or practice contrary to recognized standards of ethics for the licensed profession or vocation), 467-14(1) (making any misrepresentation concerning any real estate transaction), 14(13) (violating chapter 467 or the rules adopted pursuant thereto), and HAR §16-99-3(b) (the licensee shall protect the public against fraud, misrepresentation, or unethical practices in the real estate field). The Hearings Officer found that Respondent Valin violated HRS §§467-14(13) and HAR §§16-99-3(b), and 16-99-71 (real estate activities of each firm shall be under the direct management and supervision of a principal broker.) The Hearings Officer recommended the Commission suspend Respondent Ablan's salesperson's license for one year and require him to take a real estate education course as a condition of reinstatement of his license. The Hearings Officer also recommended the Commission assess a \$1,000 civil penalty against Respondent Valin, with the \$1,000 to be paid within 180 days of the Commission's final order.

The Commission accepted the Hearings Officer's recommendations on June 26, 1998.

Cecelia L. Bulkley—REC 97-133-L

In July 1997, the Department of Taxation informed RICO that Respondent was in default of her agreement for payment of taxes owed. In November 1997, the Department of Taxation notified RICO that Respondent had made back payments and brought herself in compliance with the payment plan. Under terms of a Settlement Agreement Prior to Filing of Petition for Disciplinary Action, Respondent agreed to meet

her tax obligations stemming from a 1996 agreement with the Department of Taxation and to notify RICO in writing when her payments are completed. Respondent also agreed to pay a \$500 fine, with payment stayed as long as Respondent complies with the terms of this Settlement Agreement.

The Commission accepted the Settlement Agreement on July 24, 1998.

Robert H. Klaesson and Donna S. Klaesson—REC 96-3-L, -87-L, and 96-99-L

On October 7, 1997, RICO filed a petition for disciplinary action against Respondents. RICO alleged that in 1981, Respondents formed a condominium management company on Kauai known as RHK, with Respondent Robert Klaesson as principal broker. In April 1994, Respondents sold RHK to a buyer, and the name of the company was changed. Respondent Robert Klaesson remained on as the principal broker until September 22, 1995. RICO alleged that Respondents arranged for "consulting fees" totaling \$88,839.78 to be paid to them from contractors they recommended that the associations they managed employ to repair property damage caused by Hurricane Iniki, although their receipt of these consulting fees were never authorized by the associations. RICO also alleged Respondents charged \$20,057.28 to the client trust accounts of three RHK condominium clients by making false book entries on those associations' financial statements and disbursement journals showing contractor charges that were never paid to the contractor but were instead withdrawn by Respondents themselves without disclosing the withdrawal to either the associations or the buyer.

In December 1995, the buyer filed a civil action against Respondents in U.S. District Court for rescission of the RHK transaction and the return of his purchase price, consequential damages and punitive damages. The court found, among other things, that Respondents diverted client trust funds, made false accounting entries in RHK books, improperly commingled nonclient funds with client funds, caused RHK to receive \$81,244.68 unauthorized fees, and had a cash deficiency of over \$145,474.83 in the client trust account which RHK transferred to the buyer. The court also found that Respondents attempted to cover up the diversion of funds by making false and misleading entries in the associations' disbursement journals, requesting contractors to issue bogus "in-and-out" entries on their own books, leaving the funds in the client trust account rather than issuing a check to RHK for them, and removing from RHK's records the invoices and memoranda to the contractor which reflected the scheme.

Based on these findings, Respondents were found to have committed fraud.

RICO charged Respondents with violating HAR §§16-99-3(a) (licensee shall conduct business in accordance with this section), (b) (licensee shall protect the public against fraud, misrepresentation, or unethical practices), (c) (licensee shall not be a party to the naming of a false consideration in any document), (e) (broker shall keep client's moneys in an

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account separate from broker's own funds), (f) (agreements shall be in writing), (h) broker will not accept commission, rebate, or profit without owner's knowledge and consent), (v) (licensee shall not convert other people's moneys to licensee's own use), 16-99-4(b) (client trust account records to be kept in accordance with standard accounting principles), (c) (broker not to commingle interest in client's trust account), (h) (principal brokers shall not commingle client's funds with other moneys), HRS §§467-14(8) (conduct constituting fraudulent or dishonest dealings), (15) (commingling), and (16) (converting other people's moneys to the licensee's own use.)

The Hearings Officer recommended that Respondents' licenses be revoked for five years and that Respondents be fined \$10,000 to be paid within 60 days of the Commission's Final Order.

In its Final Order, the Commission ordered revocation of Respondent Robert Klaesson's broker's license and Respondent Donna Klaesson's salesperson's license and said Respondents may not reapply for a license for five years. In addition, the Commission assessed \$5,000 for each violation and fined Respondent Robert Klaesson \$65,000 and Respondent Donna Klaesson \$50,000, with both fines to be paid within 60 days of the Commission's Final Order. The Commission approved the Final Order on July 24, 1998.

Walter T. Nagao—REC 97-119-L

RICO received a complaint that Respondent failed to comply with the Installment Plan Agreement he had entered into with the State Department of Taxation on December 18, 1996. However, in June 1998, Respondent paid all amounts owed on the Agreement. Under terms of a Settlement Agreement Prior to Filing of Petition for Disciplinary Action, Respondent agreed to pay a \$500 fine within 30 days of Commission approval of the agreement. He also agreed to comply fully with the new Installment Plan Agreement in order to continue to be licensed as a real estate broker.

The Commission approved the Settlement Agreement on August 28, 1998.

Yoshiro Kubota—REC 98-3-L

Respondent admitted he violated HAR §16-99-11 in placing a certain advertisement. Respondent further stated he did so without the authorization of his broker. Under terms of a Settlement Agreement Before Filing of Petition for Disciplinary Action, Respondent agreed to pay a \$500 fine within 30 days of Commission approval of the Agreement.

The Commission approved the Settlement Agreement on August 28, 1998.

