

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: November 12, 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: Grove Farm Building, Conference Room
3-1850 Kaunualii Drive
Lihue, Hawaii 96766

Present: Rowena Cobb, Chair / Broker / Kauai Commissioner
Aileen Wada, Vice-Chair/Broker / Honolulu Commissioner
Scott Sherley, Broker / Hilo Commissioner
Laurie Lee, Broker / Honolulu Commissioner
Bruce Faulkner, Broker / Maui Commissioner
Scott Arakaki, Public / Honolulu Commissioner
Aleta Klein, Broker / Interim Honolulu Commissioner
Michael Pang, Broker / Honolulu Commissioner

Neil Fujitani, Supervising Executive Officer
Diane Choy Fujimura, Senior Real Estate Specialist
Shari Wong, Deputy Attorney General
Marilyn Antolin, Recording Secretary

Others: Karen Ono, Executive Director, Kauai Board of Realtors
Chad Deal, President, Kauai Board of Realtors
F. Lee Morey, Kauai Board of Realtors, CB TurtleCoveRealty
Boe Greene, Diamond Resorts International
Liz Crites, Sun Village
Sunshine Hatto, Hawaiiana Management
Robert Grinpas, Esq.

Absent: Nikki Senter, Public / Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 10:45 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 Sherley, seconded by Commissioner Lee, it was voted on and unanimously carried to accept the minutes of the October 8, 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 Lee, it was voted on and unanimously carried to ratify the attached list.

Applications

Course – “Universal Design for Accessibility and Aging-In-Place”;
Author/Owner: Shari Motooka-Higa; Provider: Shari Motooka-Higa;
Course Categories: Real Estate Law, Risk Management; Clock Hours: 3

Commissioner Klein stated that it is good to see ARELLO – certified courses being offered. Commissioner Klein feels that this appeared to be a good course.

Upon a motion by Commissioner Sherley, seconded by Commissioner Faulkner, it was voted on and unanimously carried to approve, “Universal Design for Accessibility and Aging-In-Place” as a 3 credit hour continuing education elective course under the course categories: Real Estate Law, Risk Management.

Course – “Landlord Update: Pets and Medical Marijuana”; **Author/Owner: Bryan Andaya; Provider: Eddie Flores Real Estate Continuing Education; Course Category: Real Estate Law, Property Management; Clock Hours: 3**

Commissioner Arakaki recused himself from participating in discussion and voting on this matter.

Commissioner Pang suggested a title change that better reflected the course content.

Upon a motion by Commissioner Pang, seconded by Commissioner Klein, it was voted on and unanimously carried to approve, with suggested title change, “Landlord Update: Pets and Medical Marijuana” as a 3 credit hour continuing education elective course under the course categories Real Estate Law, Property Management”.

Continuing Education Core Course

The Request for Quotation deadline for the Hawaii Real Estate Commission's 2015-2016 Mandatory Core Course is November 21, 2014. The Core Course for the next biennium will be 8 hours: Part A (4 hours) and Part B (4 hours).

Senior Real Estate Specialist Fujimura brought up the issue of qualified teachers to instruct the 2015-2016 core course, as the topic is more specialized than previous core course topics. Should the Train-the-Trainer session for the 2015-2016 core course be offered only to “qualified” instructors? Commissioner Pang commented that, as in most continuing education courses that are offered repeatedly, the quality of the instructor becomes a factor in choosing to register for a course. The better instructors will rise to the top. Instructors often do not know the answers to ALL questions posed in a classroom. A concern was expressed that the instructors should be carefully chosen

by the CE Providers for the next core course. Knowledge of both real estate and condominium law should be required for core course instructors.

Commissioner Wada inquired if a high school diploma or GED will be a mandatory requirement for of a Real Estate Salesperson in the future. SEO Fujitani confirmed that it is not currently a requirement and it would be up to the legislative to change it. An audience member from NAR indicated that there is a Code of Excellence tier, which would identify real estate licensees with a High School Diploma, and/or General Equivalency Diploma (GED).

Prelicense Education: Administrative Issues

A report of new salespersons licensed to date in 2014 was distributed to the Commissioners for their information.

