Disposition of the Commission’s Six CE Courses

In previous years, the Hawaii Real Estate Research and Education Center at the University of Hawaii at Manoa (“Center”), under contract with the Commission, regularly updated six education courses: five continuing education courses and one non-continuing education course. These courses are entitled Basic Real Estate Investment Analysis, Disclosures in Hawaii Residential Transactions, Fair Housing, Introduction to Broker Management, Real Estate Law Update and Ethics, Residential Property Management: Laws and Rules, and Professional Responsibility (a non-CE course).

However, due to the recent termination of contract with the Center, the Center will no longer update the courses listed above. Instead, the Commission approved that these course materials be made available to any CE provider to either update or utilize the materials in order to submit the revised materials for certification or recertification as appropriate.

It is noteworthy that for providers offering the courses in their current form, they may no longer offer the course as of January 1, 2001. Furthermore, these courses, without update or revision, will not be automatically recertified.

Application Submission Deadline

During its last REC meeting, the Commission approved a one-month earlier deadline of November 30th for license renewal application submission for the year 2000. Therefore, licensees must submit their completed license renewal application and fees by November 30, 2000.

This is in accordance with the HAW. REV. STAT. § 467-11(b) Supp. (1998), which states

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<td>Real Estate Industry Conference</td>
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<td>Specialist Office for the Day Sessions</td>
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<td>ASI Exit Exam Survey</td>
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Real Estate Industry Conference

The Hawaii Association of Realtors ("HAR") held its "Real Estate Industry Conference" at the Hilton Hawaiian Village on October 29, 1999, hosting approximately 370 attendees. The program featured three outstanding speakers, as well as the presentation of both the Hawaii Realtor of the Year Award and the Distinguished Service Award. Special guests in attendance included: Charles Lamb, Regional Vice-President of the National Association of Realtors ("NAR"); Diana Ball, President of the California Association of Realtors ("CAR"); and Richard Gaylord, incoming President of CAR.

Kicking off the program, University of Hawaii football coach June Jones inspired the audience with a speech focused on "Building a Winning Team." Drawing on his own experiences in the athletic arena, he outlined the key criteria for being successful in any profession, including real estate. Jones emphasized that building a winning team includes: total commitment, the right chemistry, a great leader, and appropriate training.

Following Coach Jones, Richard J. Dahl, President and COO of Bank of Hawaii, explained his perspective on the direction of Hawaii’s economy and the real estate industry in the year 2000 and beyond. Dahl predicted significant improvement in Hawaii’s economy in 2000 based on: zero inflation, unemployment decline, Asian recovery, strengthening yen, increases in westbound tourists and retail and home sales. As a final prediction, he opined that 2000 might even bring a record year for Hawaii tourism.

The third speaker, Roger Scmmegna, President of the Enterprise of America, entertained the audience with an enlightening view of how the interactive technology of today will change the way we do business tomorrow, particularly in the real estate industry. Mr. Scmmegna has been a leading innovator in real estate marketing for over a decade. He emphasized the importance of the Internet to the real estate industry by pointing out that 41% of all adult Americans use the Internet, and that there are 1.2 million real estate listings at the Realtor.com website.

Concluding the luncheon, outgoing HAR President Helen Lindemann was presented with farewell gifts and special tribute was made in memory of the late Marcus Nishikawa. Nishikawa served as Chair of the Real Estate Commission, President of HAR, Director of NAR and Chair of NAR’s Convention Committee. It was announced that NAR made a charitable contribution to the American Cancer Society, in Nishikawa’s honor. Concluding the program, Yukio Takeya presented the Distinguished Service Award to Helen Price and Ann Davidson presented the 1999 Realtor of the Year Award to Norman Noguchi.

Y2K Not a Problem

The new millennium is upon us, and many are still concerned with how the new year will effect licensees and providers. The licensing branch which processes hundreds of applications a week is confident of full Y2K compliance.

ASI, the national testing service for broker and salesperson’s examinations, launched the Year 2000 preparation program as early as 1997. Allen Ulmer, ASI customer relations representative, states, “ASI has performed extensive testing and contingency planning to minimize and hopefully eliminate any service disruptions due to Y2K.” However, to provide an extra measure for safety and to minimize any possible inconvenience to testing candidates due to Y2K issues, ASI is arranging to schedule the first test date in 2000 to be on January 7th.