Kumulani Vacations and Realty, Inc., dba Kumulani Rentals and David William Cudlipp—REC 98-28-L

RICO received complaints that Respondents failed to properly handle the management of a condominium rental located in Kihei, Maui. Respondents did not admit violating

any licensing statute or regulation but entered into a Settlement Agreement Prior to Filing of Petition for Disciplinary Action to avoid further controversy and expense. Respondents agreed to pay a \$500 civil penalty to be stayed so long as Respondents comply with terms of the Settlement Agreement. Respondents further agreed to pay restitution of \$198.30 within 30 days of Commission approval of the Settlement Agreement. The Commission approved the Settlement Agreement on August 28, 1998.

Virginia E. Acoba—REC 95-239-L

RICO filed a petition for disciplinary action against Respondent on September 15, 1997. Prior to April 1995, Respondent approached Complainant about moving from Kauai to Las Vegas, Nevada, and purchasing property there. Complainant told Respondent she was interested in purchasing a house that could be licensed as a residential care facility. In April 1995, Complainant traveled to Las Vegas with Respondent and a Nevada real estate broker to look at properties. Complainant was shown one property that Respondent said she could set up as a residential care facility, and she offered to pay Complainant \$600 to convert the garage into a room. Respondent presented Complainant with a document entitled "Residential Lease with Option to Purchase" for the subject property. Complainant subsequently agreed to enter into the Lease with Option and to pay a \$5,000 deposit. Complainant signed the document and paid \$2,000 as a partial payment for the deposit and \$975 for the April rent. Complainant never received a copy of the document signed by Respondent or the owners of the subject property. Complainant also received a blank real estate disclosure form that was not signed or executed by Respondent or any other party. Complainant made rent payments to Respondent and the owners of the property in May and June 1995 but did not actually move into the subject property until July 1995. One month before moving to Las Vegas, Complainant asked Respondent to check to see if everything was working properly, including the air conditioning units. Respondent told Complainant that everything was working properly and that she would have the air conditioning units turned on when Complainant arrived in Las Vegas. Complainant moved into the subject property during the peak of summer and discovered that neither of the two air conditioning units was working properly but blew only hot air. The Lease with Option included a provision stating that the optionor shall provide home warranty insurance. Complainant understood that to mean that the insurance would cover repairs to the air conditioning units. However, Respondent did not obtain the home warranty insurance, and the air conditioning units were not covered. Complainant repeatedly asked Respondent to have the air conditioning units repaired, but Respondent did not do so. Complainant later discovered that the home warranty insurance applied only to damages that occurred after occupancy and would not cover the air conditioning units that were not working properly prior to occupancy. Complainant learned

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that the owners were shocked to learn that Complainant had the Lease with Option. They told her they also had a Lease with Option from Respondent and showed her the document, a document about which Complainant had not been informed either verbally or in writing. Because of the unbearable heat, Complainant and her husband moved to another Las Vegas property and subsequently back to Hawaii.

The Hearings Officer concluded that Respondent violated HRS §§467-14(1) (making any misrepresentation concerning any real estate transaction), (4) (acting for both parties to the transaction without first obtaining the written consent of both), (8) (any other conduct constituting fraudulent or dishonest dealings), (13) (violating this chapter, chapters 484, 514A, 514E, or 515; section 516-71; or the rules adopted pursuant thereto), and HAR §§16-99-3(b) (licensee shall protect the public against fraud, misrepresentation, or unethical practices in the real estate field), (f) (licensee shall see that financial obligations and commitments are in writing), and (g) (licensee shall not acquire property listed with the licensee's firm without informing the principal broker). The Hearings Officer recommended that Respondent's license be revoked and that she be fined \$3,000 payable within 60 days of the Commission's Final Order.

The Commission approved the Hearings Officer's recommended order on August 28, 1998.

Janlu M. Takane and Princess Properties & Management, Inc., dba USA-International Realty—REC 94-284-L

RICO filed a Petition for Disciplinary Action against Respondents in August 1995. The Hearings Officer found that the matter involved a dysfunctional affiliation marked by outright conflict between Respondent Takane and a real estate salesperson who was affiliated with her company. The Hearings Officer found that Respondent Takane's actions were inconsistent with good business practice and constituted professional misconduct in violation of HRS §436B-19(7) (professional misconduct, incompetence, gross negligence, or manifest incapacity). The Hearings Officer further found that Respondent Takane's delay in returning money and ledgers to owners of rental properties managed by the office as well as her practice of issuing unnumbered checks without Respondent's identification or explanatory correspondence constituted professional misconduct in violation of 436B-19(7). The Hearings Officer recommended that Respondent Takane be fined \$1,000 reflecting \$500 fines for each of the two violations of 436B-19(7) within 30 days of issuance of the Commission's Final Order in the matter.

The Commission accepted the Hearings Officer's recommended order on August 28, 1998.

Neil Petagno, Inc.—REC 97-116-L

RICO received a complaint that Respondent failed to comply with the Installment Plan Agreement it had entered into with the State Department of Taxation on December 9,

1996. Respondent admitted that it defaulted. Respondent does not admit violating any licensing statutes or regulations relating to real estate brokers but entered into a Settlement Agreement Prior to Filing of Petition for Disciplinary Action to avoid further controversy and expense. Under terms of the Agreement, Respondent agreed never to renew or request reinstatement of its license or reapply for a new license, with non-renewal effective upon Commission approval of the Agreement.

The Commission approved the Settlement Agreement on September 25, 1998.

Ronald A. Kawahara and Destination Maui, Inc., dba Ronald A. Kawahara Realty—REC 95-125-L and REC 96-50-L

This matter was referred to the Department of Commerce and Consumer Affairs because of alleged violations of HRS §467 and the rules adopted pursuant thereto. Respondents neither admitted nor denied violations of 467-14(7) (failing to account for moneys belonging to others) and (10) (permitting a corporate officer or employee who does not hold a real estate broker's license to have direct management of the brokerage business) and HAR §§19-99-3(a) (failure to fully protect the general public in its real estate transactions) and (m) (there shall be a principal broker or broker in charge at the principal place of business). By way of compromise, Respondents agreed to pay a \$500 fine within 30 days of Commission approval of the Settlement Agreement Prior to Filing of Petition for Disciplinary Action. Respondents further agreed to pay \$175 restitution upon signing of the Settlement Agreement.

