

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 13, 2013

Time: Upon adjournment of the Condominium Review Committee meeting, upon adjournment of the Laws and Rules Review Committee meeting, that convened at 9:00 a.m.

Place: Queen Liliuokalani Conference Room
King Kalakaua Building
335 Merchant Street, First Floor
Honolulu, Hawaii

Present: Rowena Cobb, Chair / Broker / Maui Commissioner
Aileen Wada, Vice Chair / Broker / Honolulu Commissioner
Frances Gendrano, Broker / Honolulu Commissioner
Bruce Faulkner, Broker / Maui Commissioner
Scott Arakaki, Public Member / Honolulu Commissioner
Nikki T. Senter, Public Member / Honolulu Commissioner
Scott A. Sherley, Broker / Hawaii Island Commissioner

Miles Ino, Executive Officer
Diane Choy Fujimura, Senior Real Estate Specialist
Amy Endo, Real Estate Specialist
David Grupen, Real Estate Specialist
Benedyne Stone, Condominium Specialist
Cynthia Yee, Senior Condominium Specialist
Shari Wong, Deputy Attorney General
Amy Fujioka, Recording Secretary

Others: Ken Kiyohara, Old Republic Title and Escrow of Hawaii
Marsha Shimizu, Hawaii Association of REALTORS®

Absent: Laurie Lee, Broker / Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 9:46 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.

Commissioner Lee was excused from the meeting. Prior notification of her non-attendance was received.

Real Estate
Specialist's Report: Minutes of Previous Meeting

Upon a motion by Commissioner Gendrano, seconded by Commissioner Sherley, it was voted on and unanimously carried to accept the minutes of the October 9, 2013 Education Review Committee meeting.

Continuing Education: Applications

2013-2014 Continuing Education Providers and Courses Ratification List

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

<u>Registration/Certification</u>	<u>Effective Date</u>
Course(s) "The Principles of Real Estate Finance & Regulation V.2" (3 credits) (Shari S. Motooka-Higa)	October 2, 2013
"RPR: Real-Time Data, Market Knowledge, Informed Consumers" (3 credits) (National/Hawaii Association of Realtors)	October 4, 2013
"Hot Market Strategies" (3 credits) (ARELLO/The CE Shop, Inc.)	October 8, 2013
"REO Properties: Responsibilities, Education and Opportunities for Real Estate Professionals" (3 credits) (ARELLO/The CE Shop, Inc.)	October 8, 2013

Course – "J-Biz Protocol"; Author/Owner: Ken Kiyohara; Provider: Hawaii CCIM Chapter; Course Categories: International Real Estate; Clock Hours: 3

Mr. Ken Kiyohara was present to answer questions. Mr. Kiyohara distributed copies of the PowerPoint presentation that will be used for the course. He explained that he has been presenting this course since April and there has been great interest in the subject. This course covers business practices, communication and etiquette/manners for dealing with Japanese clients. Mr. Kiyohara added that this is a very basic course, but he will also touch on current economic conditions and trends of Japanese travelers. He commented that currently, Malaysia is the most popular destination for Japanese travel, not Hawaii. This is most likely due to the availability of the Japan Retirement Visa for Malaysia.

The Commissioners agreed that there are currently no courses offered on this subject at this time. Furthermore, the course content appears to fulfill the criteria for an elective continuing education course.

Upon a motion by Commissioner Gendrano, seconded by Commissioner Sherley, it was voted on and unanimously carried to take the matter under advisement.

Continuing Education Core Course

Senior Real Estate Specialist Fujimura presented a letter submitted by instructor Beth Holiday suggesting an extension to the availability of Live Classroom Core A 2013-2014. Senior Specialist Fujimura stated that the live version availability of Core Course A ends on December 31st and that only approximately 3,500 out of

approximately 16,000 licensees have taken the course so far. She added that the licensees should be aware of the end date, but there has not been a rush to take the course.

Commissioner Gendrano stated that the real estate market is currently very busy and licensees may not have the time to take the class. Senior Specialist Fujimura explained that licensees are expected to take Core A in the first year and Core B in the second year of the biennium. The Commissioners discussed the purpose of the Core Courses - for the licensees to take it in the appropriate year to learn about the legislation passed for that year. Licensees should not be procrastinating and jamming all continuing education requirements in the renewal year.

