

**EDUCATION REVIEW COMMITTEE**  
REAL ESTATE COMMISSION  
Professional and Vocational Licensing Division  
Department of Commerce and Consumer Affairs  
State of Hawaii  
[www.hawaii.gov/hirec](http://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: December 11, 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 / Kauai 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  
Laurie Lee, Broker / Honolulu Commissioner

Neil Fujitani, Supervising Executive Officer  
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  
Katherine Linster, Condominium Specialist  
Cynthia Yee, Senior Condominium Specialist  
Shari Wong, Deputy Attorney General  
Marilyn Antolin, Secretary  
Amy Fujioka, Recording Secretary

Others: Ralph Foulger, Ralph Foulger School of Real Estate  
Jack Sanders, Ralph Foulger School of Real Estate  
Leslie Kobata, Abe Lee Seminars  
Ken Kiyohara, Old Republic Title and Escrow of Hawaii  
Marsha Shimizu, Hawaii Association of REALTORS®

Call to Order: The Chair called the meeting to order at 11:31 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 Gendrano, seconded by Commissioner Sherley, it was voted on and unanimously carried to accept the minutes of the November 13, 2013 Education Review Committee meeting.

Continuing Education: Applications

**2013-2014 Continuing Education Providers and Courses Ratification List**

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

<u>Registration/Certification</u>	<u>Effective Date</u>
<b>Course(s)</b>	
"Home Inspection in Real Estate Practice" (3 cr) (ARELLO/ProSchools)	November 13, 2013
"Principles of Commercial Real Estate" (3 cr) (ARELLO/ProSchools)	November 13, 2013
"Commercial Real Estate From The Beginning" (4 cr) (ARELLO/McKissock, LP)	November 13, 2013
"Common Mistakes Every Agent Should Avoid" (3 cr) (ARELLO/McKissock, LP)	November 13, 2013
"Mortgages, Loans and Laws – How They Help Your Client" (3 cr) (ARELLO/McKissock, LP)	November 13, 2013
"History of the American Home: Part 1" (3 cr) (ARELLO/Continuing Ed Express, LLC)	November 19, 2013
"Real Estate Teams" (3 cr) (ARELLO/Continuing Ed Express, LLC)	November 19, 2013
"Rehab for Resale" (3 cr) (ARELLO/Continuing Ed Express, LLC)	November 19, 2013
"Short Sales Simplified" (3 cr) (ARELLO/Continuing Ed Express, LLC)	November 19, 2013
"Selling HUD Homes: Increase Your Client's Options V1.0" (3 cr) (National/Dearborn Publishing, Inc.)	November 19, 2013
"The Truth About Mold V3.0" (3 cr) (National/Dearborn Publishing, Inc.)	November 21, 2013

**Course - "Escrow 101 (Japanese)"; Author/owner: Ken Kiyohara; Provider: Abe Lee Seminars; Course Category: Other – Escrow; Clock Hours: 3**

Mr. Ken Kiyohara was present to answer questions. Mr. Kiyohara explained that he has been teaching this as a non-credit course for about six months after discovering that there is no such class being offered.

Commissioner Cobb questioned Mr. Kiyohara on how well students are receiving the course.

Mr. Kiyohara explained that the students are appreciative of the course because it is presented in Japanese. Many of these licensees have English language issues as well as difficulty in understanding the forms and escrow procedures related to real estate transactions.

Commissioner Faulkner inquired about the number of Japanese-speaking agents.

Mr. Kiyohara estimates about 200 agents speak only Japanese with a minimal understanding of English.

Commissioner Sherley commented that the trend in continuing education is to offer courses in languages other than English.

The Commissioners reminded Mr. Kiyohara to remove all references, logos, and names of businesses or organizations that are other than that of the Continuing Education Provider or the author/owner of the course.

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

**Course – “Delivering Value to Your Senior Clients and Their Families”;  
Author/Owner: Leslie Kobata; Provider: Abe Lee Seminars; Course Categories:  
Risk Management, Technology and the Licensee, Other – Working with Seniors  
& Families; Clock Hours: 3**

Mr. Leslie Kobata was present to answer questions. Mr. Kobata explained that his course bridges the gap between real estate licensees and the public regarding seniors and the aging population in Hawaii. The course would help licensees to be better informed regarding their senior clients. The course provides important information regarding aging, but also reminds attendees to refer clients to the proper professionals.