The Commission approved the Settlement Agreement on September 25, 1998.

Andrew M. Norimoto

Mr. Norimoto's license was suspended effective June 19, 1998 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 proceeding.

Appeals

Harder v. Matayoshi, First Circuit Court, Civil No. 97-4461-10

In January, 1996, Appellant applied for a real estate salesperson license. On the application for license, Appellant answered "Yes" to the question, "Are there any pending law suits, unpaid judgments, outstanding tax liens, or any other type of involuntary liens against you?"

In a letter to the Commission and in oral testimony at the Commission's February 1996 meeting, Appellant informed the Commission that (1) a deficiency judgment was entered against him, (2) he owes past child support on which he is currently making monthly payments, and (3) due to

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some bad investments in 1989, he is involved in the bankruptcy process. After the February meeting, the Commission wrote to request certain documentation from Appellant, such as the deficiency judgment against him and any written payment arrangements pertaining to the child support debt. At its next meeting in March, 1996, the Commission deferred making a decision on Appellant's application due to non-receipt of the requested documentation. The Commission wrote the Appellant in April to inform him on the deferral and requested the documentation be provided in time for the next meeting. The Commission received a letter from Appellant which challenged their investigatory function.

Appellant did not submit the requested documentation by the April meeting, and the Commission denied the Appellant's application based upon HRS §§467-9(a), 436B-11(2), 436B-19(1) and HAR §16-99-17. In April 1997, an evidentiary contested case hearing was held before an unbi-

ased hearings officer. The hearings officer held that the Commission did not err in denying Appellant's application after he failed to provide the requested information. In September 1997, the Commission adopted the hearings officer's recommendations. Appellant appealed to the Circuit Court.

In August, 1998, the Circuit Court concluded that, "The parties to this appeal agree that the purpose behind the Real Estate Commission is to protect the public in real estate transactions. In that context, the concept of "financial integrity" is not so vague such that a person of ordinary intelligence would have difficulty in understanding its meaning. As such, the applicable statutes and rules pertaining to "financial integrity" are not constitutionally defective." The Court affirmed the Commission's final order denying the Appellant's application for license. In September, 1998, Appellant filed an appeal to the Supreme Court and the Intermediate Court of Appeals of Hawaii.

These rules apply to advertising by a licensee

The advertising rules, which apply to all Hawaii real estate licensees, are found at section 16-99-11 of the Hawaii Administrative Rules.

They apply to all advertising by a Hawaii licensee, from a newspaper advertisement to a business card to the internet.

1. Name of the Broker

a. The company name, as licensed by the Commission, and including any trade name, must appear in the ad. If "XYZ Realty" uses a trade name "Mongoose Rentals," then both "XYZ Realty" and "Mongoose Rentals" must appear in the ad.

b. "Corp.," "Inc.," and "Ltd." may be omitted.

2. Addresses and Telephone Numbers

a. The company's address and telephone number are not required to be in the ad, but may be. Either the company's mailing address or street address is acceptable.

b. If an address other than the company's address appears, then the company's address must also appear, and the addresses must be identified.

c. If a telephone number other than the company's telephone number appears, then the company's telephone number must also appear, and the telephone numbers must be identified.

3. Names of Individuals

a. The principal broker's or broker in charge's name is not required, but may appear in the ad.

b. A salesperson's name may appear in the ad.

c. If a licensee's name is in the ad, the following are required:

1. The name must be exactly as licensed. Check your pocket card or wall certificate.

2. Reference to the name of the salespersons, as licensed by the Commission may be made in advertisements if the advertisement identifies them as salespersons and also

names the broker and identifies the broker as such.

3. The ad must show the type of license (broker (B) or salesperson (S) held by the individual. Realtor or Realtor Associate (RA) for individuals who hold those designations is also acceptable.

4. Fee Simple or Leasehold—If the ad identifies specific property, it must identify whether the property is fee simple (FS) or leasehold (L).

5. Property Located Outside of Hawaii

a. All of the information in this article applies whether the property is located in Hawaii, a foreign country, or another state or territory.

b. Licensees engaged in the sale of properties located in another jurisdiction are advised to consult the licensing agency and the laws of that jurisdiction regarding licensing and advertising requirements. It is possible that both Hawaii laws and the laws of the jurisdiction in which the property is located may apply to an ad.

6. Special Requirements for Condominiums, Time Sharing, and Subdivisions. Initial sales of condominium, time sharing, and subdivision projects must comply with specific registration requirements for the type of project.

There may be specific provisions regarding advertising of these projects. See HRS Ch. 514A for condominium projects, Ch. 514E for time sharing, and Ch. 484 for subdivisions.

Recovery Fund

In 1986, the First Circuit Court, Civil No. 85-3185, the real estate recovery fund paid out \$20,000 against the account of Frederick J. Puerner. In June, 1998, Mr. Puerner repaid the fund \$48,745.21, representing the claim paid plus statutory interest.

Education Calendar

Scheduled Continuing Education Courses

*An updated Continuing Education Courses schedule is regularly posted on the Commission's World Wide Web page as <http://www.hawaii.gov.hirec>.
Courses are subject to change or cancellation; please check directly with the provider to confirm date, time, and location.*

