

EDUCATION REVIEW COMMITTEE
REAL ESTATE COMMISSION
Professional and Vocational Licensing Division
Department of Commerce and Consumer Affairs
State of Hawaii
www.hawaii.gov/hirec

MINUTES OF MEETING

The agenda for this meeting was filed with the Lieutenant Governor's Office as required by Section 92-7(b), Hawaii Revised Statutes.

Date: August 13, 2014

Time: Upon adjournment of the Condominium Review Committee meeting, upon adjournment of the Laws and Rules Review Committee meeting, that convened at 9:30 a.m.

Place: Hawaii Island REALTORS®
1321 Kinoole Street
Hilo, Hawaii

Present: Rowena Cobb, Chair / Broker / Kauai Commissioner
Aileen Wada, Vice Chair / Broker / Honolulu Commissioner
Bruce Faulkner, Broker / Maui Commissioner
Scott Arakaki, Public Member / Honolulu Commissioner
Nikki T. Senter, Public Member / Honolulu Commissioner
Laurie Lee, Broker / Honolulu Commissioner
Scott Sherley, Broker / Hawaii Island Commissioner
Aleta Klein, Broker / Honolulu Commissioner
Michael Pang, Broker / Honolulu Commissioner

Neil Fujitani, Supervising Executive Officer
Diane Choy Fujimura, Senior Real Estate Specialist
Cynthia Yee, Senior Condominium Specialist
Shari Wong, Deputy Attorney General
Tammy Norton, Recording Secretary

Others: Susan Lee Loy, President-Hawaii Island REALTORS®
Marsha Shimizu, Hawaii Association of REALTORS®
Aron Espinueva, Hawaii Association of REALTORS®
Mary Begier, Hawaii Association of REALTORS® member
Gregg Morimoto, Regulated Industries Complaints Office
Forrest Arnold, Hawaii Green Realty
Zach Mermel, OLA Design Group
Sandra Otero

Absent: None

Call to Order: The Chair called the meeting to order at 10:42 a.m., at which time quorum was established.

Chair's Report: The Chair stated the Committee may move into Executive Session to consider and evaluate personal information relating to individuals applying for licensure in accordance with section 92-5(a)(1), HRS, and to consult with the Board's attorney on questions and issues pertaining to the Board's powers, duties, privileges, immunities, and liabilities in accordance with section 92-5(a)(4), HRS.

Real Estate Specialist's Report: Minutes of Previous Meeting

Upon a motion by Commissioner Faulkner, seconded by Commissioner Sherley, it was voted on and unanimously carried to accept the minutes of the July 9, 2014 Education Review Committee meeting.

Continuing Education: Administrative Issues

2013-2014 Continuing Education Providers and Courses Ratification List

Upon a motion by Commissioner Sherley, seconded by Commissioner Faulkner, it was voted on and unanimously carried to ratify the following list:

<u>Registration/Certification</u>	<u>Effective Date</u>
Course(s)	
Enhance Your Brand & Protect Your Clients with Data Privacy and Security" (3 cr) (ARELLO/The CE Shop)	July 3, 2014
"CRS 202 Effective Buyer Sales Strategies" (National/Hawaii Association of REALTORS)	(3 credits) July 11, 2014
"Property Management in Hawaii" (Philip Hale Wilia)	(3 credits) July 18, 2014
"The Art of Real Estate Negotiations 'Working Towards a Win/Win Agreement" (3 cr) (Philip Hale Wilia)	July 18, 2014
"AVM's, RVM's and Showing Consumers the Difference" (National/Pacific Real Estate Institute)	(3 credits) July 25, 2014

Applications

Course – "Green Real Estate for Hawaii's Future"; Author/owner: Forrest Arnold and Zach Mermel; Provider: West Hawaii Association of REALTORS®; Course Categories: Property Ownership and Development, Risk Management, Other – Reducing cost of property ownership, reducing risk of environmental hazards; Clock Hours: 3

Mr. Forrest Arnold and Mr. Zach Mermel were present to answer any questions regarding the course application.

Mr. Arnold stated that licensees after completing the course will be able to identify the benefits of green energy features in Hawaii real estate, be able to assist clients in recognizing various green methods, and refer clients to insured, experienced professionals.

Upon a motion by Commissioner Faulkner, seconded by Commissioner Lee, it was voted on and unanimously carried to approve the course "Green Real Estate for Hawaii's Future"; Author/owner: Forrest Arnold and Zach Mermel; Provider: West Hawaii Association of REALTORS®; Course Categories: Property Ownership and Development, Risk Management, Other – Reducing

cost of property ownership, reducing risk of environmental hazards; Clock Hours: 3.