Administration of Examinations:

PSI

Licensing Examination Statistics – October 2014

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

School Pass/Fail Rates – October 2014

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

School Summary by Test Category – October 2014

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

Program of Work:

Quarterly Bulletin

The November 2014 Real Estate Commission Bulletin is expected to be distributed the week of November 17, 2014 or sooner. A link to the Bulletin is already available for on-line viewing on the Commission's website.

Special Issues:

None discussed.

ARELLO, REEA and Other Organizations:

No report presented.

Budget and Finance Report:

No report presented.

Next Meeting:

Wednesday, December 10, 2014

Upon adjournment of the Condominium Review Committee Meeting, which is upon adjournment of the Laws and Rules Review Committee meeting, which convenes at 9:00 a.m.

King Kalakaua Building
Queen Liliuokalani Conference Room
335 Merchant Street, 1st Floor
Honolulu, Hawaii

Adjournment:

With no further business to discuss, Chair Cobb adjourned the meeting at 11:00 a.m.

Reviewed and approved by:

/s/ Diane Choy Fujimura
Diane Choy Fujimura
Senior Real Estate Specialist

November 14, 2014
Date

[X] Minutes approved as is.
[] Minutes approved with changes, see minutes of _____

**2013-2014 CONTINUING EDUCATION PROVIDERS AND COURSES
RATIFICATION LIST**

EDUCATION REVIEW COMMITTEE

November 12, 2014

<u>Registration/Certification</u>	<u>Effective Date</u>
Provider(s) Servpro Industries, Inc.	06/01/2014
Course(s) "Home Energy Efficiency for Real Estate Professionals" (4 credits) (ARELLO/International Association of Certified Home Inspectors)	10/08/2014
"Understanding Mold in the Restoration Industry" (3 credits) (Servpro Industries, Inc.)	06/01/2014
"Certified Negotiation Expert" (12 credits) (Tom Hayman/Abe Lee Seminars)	01/01/2015
"Certified New Home Sales Professional (CSP)" (15 credits) (National/Shari S. Motooka-Higa)	01/01/2015
"Advanced Issues in Commercial Real Estate Sales and Leasing (3 credits) (Gino L. Gabrio, Esq./Russ Goode Seminars)	10/30/2014
"Commercial Real Estate Transactions" (3 credits) (Gino L. Gabrio, Esq./Russ Goode Seminars)	10/30/2014
"Advanced Concepts for Today's Senior Homeowners V2 (3 credits) (Shari S. Motooka-Higa)	01/01/2015
"CAPS - Business Management for Building Professionals" (6 credits) (National/Shari S. Motooka-Higa)	01/01/2015
"CAPS I - Marketing & Communication Strategies for Aging (6 credits) & Accessibility" (National/Shari S. Motooka-Higa)	01/01/2015
"CAPS II: Design/Build Solutions for Aging & Accessibility" (6 credits) (National/Shari S. Motooka-Higa)	01/01/2015
"ESCROW 101 (Japanese)" (3 credits) (Ken Kiyohara/Abe Lee Seminars)	01/01/2015

"J-Biz Protocol" (3 credits) (Ken Kiyohara/Abe Lee Seminars)	01/01/2015
"A Real Estate Agent's Guide to Homeowners Insurance" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"BPO Simplified" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"Code of Ethics Case Studies II (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"Federal Fair Housing Laws and Practice" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"Green Remodeling" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"History of the American Home: Part 1" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"Home Inspection Basics" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"How to Sell Real Estate Part-Time" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"Indoor Air Quality: Risks and Remedies" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"International Real Estate" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"Managing the Risks of Using Your Home or Car for Business" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"Mortgage Fraud Finds New Paths in Real Estate" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"Psychology of Pricing and Secrets of the CMA" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"Real Estate Teams" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"Rehab for Resale" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
"REO Simplified" (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015

“Resolving Transaction Disputes” (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
“The Role of Diversity Marketing in Your Real Estate Practice” (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
“Seller Counseling: From Listing to Closing” (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
“Selling a Business” (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
“Service Dogs, ADA, and the Fair Housing Act” (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
“Short Sales Simplified” (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
“Tax Deferred IRS 1031 Exchanges” (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
“Using Feng Shui Principles to Improve Living Spaces” (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
“Your First Year in Real Estate: Part I” (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015
“Your First Year in Real Estate: Part II” (3 credits) (ARELLO/Continuing Ed Express LLC)	01/01/2015