Date	Time	Subject	Provider	City	Instructor	Fee
OAHU						
11/02/1998	01:00pm	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/02/1998	06:00pm	LAW UPDATE/ETHICS 1997-98	ABE LEE SEMINARS	HONOLULU	LEE	40.00
11/02/1998	08:30am	STICKS, BRICKS & STEEL UNDE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/03/1998	01:00pm	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/03/1998	06:00pm	STICKS, BRICKS & STEEL UNDE	ABE LEE SEMINARS	WAIPAHU	LEE	40.00
11/03/1998	08:30am	CONDOMINIUM DEVELOPMENT PRO	ABE LEE SEMINARS	HONOLULU	LEE	20.00
11/04/1998	01:00pm	DISCLOSURES IN HAWAII RESID	JOHN REILLY	HONOLULU	REILLY	49.00
11/04/1998	01:00pm	UNDERSTANDING THE LAND USE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/04/1998	05:00pm	LEGAL HOTLINE ISSUES	JOHN REILLY	HONOLULU	REILLY	49.00
11/04/1998	08:30am	LAW UPDATE/ETHICS 1997-98	JOHN REILLY	HONOLULU	REILLY	49.00
11/04/1998	08:30am	LAW UPDATE/ETHICS 1997-98	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/05/1998	01:00pm	RESIDENTIAL PROPERTY MANAGE	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	RUGGLES	45.00
11/05/1998	01:00pm	FORECLOSURE & THE ROLE OF T	EDDIE FLORES REAL ESTATE	HONOLULU	CHANG	45.00
11/05/1998	01:00pm	ZONING-ISSUES, PROBLEMS, QU	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/05/1998	05:30pm	HOW TO MANAGE RESIDENTIAL P	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/05/1998	05:30pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
11/05/1998	06:00pm	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	HONOLULU	LEE	40.00
11/05/1998	08:30am	LAW UPDATE/ETHICS 1997-98	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/05/1998	09:00am	LAW UPDATE/ETHICS 1997-98	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/05/1998	09:00am	HAWAII LANDLORD-TENANT CODE	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
11/06/1998	01:00pm	LISTING PROBLEM AREAS	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/06/1998	05:30pm	DISCLOSURES IN HAWAII RESID	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	CHANG	45.00
11/06/1998	06:00pm	FAIR HOUSING	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/06/1998	09:00am	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/06/1998	09:00am	LAW UPDATE/ETHICS 1997-98	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/07/1998	01:00pm	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/07/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	GOODE JR	45.00
11/07/1998	04:30pm	HOMEOWNER'S TAX STRATEGIES	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
11/07/1998	09:00am	LAW UPDATE/ETHICS 1997-98	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/07/1998	09:00am	PITFALLS IN DROA & ADDENDA	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	45.00
11/10/1998	06:00pm	LAW UPDATE/ETHICS 1997-98	UNIVERSITY OF HAWAII AT MANOA	HONOLULU	THOMAS	45.00
11/11/1998	01:00pm	DISCLOSURES IN HAWAII RESID	UNIVERSITY OF HAWAII AT MANOA	HONOLULU	THOMAS	45.00
11/11/1998	06:00pm	ZONING-ISSUES, PROBLEMS, QU	ABE LEE SEMINARS	HONOLULU	LEE	47.00
11/11/1998	08:30am	RESIDENTIAL LANDLORD-TENANT	UNIVERSITY OF HAWAII AT MANOA	HONOLULU	THOMAS	45.00
11/12/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	GOODE JR	45.00
11/12/1998	05:30pm	HAWAII RESIDENTIAL LEASEHOL	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
11/12/1998	09:00am	COMPREHENSIVE 1031 EXCHANGE	EDDIE FLORES REAL ESTATE	HONOLULU	GARCIA	45.00
11/12/1998	09:00am	ESSENTIALS OF THE DROA	HAWAII ASSOCIATION OF REALTORS	HONOLULU	CHONG	84.00
11/13/1998	01:00pm	DISCLOSURES IN HAWAII RESID	JOHN REILLY	HONOLULU	REILLY	49.00
11/13/1998	05:00pm	LAW UPDATE/ETHICS 1997-98	JOHN REILLY	HONOLULU	REILLY	49.00
11/13/1998	06:00pm	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/13/1998	06:00pm	RESIDENTIAL LANDLORD-TENANT	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
11/13/1998	08:30am	LEGAL HOTLINE ISSUES	JOHN REILLY	HONOLULU	REILLY	49.00
11/14/1998	01:00pm	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/14/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/14/1998	01:00pm	FAIR HOUSING	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/14/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	CHANG	45.00
11/14/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
11/14/1998	03:45pm	RESIDENTIAL PROPERTY MANAGE	HAWAIIAN SCHOOL OF REAL ESTATE	HONOLULU	FOULGER	45.00
11/14/1998	04:30pm	PITFALLS IN MANAGING RESIDE	EDDIE FLORES REAL ESTATE	HONOLULU	CURTIS	45.00
11/14/1998	05:30pm	HOT SPOTS IN REAL ESTATE CO	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/14/1998	08:30am	FAIR HOUSING	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/14/1998	08:30am	LAW UPDATE/ETHICS 1997-98	HAWAIIAN SCHOOL OF REAL ESTATE	HONOLULU	FOULGER	45.00
11/14/1998	08:30am	INTRODUCTION TO BROKER MANA	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
11/14/1998	09:00am	REPRESENTING THE FOREIGN CL	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	CHONG	45.00
11/14/1998	09:00am	LAW UPDATE/ETHICS 1997-98	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/14/1998	09:00am	BASIC REAL ESTATE INVESTMEN	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
11/14/1998	12:15pm	DISCLOSURES IN HAWAII RESID	HAWAIIAN SCHOOL OF REAL ESTATE	HONOLULU	FOULGER	45.00
11/17/1998	01:00pm	ZONING-ISSUES, PROBLEMS, QU	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/17/1998	03:00pm	DISCLOSURES IN HAWAII RESID	JOHN REILLY	HONOLULU	REILLY	49.00
11/17/1998	06:00pm	FAIR HOUSING	LEEWARD COMMUNITY COLLEGE	PEARL CITY	GOODE JR	50.00