ASI’s test center calendar is provided in this issue for notice of exam closing dates (closing dates are indicated with a circle). Also printed is an ASI corporate calendar detailing the days that ASI will be closed for business during the year. Providers are encouraged to share this information with anticipated test-takers, so they can plan in advance a convenient exam date.
TEACHING TIPS

Things to keep in mind when using the chalkboard:

- Keep the writing on the board visible for as long as possible.
- Give the students time to copy the board before you ask questions on the topic.
- Erase only when you run out of room. Then erase only the oldest or least important work first.
- Erase to prevent confusion and avoid implicating different topics.
- Check to see how effective you are by asking students questions or using a videotape to record the presentation.

Increase in REC Website Use

Did you know that the Real Estate Commission’s website (http://www.state.hi.us/hirec) increased in hits by 100 percent since the beginning of the year? The Commission encourages the use of the internet to access information and download applications. Look at what’s currently available on our web:

- Advertising Information
- Agendas
- AOOA Registration Form
- Broker Experience Application
- Change Form
- CHO list
- CMA list
- Commissioners’ Biography
- Condominium Bulletin
- Condominium Education Calendar
- Condominium Project Registration
- Condominium Reference Library
- Continuing Education Application Forms
- Corporate License Application
- Education Muster Calendar
- General License Information
- How to Reactivate/Restore
- License Statistics
- Links
- Meeting Schedule
- 1999 Annual Report
- Office Location Form
- Preliminary Application Forms
- Preliminary Education Equivalency Form
- Preliminary School Schedule
- Questions and Answers on Condo Reserve
- Real Estate Bulletin
- REC Awards
- REC Minutes
- Recovery Fund
- School Files
- Tax Message
- Temporary Principle Broker Article

Speaking of the Web, Did you know...

The Department of Commerce and Consumer Affairs has a new website (http://www.state.hi.us/deca). Make sure you visit!

Specialists’ Office for the Day Sessions

The Commission, in an effort to educate and assist neighbor island licensees and real estate educators with their individual issues of concern, conducted the Neighbor Island Outreach Specialists’ Office for the Day Sessions. Real estate specialists, condominium specialists, and the Commission’s Executive Officer held three Specialists’ Office for the Day sessions on Kauai, Maui, and Hawaii Island during the months of October and November 1999.

Licensees and real estate educators were invited to attend the sessions to discuss questions about licensing laws and rules, licensing applications, broker experience certificate applications, examination administration, continuing education, new legislation, Commission procedures, educational programs, and other related topics. Also, the condominium specialist was available to discuss questions about boards, associations, meetings, condominium managing agents, condominium association registration, condominium hotel operators, fidelity bonding, the condominium property regime statute, public reports, project registrations, new legislation, reserves, and other condominium-related topics.

Thanks to the newspaper advertisement of the event, more walk-ins appeared than anticipated. The event was a success, and therefore, the Commission is continuing to conduct the Specialists’ Office for the Day Sessions to personally service the neighbor island licensees and real estate educators for 2000.

(continued on page 5)
Don't throw out 90-Day Calendar Included in this Issue

Phew, just passed the licensure examination! Don’t forget... the Hawaii Administrative Rules §16 99 29 require applicants who pass the salesperson or broker examination to apply for the person's active or inactive license within ninety calendar days after the date of the examination; otherwise, the person shall be deemed an unsuccessful applicant and shall be subject to examination again.

To keep track of the 90-day application submission deadline, a chart is included in this issue entitled 90-day deadline for 2000. Please refer to the chart to ensure submission of a complete application within the prescribed deadline.