The Commissioners agreed that this course is needed today since the population is aging and these courses are not readily available.

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

Prelicense Education: Applications

**Instructor – Jack M. Sanders, Ralph Foulger School of Real Estate**

**Independent Study Instructor – Jack M. Sanders, Ralph Foulger School of Real Estate**

Mr. Jack Sanders and Mr. Ralph Foulger were present to answer questions. Mr. Foulger introduced Mr. Sanders as a very knowledgeable, personable and ethical instructor.

Mr. Sanders added that he has a background in teaching healthcare CE to physicians, nurses and healthcare executives. He noted that the same teaching techniques apply to real estate professionals.

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

Evaluation and Education Program

Copies of evaluations of the independent study courses from ProSchools (2) were distributed to the Commissioners for their information.

Administration of  
Examinations:

PSI

**Licensing Examination Statistics – November 2013**

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

**School Pass/Fail Rates – November 2013**

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

**School Summary by Test Category – November 2013**

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

Exam Site Monitoring

A written report of the Kapaa, Kauai test site monitoring was distributed to the Commissioners for their information.

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

Program of Work:

Instructor Development Workshop

Ms. Marsha Shimizu, Hawaii Association of REALTORS® was present to report on the evaluations of the Commission-sponsored Instructor Development Workshop, "Inviting Technology into the Classroom."

Ms. Shimizu presented a recap of the evaluations from the IDW sessions. She noted that the presenter did a superb job and received a rating of 4.95 on a 5 point scale. The ratings for the facilities, however, did not rate as well, since they opted to save money to be able to offer the workshop in three sessions on the Big Island, Maui, and Oahu.

Neighbor Island Outreach

The next Neighbor Island Outreach will be held on January 8, 2014 at the REALTORS® Association of Maui.

Real Estate Specialists' Office for the Day

The next Real Estate Specialists' Office for the Day will be held on January 8, 2014 at the REALTORS® Association of Maui.

Budget and Finance  
Report:

No report.

Continuing Education: Applications

**Course - "Escrow 101 (Japanese)"; Author/owner: Ken Kiyohara; Provider: Abe Lee Seminars; Course Category: Other – Escrow; Clock Hours: 3**

Upon a motion by Commissioner Faulkner, seconded by Commissioner Gendrano, it was voted on and unanimously carried to approve "Escrow 101 (Japanese)," as a three-hour elective course, under the course category: Other - Escrow.

**Course – "Delivering Value to Your Senior Clients and Their Families"; Author/Owner: Leslie Kobata; Provider: Abe Lee Seminars; Course Categories: Risk Management, Technology and the Licensee, Other – Working with Seniors & Families; Clock Hours: 3**

Upon a motion by Commissioner Gendrano, seconded by Commissioner Faulkner, it was voted on and unanimously carried to approve "Delivering Value to Your Senior Clients and Their Families," as a three-hour elective course, under the course category: Other – Working with Seniors and Families.

**Instructor – Jack M. Sanders, Ralph Foulger School of Real Estate**

Upon a motion by Commissioner Arakaki, seconded by Commissioner Lee, it was voted on and unanimously carried to approve Jack M. Sanders as an Instructor for Ralph Foulger School of Real Estate.

**Independent Study Instructor – Jack M. Sanders, Ralph Foulger School of Real Estate**

Upon a motion by Commissioner Arakaki, seconded by Commissioner Gendrano, it was voted on and unanimously carried to approve Jack M. Sanders as an Independent Study Instructor for Ralph Foulger School of Real Estate.

Next Meeting: Wednesday, January 8, 2014  
Upon adjournment of the Condominium Review Committee Meeting, which is upon adjournment of the Laws and Rules Review Committee meeting, which convenes at 9:30 a.m.  
REALTORS® Association of Maui, Inc.  
441 Ala Makani Place  
Kahului, Maui

Adjournment: With no further business to discuss, Chair Cobb adjourned the meeting at 11:54 a.m.

Reviewed and approved by:

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

December 18, 2013  
Date

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