Date	Time	Subject	Provider	City	Instructor	Fee
11/17/1998	08:30am	CRATS, CRUTS & FLPS: AN AL	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/18/1998	01:00pm	DEVELOPMENT BASICS	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	CHONG	45.00
11/18/1998	05:30pm	LAW UPDATE/ETHICS 1997-98	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/18/1998	06:00pm	CONDOMINIUM DEVELOPMENT PRO	ABE LEE SEMINARS	HONOLULU	LEE	47.00
11/18/1998	06:00pm	DISCLOSURES IN HAWAII RESID	LEEWARD COMMUNITY COLLEGE	PEARL CITY	GOODE JR	50.00
11/18/1998	09:00am	CONDOMINIUM LAWS & ISSUES 1	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/19/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	45.00
11/19/1998	01:00pm	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/19/1998	04:30pm	FINANCING RESIDENTIAL PROPE	EDDIE FLORES REAL ESTATE	HONOLULU	GOODE JR	45.00
11/19/1998	08:30am	STICKS, BRICKS & STEEL UNDE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/19/1998	09:00am	HAWAII LANDLORD-TENANT CODE	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
11/20/1998	01:00pm	UNDERSTANDING THE LAND USE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/20/1998	06:00pm	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/20/1998	08:30am	LAW UPDATE/ETHICS 1997-98	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/20/1998	09:00am	FAIR HOUSING	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/21/1998	01:00pm	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/21/1998	01:00pm	RESIDENTIAL PROPERTY MANAGE	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	RUGGLES	45.00
11/21/1998	01:00pm	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/21/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	CHANG	45.00
11/21/1998	01:00pm	DISCLOSURES IN HAWAII RESID	JOHN REILLY	HONOLULU	REILLY	49.00
11/21/1998	04:30pm	PITFALLS IN MANAGING RESIDE	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
11/21/1998	05:00pm	LEGAL HOTLINE ISSUES	JOHN REILLY	HONOLULU	REILLY	49.00
11/21/1998	05:30pm	HOW TO MANAGE RESIDENTIAL P	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/21/1998	08:30am	LAW UPDATE/ETHICS 1997-98	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/21/1998	08:30am	LAW UPDATE/ETHICS 1997-98	JOHN REILLY	HONOLULU	REILLY	49.00
11/21/1998	09:00am	LAW UPDATE/ETHICS 1997-98	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
11/21/1998	09:00am	LAW UPDATE/ETHICS 1997-98	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/21/1998	09:00am	AVOID LITIGATION - HOW TO D	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
11/23/1998	01:00pm	LEGAL HOTLINE ISSUES	JOHN REILLY	HONOLULU	REILLY	49.00
11/23/1998	01:00pm	ZONING-ISSUES, PROBLEMS, QU	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/23/1998	05:00pm	DISCLOSURES IN HAWAII RESID	JOHN REILLY	HONOLULU	REILLY	49.00
11/23/1998	08:30am	LAW UPDATE/ETHICS 1997-98	JOHN REILLY	HONOLULU	REILLY	49.00
11/23/1998	08:30am	CRATS, CRUTS & FLPS: AN AL	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/24/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	45.00
11/24/1998	01:00pm	STICKS, BRICKS & STEEL UNDE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/24/1998	05:30pm	HOW TO LIST & SELL BUSINESS	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
11/24/1998	08:30am	CONDOMINIUM DEVELOPMENT PRO	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/24/1998	09:00am	FORECLOSURE & THE ROLE OF T	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
11/25/1998	06:00pm	LAW UPDATE/ETHICS 1997-98	LEEWARD COMMUNITY COLLEGE	PEARL CITY	GOODE JR	50.00
11/27/1998	01:00pm	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	WAIPAHU	LEE	35.00
11/27/1998	05:00pm	ZONING-ISSUES, PROBLEMS, QU	ABE LEE SEMINARS	WAIPAHU	LEE	35.00
11/27/1998	06:00pm	LAW UPDATE/ETHICS 1997-98	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/27/1998	08:30am	LAW UPDATE/ETHICS 1997-98	ABE LEE SEMINARS	WAIPAHU	LEE	35.00
11/27/1998	09:00am	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/28/1998	01:00pm	STICKS, BRICKS & STEEL UNDE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/28/1998	01:00pm	RESIDENTIAL PROPERTY MANAGE	EDDIE FLORES REAL ESTATE	HONOLULU	GOODE JR	45.00
11/28/1998	03:45pm	RESIDENTIAL PROPERTY MANAGE	HAWAIIAN SCHOOL OF REAL ESTATE	HONOLULU	FOULGER	45.00
11/28/1998	04:30pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
11/28/1998	08:30am	DISCLOSURES IN HAWAII RESID	ABE LEE SEMINARS	HONOLULU	LEE	35.00
11/28/1998	08:30am	LAW UPDATE/ETHICS 1997-98	HAWAIIAN SCHOOL OF REAL ESTATE	HONOLULU	FOULGER	45.00
11/28/1998	09:00am	FAIR HOUSING	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
11/28/1998	09:00am	FAIR HOUSING	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	45.00
11/28/1998	12:15pm	DISCLOSURES IN HAWAII RESID	HAWAIIAN SCHOOL OF REAL ESTATE	HONOLULU	FOULGER	45.00
12/01/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/01/1998	08:30am	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/01/1998	09:00am	FAIR HOUSING	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/02/1998	01:00pm	DEVELOPMENT BASICS	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	CHONG	45.00
12/02/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	JOHN REILLY	HONOLULU	REILLY	49.00
12/02/1998	05:00pm	DISCLOSURES IN HAWAII RESID	JOHN REILLY	HONOLULU	REILLY	49.00
12/02/1998	05:30pm	LAW UPDATE/ETHICS 1997-98	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
12/02/1998	06:00pm	LAW UPDATE/ETHICS 1997-98	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/02/1998	06:00pm	STICKS, BRICKS & STEEL UNDE	ABE LEE SEMINARS	HONOLULU	LEE	47.00
12/02/1998	06:00pm	RESIDENTIAL PROPERTY MANAGE	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
12/02/1998	06:00pm	RESIDENTIAL PROPERTY MANAGE	LEEWARD COMMUNITY COLLEGE	PEARL CITY	GOODE JR	50.00
12/02/1998	08:30am	LEGAL HOTLINE ISSUES	JOHN REILLY	HONOLULU	REILLY	49.00
12/02/1998	09:00am	CONDOMINIUM LAWS & ISSUES 1	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
12/03/1998	01:00pm	PITFALLS IN DROA & ADDENDA	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	45.00
12/03/1998	01:00pm	CRATS, CRUTS & FLPS: AN AL	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/03/1998	05:30pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
12/03/1998	06:00pm	DISCLOSURES IN HAWAII RESID	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00