Course - "Timeshare in the 21st Century: Act 228 Relating to Timeshare"; Author/owner: Lei Ahu Isa, PhD.; Provider: Eddie Flores Real Estate Continuing Education; Course Categories: Property Ownership and Development, Other – Vacation Ownership and Timeshare; Clock Hours: 3

Commissioners noted that the intent of the course is to give an overview of what Timeshare is and the use of the point system. Act 228 did not introduce the point system and is only a small portion of the course. While Act 228 is important, it does not impact the overall course content and is not necessary in the course title. Commissioners suggested titles such as "Timeshare Basics" and "Understanding Timeshare." It was also noted that on page 6, program specific names should not be used.

Upon a motion by Commissioner Sherley, seconded by Commissioner Faulkner, it was voted on and unanimously carried to approve the course "Timeshare in the 21st Century: Act 228 Relating to Timeshare", subject to a title revision; Author/owner: Lei Ahu Isa, PhD.; Provider: Eddie Flores Real Estate Continuing Education; Course Categories: Property Ownership and Development, Other – Vacation Ownership and Timeshare; Clock Hours: 3.

Course – "So You Think You Know Contracts?"; Author/Owner: Scott Alan Bly, Esq.; Provider: Dower School of Real Estate; Course Categories: Contracts, Real Estate Law; Clock Hours: 6

Commissioner noted some typographical errors in the course submission and suggested the author proof the course materials.

Upon a motion by Commissioner Arakaki, seconded by Commissioner Faulkner, it was voted on and unanimously carried to approve the course "So You Think You Know Contracts?"; Author/Owner: Scott Alan Bly, Esq. Provider: Dower School of Real Estate; Course Categories: Contracts, Real Estate Law; Clock Hours: 6.

Course – "What . . . That's Discrimination?"; Author/Owner: Scott Alan Bly, Esq.; Provider: Dower School of Real Estate; Course Categories: Real Estate Law, Other – Discrimination; Clock Hours: 3

Commissioners commented that it is a good basic fair housing course, but noted that "Comfort Animals" are not mentioned, while only "service animals" are. Comfort animals should be mentioned as it falls under state law. It was also suggested to include on page 12 of the course materials a reference to civil rights law in Hawaii regarding "assistance animals."

Commissioner Klein noted that Exhibits A through D are not referenced as such in the course materials.

Specialist Fujimura responded that although not referenced as such, the Exhibits correspond to pages 14 and 15, Methods in Which Discrimination May Occur.

Upon a motion by Commissioner Sherley, seconded by Commissioner Wada, it was voted on and unanimously carried to approve the course – "What . . . That's Discrimination?"; Author/Owner: Scott Alan Bly, Esq.; Provider: Dower School of

Real Estate; Course Categories: Real Estate Law, Other – Discrimination; Clock Hours: 3, subject to inclusion of "comfort animals" and a reference to civil rights law in Hawaii regarding "assistance animals."

Prelicensure Education: Administrative Issues

Statistics on the number of new salesperson licensees since January 2014 were provided for informational purposes, along with number of new salesperson licensee during the even numbered year since tracking in 2002. New salesperson licensees licensed in the even numbered year shall be deemed to have completed the continuing education requirement for the renewal.

It was noted that there are approximately 18,000 to 19,000 licensees. Of that number, barely 1/3 have met their CE requirement for the upcoming renewal.

Evaluation and Education Program

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

- Continuing Ed Express (6)
- ProSchools (8) – June 2014
- ProSchools (19) – July 2014

Administration of Examinations:

PSI

Licensing Examination Statistics – July 2014

Examination statistics for July 2014 were distributed to the Commissioners for their information.

School Pass/Fail Rates – July 2014

School pass/fail rate statistics for July 2014 were distributed to the Commissioners for their information.

School Summary by Test Category – July 2014

Copies of the July 2014 test category summary reports, by school, were distributed to the Commissioners for their information.

Test Development

PSI Test Development was held on July 29, 2014. The group was split into two for the item review session. One group reviewed the broker items and the other reviewed the salesperson items.

Exam Monitoring

Specialist Endo monitored the Kahului Test Center on July 12, 2014. Her evaluation was distributed for informational purposes.

Educator's Forum: No discussion.