Approved Education Applications
Prelicense Schools: Premier Realty 2000 Inc. (Prelicense Broker Curriculum) (previously approved for salesperson curriculum)

Continuing Education Course Recertification
“Alternative Financing for Today’s Market”
(Provider: Dower School of Real Estate).
“How to Manage Residential Property” (Provider: Gretchen Duplanty).
“Hot Spots in Real Estate Contracts” (Provider: Gretchen Duplanty).
“Listing Problem Areas” (Provider: Gretchen Duplanty).
“Representing the Foreign Client” (Provider: Gretchen Duplanty).
“Condominium Laws and Issues” (Provider: Gretchen Duplanty).
“Land Use and Permit Requirements-Residential Applications”
(Provider: Dower School of Real Estate).
“Foremou, Title & Appraisals” (Provider: Abe Lee Seminars).

Approved Prelicense Instructors
Steven W. Gilbert (Salesperson and broker curricula)
Kenneth D. H. Chong (Salesperson curriculum)

Hawaii Association of
REALTORS® 2000 Member Board Presidents

Hawaii Island Board of REALTORS®
Christopher A. Brilhante, GRI
Brilhante-Hawaii, Inc.
1342 Kilauea Ave.
Hilo, HI 96725-4208
Phone: (808) 925-1121
Fax: (808) 969-7842

Molokai Board of REALTORS®
Stephanie Cobe
Intersource Realty, Inc.
P.O. Box 212
Maunaloa, HI 96770
Phone: (808) 552-2991
Fax: (808) 552-2991

Kona Board of REALTORS®
M.E. Johnson
The Prudential West Hawaii Realty
75-5995 Kuakini Hwy., Ste P
Kailua Kona, HI 96740
Phone: (808) 327-2151
Fax: (808) 327-3166

Honolulu Board of REALTORS®
PJ Moore (Chairman of the Board)
The Property Managers, Ltd.
4819 Kilauea Avenue, Suite 6
Honolulu, HI 96810-0000
Phone: (808) 735-5551
Fax: (808) 735-2658

Maui Board of REALTORS®
Cathryn Y. Paxton-Hines, CRB, CRS, GRI
Equity One Real Estate
Old Kaunui Railroad Building
101 Kaahumanu Ave., #G
Kahului, HI 96732-0000
Phone: (808) 877-9077
Fax: (808) 877-4954

Kauai Board of REALTORS®
Lucille M. Shannon, GRI
Lucy Shannon Realty
6139 Kala Kea Place
Kapa'a, HI 96746-9643
Phone: (808) 822-7477
Fax: (808) 822-7479
Dates and locations for the upcoming Specialist of the Day are as follows:

Friday, March 10, 2000
Kona Board of REALTORS®
75-240 Nani Kailua Dr.
Kailua-Kona, HI

Monday, February 28, 2000
Kauai Board of REALTORS®
4359 Kukui Grove #103
Lihue, HI

Friday, March 17, 2000
Maui Board of REALTORS®
33 Lono Ave., Ste 430
Kahului, HI

Please arrange an appointment between 8:30 a.m. and 3:30 p.m. by calling 586-2645/6 or dial toll free from the neighbor islands: Hawaii 974 4000 ext. 6-2645 or 6-2646; Kauai 274-3141 ext. 6-2645 or 6-2646; and Maui 984-2400 ext. 6-2645 or 6-2646. You may also write to: Real Estate Commission, 250 South King Street, Room 702, Honolulu, HI 96813

Dates, times and locations are subject to change. Please call prior to the date listed to confirm.

Survey Indicates Satisfaction with Testing Experience

Immediately following each examination, ASI routinely surveys each candidate’s testing experience. The results of the survey indicate a vast majority of candidates as having a positive testing experience from July 1, 1999 through September 30, 1999.

ASI’s exit survey questioned satisfaction with the testing process, and the breakdown of 330 examinees revealed: 43.03% were very satisfied, 49.70% were satisfied, 4.85% were of no opinion, 2.12% were dissatisfied, and 0.30% were very dissatisfied.

The evaluation was based on the following categories: the reservation process, test center’s personnel, registration process, ease of finding the location, and conducive testing atmosphere, testing system’s ease of use and operation.