Date	Time	Subject	Provider	City	Instructor	Fee
12/03/1998	08:30am	UNDERSTANDING THE LAND USE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/03/1998	09:00am	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/03/1998	09:00am	HAWAII LANDLORD-TENANT CODE	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
12/04/1998	01:00pm	STICKS, BRICKS & STEEL UNDE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/04/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	JOHN REILLY	KAILUA	REILLY	49.00
12/04/1998	04:45pm	DISCLOSURES IN HAWAII RESID	JOHN REILLY	KAILUA	REILLY	49.00
12/04/1998	06:00pm	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/04/1998	06:00pm	LAW UPDATE/ETHICS 1997-98	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
12/04/1998	08:30am	ZONING-ISSUES, PROBLEMS, QU	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/04/1998	09:00am	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/04/1998	09:00am	LEGAL HOTLINE ISSUES	JOHN REILLY	KAILUA	REILLY	49.00
12/05/1998	01:00pm	CONDOMINIUM DEVELOPMENT PRO	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/05/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
12/05/1998	01:00pm	FAIR HOUSING	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/05/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	CHANG	45.00
12/05/1998	03:45pm	RESIDENTIAL PROPERTY MANAGE	HAWAIIAN SCHOOL OF REAL ESTATE	HONOLULU	FOULGER	45.00
12/05/1998	04:30pm	PITFALLS IN MANAGING RESIDE	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
12/05/1998	05:30pm	HOT SPOTS IN REAL ESTATE CO	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
12/05/1998	08:30am	DEVELOPING SMALL PROPERTIES	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/05/1998	08:30am	DISCLOSURES IN HAWAII RESID	HAWAIIAN SCHOOL OF REAL ESTATE	HONOLULU	FOULGER	45.00
12/05/1998	09:00am	REPRESENTING THE FOREIGN CL	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	CHONG	45.00
12/05/1998	09:00am	LAW UPDATE/ETHICS 1997-98	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/05/1998	09:00am	COMPREHENSIVE 1031 EXCHANGE	EDDIE FLORES REAL ESTATE	HONOLULU	GARCIA	45.00
12/05/1998	12:15pm	LAW UPDATE/ETHICS 1997-98	HAWAIIAN SCHOOL OF REAL ESTATE	HONOLULU	FOULGER	45.00
12/07/1998	01:00pm	LEGAL HOTLINE ISSUES	JOHN REILLY	HONOLULU	REILLY	49.00
12/07/1998	05:00pm	LAW UPDATE/ETHICS 1997-98	JOHN REILLY	HONOLULU	REILLY	49.00
12/07/1998	06:00pm	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/07/1998	06:00pm	FAIR HOUSING	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
12/07/1998	08:30am	DISCLOSURES IN HAWAII RESID	JOHN REILLY	HONOLULU	REILLY	49.00
12/08/1998	01:00pm	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/08/1998	06:00pm	BASIC REAL ESTATE INVESTMEN	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
12/08/1998	08:30am	LAW UPDATE/ETHICS 1997-98	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/08/1998	09:00am	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/09/1998	01:00pm	RESIDENTIAL PROPERTY MANAGE	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	RUGGLES	45.00
12/09/1998	05:30pm	HOW TO MANAGE RESIDENTIAL P	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
12/09/1998	06:00pm	LAW UPDATE/ETHICS 1997-98	ABE LEE SEMINARS	HONOLULU	LEE	47.00
12/09/1998	06:00pm	LAW UPDATE/ETHICS 1997-98	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/09/1998	06:00pm	LAW UPDATE/ETHICS 1997-98	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
12/09/1998	09:00am	LAW UPDATE/ETHICS 1997-98	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
12/10/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	CHANG	45.00
12/10/1998	01:00pm	CRATS, CRUTS & FLPS: AN AL	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/10/1998	05:30pm	HOMEOWNER'S TAX STRATEGIES	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
12/10/1998	08:30am	UNDERSTANDING THE LAND USE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/10/1998	09:00am	BASIC REAL ESTATE INVESTMEN	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	45.00
12/11/1998	01:00pm	DISCLOSURES IN HAWAII RESID	JOHN REILLY	HONOLULU	REILLY	49.00
12/11/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/11/1998	05:00pm	LEGAL HOTLINE ISSUES	JOHN REILLY	HONOLULU	REILLY	49.00
12/11/1998	06:00pm	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/11/1998	06:00pm	RESIDENTIAL LANDLORD-TENANT	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
12/11/1998	08:30am	LAW UPDATE/ETHICS 1997-98	JOHN REILLY	HONOLULU	REILLY	49.00
12/11/1998	08:30am	STICKS, BRICKS & STEEL UNDE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/11/1998	09:00am	FAIR HOUSING	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/12/1998	01:00pm	LISTING PROBLEM AREAS	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
12/12/1998	01:00pm	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/12/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	45.00
12/12/1998	01:00pm	CRATS, CRUTS & FLPS: AN AL	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/12/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
12/12/1998	03:45pm	LAW UPDATE/ETHICS 1997-98	HAWAIIAN SCHOOL OF REAL ESTATE	HONOLULU	FOULGER	45.00
12/12/1998	04:30pm	HAWAII RESIDENTIAL LEASEHOL	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
12/12/1998	05:30pm	DISCLOSURES IN HAWAII RESID	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	DUPLANTY	45.00
12/12/1998	08:30am	WILLS, TRUSTS & REAL ESTATE	ABE LEE SEMINARS	HONOLULU	LEE	35.00
12/12/1998	08:30am	RESIDENTIAL PROPERTY MANAGE	HAWAIIAN SCHOOL OF REAL ESTATE	HONOLULU	FOULGER	45.00
12/12/1998	08:30am	INTRODUCTION TO BROKER MANA	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
12/12/1998	09:00am	LAW UPDATE/ETHICS 1997-98	DUPLANTY SCHOOL OF REAL ESTATE	HONOLULU	PENCE	45.00
12/12/1998	09:00am	LAW UPDATE/ETHICS 1997-98	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/12/1998	09:00am	PITFALLS IN MANAGING RESIDE	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
12/12/1998	12:15pm	DISCLOSURES IN HAWAII RESID	HAWAIIAN SCHOOL OF REAL ESTATE	HONOLULU	FOULGER	45.00
12/14/1998	06:00pm	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/15/1998	09:00am	FAIR HOUSING	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/16/1998	06:00pm	LAW UPDATE/ETHICS 1997-98	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/17/1998	01:00pm	RESIDENTIAL PROPERTY MANAGE	EDDIE FLORES REAL ESTATE	HONOLULU	GOODE JR	45.00