The Commissioners discussed the letter from Ms. Holiday and it was noted that most of the letter discusses the contents of an online course and not contents of the live course. The concern is the presentation of the material in an online format. The online course presentation should be more than just screen shots of the materials.

The Commissioners agreed that since this is a busy time of year and most licensees probably will not be rushing to take the course at this time, this issue should be revisited again at the December meeting.

Prelicense Education: Evaluation and Education Program

Copies of evaluations of the independent study courses from Abe Lee Seminars (12) were distributed to the Commissioners for their information.

Administration of Examinations:

PSI

Licensing Examination Statistics – October 2013

Examination statistics for October 2013 were distributed to the Commissioners for their information.

School Pass/Fail Rates – October 2013

School pass/fail rate statistics for October 2013 were distributed to the Commissioners for their information.

School Summary by Test Category – October 2013

Copies of the October 2013 test category summary reports, by school, were distributed to the Commissioners for their information.

Test Development

PSI Test Development Committee Meetings

A synopsis of the PSI Test Development Committee meetings held on October 29, 2013 was distributed to the Commissioners for their information.

PSI Hawaii Real Estate Educator's Forum

A synopsis of the PSI Hawaii Real Estate Educator's Forum held on October 28, 2013 was distributed to the Commissioners for their information.

Exam Site Monitoring

A written report of the Honokaa, Big Island test site monitoring was distributed to the Commissioners for their information.

Specialist Endo reported that everything went well at the test site monitoring.

Instructor Development Workshop

Ms. Marsha Shimizu was present to report on the Commission-sponsored Instructor Development Workshop, "Inviting Technology into the Classroom." The IDW sessions were held on the Big Island on October 30th, Maui on October 31st and Oahu on November 1st.

She noted that the IDWs were well attended and added that the evaluations were very high for this instructor and the presentation.

The Commissioners agreed that the presenter, Alycea Snyder, was an excellent speaker and appreciated the CE Shop's philosophy of "go out and bridge the gap for instructors." The presenter kept the audience engaged, provided many opportunities for interactive group participation and encouraged the use of smart phones and tablets as hands-on tools in the classroom.

Program of Work:

Annual Report, Quarterly Bulletin, and School Files

Senior Real Estate Specialist Fujimura reported that the November 2013 issue of the Real Estate Bulletin will be distributed shortly and a copy is available on the Commission's website: www.hawaii.gov/hirec.

Neighbor Island Outreach

A report on the Neighbor Island Outreach held on October 9, 2013, at the West Hawaii Civic Center's Community Meeting Hale in Kailua-Kona, was distributed to the Commissioners for their information.

Real Estate Specialists' Office for the Day

A report on the Real Estate Specialists' Office for the Day held on October 9, 2013, at the West Hawaii Civic Center's Community Meeting Hale in Kailua Kona, was distributed to the Commissioners for their information.

Ad Hoc Committee on Education (ACE)

A report on The Ad Hoc Committee on Education meeting held on October 17, 2013 was distributed to the Commissioners for their information.

Budget and Finance Report:

Upon a motion by Commissioner Sherley, seconded by Commissioner Arakaki, it was voted on and unanimously carried to accept the Real Estate Education Fund Finance Report for the period ending September 30, 2013.

Continuing Education: Applications

Course – “J-Biz Protocol”; Author/Owner: Ken Kiyohara; Provider: Hawaii CCIM Chapter; Course Category: International Real Estate; Clock Hours: 3

Upon a motion by Commissioner Faulkner, seconded by Commissioner Sherley, it was voted on and unanimously carried to approve the “J-Biz Protocol,” as a three hour elective course, under the course category: International Real Estate. The Commissioners also noted the following reminders: 1) based on HRS § 467-4.5 (d)(3), continuing education courses shall not require an examination to receive continuing education credit 2) remove any logos or references to “Old Republic Title and Escrow of Hawaii” in all course materials 3) include a general disclosure in the course materials that the course does not provide expertise in areas other than real estate and the appropriate experts should be consulted if there are questions related to these non-real estate related topics.

Next Meeting: Wednesday, December 11, 2013
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 Lili’uokalani Conference Room
335 Merchant Street, 1st Floor
Honolulu, Hawaii

Adjournment: With no further business to discuss, Chair Cobb adjourned the meeting at 10:21 a.m.

Reviewed and approved by:

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

November 20, 2013
Date

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