Happy Valentine’s Day!
### 90-Day Deadline for 2000

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<td>11/5/00</td>
<td>10/31/00</td>
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</tr>
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</table>

*90-Day Deadline for 2000*
REAL ESTATE COMMISSION
MEETING SCHEDULE
2000

<table>
<thead>
<tr>
<th>Laws &amp; Rules Review Committee – 9:00 a.m.</th>
<th>Real Estate Commission 9:00 a.m.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Education Review Committee - 10:00 a.m.</td>
<td></td>
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<tr>
<td>Condominium Review Committee – 1:00 p.m.</td>
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</tr>
<tr>
<td>Wednesday, January 12, 2000</td>
<td>Friday, January 28, 2000</td>
</tr>
<tr>
<td>Wednesday, February 9, 2000</td>
<td>Friday, February 25, 2000</td>
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<tr>
<td>Wednesday, March 8, 2000</td>
<td>Wednesday, March 24, 2000</td>
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<tr>
<td>Wednesday, April 12, 2000</td>
<td>Friday, April 26, 2000</td>
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<tr>
<td>Friday, May 10, 2000</td>
<td>Friday, May 26, 2000</td>
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<tr>
<td>Wednesday, June 14, 2000</td>
<td>Friday, June 30, 2000</td>
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<tr>
<td>Wednesday, July 12, 2000</td>
<td>Friday, July 28, 2000</td>
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<tr>
<td>Wednesday, August 9, 2000</td>
<td>Friday, August 25, 2000</td>
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<tr>
<td>Wednesday, September 13, 2000</td>
<td>Friday, September 29, 2000</td>
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<tr>
<td>Wednesday, October 11, 2000</td>
<td>Thursday, October 26, 2000</td>
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<tr>
<td>Wednesday, November 15, 2000</td>
<td>Thursday, November 30, 2000</td>
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<tr>
<td>Thursday, December 14, 2000</td>
<td>Friday, December 15, 2000</td>
</tr>
</tbody>
</table>

All meetings (unless specifically noted) will be held in the Kapuaiwa Room, Second Floor, HRH Princess Victoria Kamamalu Building, 1010 Richards Street, Honolulu, Hawaii

Meeting dates, locations and times are subject to change without notice. Please call the Real Estate Commission Office at 586-2643, to confirm the dates, times and locations of the meetings. This material can be made available for individuals with special needs. Please call the Executive Officer at 586-2643 to submit your request.
## 2000

### ASI - Non - Testing Days

#### January
- **1 Saturday**: New Year's Day - no testing
- **3 Monday**: New Year's - no testing
- **4 Tuesday**: no testing - Y2K buffer

#### February
- **5 Wednesday**: no testing - Y2K buffer
- **6 Thursday**: no testing - Y2K buffer
- **17 Monday**: Martin Luther King, Jr. - no testing

#### March
- **27 Saturday**: Memorial Day - no testing
- **29 Monday**: Memorial Day - no testing

#### April
- **4 Tuesday**: Independence Day - no testing

#### May
- **23 Monday**: Labor Day - no testing

#### June
- **23 Saturday**: Christmas - no testing

#### July
- **25 Monday**: Christmas - no testing
- **30 Saturday**: New Year's - no testing

#### August
- **13 Tuesday**: no testing - Y2K buffer

#### September
- **17 Saturday**: Memorial Day - no testing
- **19 Monday**: Memorial Day - no testing

#### October
- **9 Tuesday**: Independence Day - no testing

#### November
- **17 Thursday**: Thanksgiving - no testing
- **24 Friday**: Thanksgiving - no testing

#### December
- **25 Saturday**: Christmas - no testing

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**A Harcourt Company**
2000 HOLIDAY SCHEDULE

NEW YEAR BREAK
MARTIN LUTHER KING JR. DAY
MEMORIAL DAY
INDEPENDENCE DAY
INDEPENDENCE DAY OBSERVED
LABOR DAY
THANKSGIVING DAY
DAY AFTER THANKSGIVING
CHRISTMAS BREAK

MONDAY, JANUARY 3
MONDAY, JANUARY 17
MONDAY, MAY 29
MONDAY, JULY 3
TUESDAY, JULY 4
MONDAY, SEPTEMBER 4
THURSDAY, NOVEMBER 23
FRIDAY, NOVEMBER 24
MONDAY, DECEMBER 25