Date	Time	Subject	Provider	City	Instructor	Fee
12/17/1998	05:30pm	AVOID LITIGATION - HOW TO D	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
12/17/1998	09:00am	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/17/1998	09:00am	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
12/18/1998	06:00pm	FAIR HOUSING	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/18/1998	06:00pm	RESIDENTIAL PROPERTY MANAGE	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
12/18/1998	09:00am	DISCLOSURES IN HAWAII RESID	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/19/1998	01:00pm	RESIDENTIAL PROPERTY MANAGE	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/19/1998	01:00pm	FORECLOSURE & THE ROLE OF T	EDDIE FLORES REAL ESTATE	HONOLULU	CHANG	45.00
12/19/1998	01:00pm	LEGAL HOTLINE ISSUES	JOHN REILLY	HONOLULU	REILLY	49.00
12/19/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
12/19/1998	04:30pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	GOODE JR	45.00
12/19/1998	05:00pm	DISCLOSURES IN HAWAII RESID	JOHN REILLY	HONOLULU	REILLY	49.00
12/19/1998	08:30am	LAW UPDATE/ETHICS 1997-98	JOHN REILLY	HONOLULU	REILLY	49.00
12/19/1998	08:30am	DISCLOSURES IN HAWAII RESID	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
12/19/1998	09:00am	LAW UPDATE/ETHICS 1997-98	DOWER SCHOOL OF REAL ESTATE	HONOLULU	DOWER	50.00
12/19/1998	09:00am	PITFALLS IN MANAGING RESIDE	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
12/22/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	CHONG	45.00
12/22/1998	05:30pm	HOMEOWNER'S TAX STRATEGIES	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
12/22/1998	09:00am	PITFALLS IN MANAGING RESIDE	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
12/28/1998	01:00pm	LEGAL HOTLINE ISSUES	JOHN REILLY	HONOLULU	REILLY	49.00
12/28/1998	05:00pm	DISCLOSURES IN HAWAII RESID	JOHN REILLY	HONOLULU	REILLY	49.00
12/28/1998	08:30am	LAW UPDATE/ETHICS 1997-98	JOHN REILLY	HONOLULU	REILLY	49.00
12/29/1998	01:00pm	FORECLOSURE & THE ROLE OF T	EDDIE FLORES REAL ESTATE	HONOLULU	CHANG	45.00
12/29/1998	02:00pm	RESIDENTIAL PROPERTY MANAGE	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
12/29/1998	05:30pm	LAW UPDATE/ETHICS 1997-98	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
12/29/1998	06:00pm	RESIDENTIAL LANDLORD-TENANT	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
12/29/1998	09:00am	HAWAII LANDLORD-TENANT CODE	EDDIE FLORES REAL ESTATE	HONOLULU	FLORES JR	45.00
12/30/1998	02:00pm	DISCLOSURES IN HAWAII RESID	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
12/30/1998	06:00pm	LAW UPDATE/ETHICS 1997-98	KAPIOLANI COMMUNITY COLLEGE	HONOLULU	THOMAS	45.00
HILO						
1/24/1998	04:15pm	DISCLOSURES IN HAWAII RESID	JOHN REILLY	HILO	REILLY	49.00
11/24/1998	08:30am	LEGAL HOTLINE ISSUES	JOHN REILLY	HILO	REILLY	49.00
11/24/1998	12:30pm	LAW UPDATE/ETHICS 1997-98	JOHN REILLY	HILO	REILLY	49.00
KONA						
11/07/1998	01:00pm	STICKS, BRICKS & STEEL UNDE	ABE LEE SEMINARS	KONA	LEE	50.00
11/07/1998	03:30pm	RESIDENTIAL PROPERTY MANAGE	HAWAIIAN SCHOOL OF REAL ESTATE	KAILUA-KONA	FOULGER	45.00
11/07/1998	08:30am	CRATS, CRUTS & FLPS: AN AL	ABE LEE SEMINARS	KONA	LEE	50.00
11/07/1998	08:30am	LAW UPDATE/ETHICS 1997-98	HAWAIIAN SCHOOL OF REAL ESTATE	KAILUA-KONA	FOULGER	45.00
11/07/1998	12:15pm	DISCLOSURES IN HAWAII RESID	HAWAIIAN SCHOOL OF REAL ESTATE	KAILUA-KONA	FOULGER	45.00
11/16/1998	01:00pm	LAW UPDATE/ETHICS 1997-98	KAPIOLANI COMMUNITY COLLEGE	KAILUA-KONA	THOMAS	45.00
11/16/1998	05:00pm	RESIDENTIAL PROPERTY MANAGE	KAPIOLANI COMMUNITY COLLEGE	KAILUA-KONA	THOMAS	45.00
11/16/1998	08:30am	BASIC REAL ESTATE INVESTMEN	KAPIOLANI COMMUNITY COLLEGE	KAILUA-KONA	THOMAS	45.00
12/10/1998	01:00pm	DISCLOSURES IN HAWAII RESID	KAPIOLANI COMMUNITY COLLEGE	KAILUA-KONA	THOMAS	45.00
12/10/1998	05:00pm	LAW UPDATE/ETHICS 1997-98	HONOLULU COMMUNITY COLLEGE	KAILUA-KONA	THOMAS	45.00
12/10/1998	08:30am	RESIDENTIAL LANDLORD-TENANT	KAPIOLANI COMMUNITY COLLEGE	KAILUA-KONA	THOMAS	45.00
MAUI						
11/04/1998	08:30am	HOMEOWNER'S TAX STRATEGIES	MAUI BOARD OF REALTORS INC	WAILUKU	FLORES JR	45.00
11/04/1998	12:45pm	PITFALLS IN MANAGING RESIDE	MAUI BOARD OF REALTORS INC	WAILUKU	FLORES JR	45.00
11/07/1998	05:00pm	LAW UPDATE/ETHICS 1997-98	MAUI BOARD OF REALTORS INC	WAILUKU	WALLS	45.00
11/07/1998	08:30am	CONDOMINIUM LAWS & ISSUES 1	MAUI BOARD OF REALTORS INC	WAILUKU	DUPLANTY	45.00
11/07/1998	12:45pm	HOT SPOTS IN REAL ESTATE CO	MAUI BOARD OF REALTORS INC	WAILUKU	DUPLANTY	45.00
11/18/1998	08:30am	FORECLOSURE & THE ROLE OF T	MAUI BOARD OF REALTORS INC	WAILUKU	CHONG	45.00
11/18/1998	12:45pm	USING HAR STANDARD FORMS	MAUI BOARD OF REALTORS INC	WAILUKU	CHONG	45.00
12/09/1998	05:00pm	LAW UPDATE/ETHICS 1997-98	MAUI BOARD OF REALTORS INC	WAILUKU	MOORE	45.00
12/09/1998	08:30am	AVOID LITIGATION - HOW TO D	MAUI BOARD OF REALTORS INC	WAILUKU	FLORES JR	45.00
12/09/1998	12:45pm	HOMEOWNER'S TAX STRATEGIES	MAUI BOARD OF REALTORS INC	WAILUKU	FLORES JR	45.00
12/17/1998	08:30am	LAW UPDATE/ETHICS 1997-98	MAUI BOARD OF REALTORS INC	WAILUKU	WALLS	45.00
12/17/1998	12:45pm	BASIC REAL ESTATE INVESTMEN	MAUI BOARD OF REALTORS INC	WAILUKU	MOORE	45.00

Providers of Continuing Education

ABE LEE SEMINARS	591-4806	HONOLULU BOARD OF REALTORS	732-3000	MAUI BOARD OF REALTORS INC	242-6431
DOWER SCHOOL OF REAL ESTATE	988-5445	JOHN REILLY	523-5030	MAX SHERLEY REAL ESTATE CENTER	871-9714
DUPLANTY SCHOOL OF REAL ESTATE	737-5507	KAPIOLANI COMMUNITY COLLEGE	734-9153	UNIVERSITY OF HAWAII AT MANOA	956-8244
EDDIE FLORES REAL ESTATE	521-3044	LEEWARD COMMUNITY COLLEGE	455-0477		
HAWAII ASSOCIATION OF REALTORS	737-4000	LYNN W. CARLSON	874-4064		

Applications for Commission Ratification

Brokers—Sole Proprietor

Ann Y. Honda
 Arthur J. Sonen
 Diane A. Smith
 Donald Munro
 Edith L. Muench
 Home Partners USA, Takayoshi Kurokawa dba
 Jody L. Nako
 Karen J. Lee
 Koloa Realty, Kenneth K. Hira dba
 Leticia P. Ancheta
 Lighthouse Realty, Michael K. Perius dba
 Loyal Realty, Wendy W. Lee dba
 Lucas Realty, Erlinda P. Lucas dba
 Lynne Marie Troughon
 Marco A. Rivera
 Mei Ling Ng Properties, Mei Ling Ng dba
 Michael J. Hannon

Brokers—Corporations, Partnerships, Limited

Liability Companies

Active Realty, Inc.
 Compass Management and Leasing, Inc.
 Hiromi Urasaki, Realtor, LLC
 how2hawaii realty LLC
 International Vacation Ownership Corporation
 Island Properties Hawaii, Inc.
 Kona Aloha Property Services, The Vermeire Corp. dba
 Maui Vacations, Inc.
 Patricia Dillman Realty Inc.
 Realty Executives Waimea Inc.

Branch Offices

Trading Places International

Trade Names

Bob Pennington Realty, Robert M. Pennington dba
 Del Rio Realty, James Albert Del Rio dba

H. Edward Hampton Broker/Consultant, H. Edward Hampton dba
 Hawaii Suncoast Realty, Douglas H. Weinstein dba
 Heaman Properties, William G. Heaman dba
 Home Partners USA, Takayoshi Kurokawa dba
 Island Resort Rentals, Bruce E. Sutherland dba
 Mary Begier Realty, Mary Begier dba
 Mather-Gemelli Real Estate Investments, Diane E. Mather dba
 Realty 7, Lawson Mikio Murakami dba

Site Offices

Castle & Cooke Homes Hawaii, Inc., Mililani Mauka, Unit 116
 Coldwell Banker Pacific Properties, Waikiki Landmark
 ERA Concepts Unlimited, Concepts Unlimited, Inc. dba, 1448
 Young Street
 Gentry Realty, Ltd., Alii Court; The Shores at Suncrest
 Kauai Realty, Inc., Puako Subdivision
 Okamoto Realty LLC, The Terraces—Manele Bay; Villas at Koele
 Properties Unlimited, Inc., Trovare; Piikoi Hale
 Prudential Locations, LLC, Makakilo Ridge; 5231 Kuaiwi Street;
 949 Prospect
 Schuler Realty/Oahu, Inc., Pale Kai; Po'okela

Condominium Hotel Operator

Deborah Harkins & Associates, Deborah D. Harkins dba
 Interstate Hotels Corporation
 Maui Kai Rental Program
 The Kapalua Villas, Kapalua Land Company, Ltd. dba
 Trading Places International

Condominium Managing Agent

Centurion Realty Corp.
 Coldwell Banker Commercial Pacific Properties, Ltd.
 Interstate Hotels Corporation
 Trading Places International

Corporation Name

Coldwell Banker Commercial Pacific Properties, Ltd. (fka CBP,
 Inc.)
 Sunterra Pacific, Inc. (fka Vacation Internationale, Ltd.)

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

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