

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: January 8, 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: REALTORS® Association of Maui, Inc.
441 Ala Makani Place
Kahului, Maui

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
Scott A. Sherley, Broker / Hawaii Island Commissioner
Laurie Lee, 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
Marilyn Antolin, Recording Secretary

Not Present: Frances Gendrano, Broker / Honolulu Commissioner

Others: Robin Sagadraca
Carol Ball, Carol Ball and Associates
Massy Cashen, Hawaii First, Inc
Kavan Saiki (Investigator), Regulated Industries Complaint Office (RICO)
David Ross (Investigator), Regulated Industries Complaint Office (RICO)
Keoni Enriques (investigator), Regulated Industries Complaint Office (RICO)

Call to Order: The Chair called the meeting to order at 10:10 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 Gendrano was excused from the meeting. Prior notification of her non-attendance was received.

Senior Real Estate
Specialist's Report:

Additional Distribution

The following materials were distributed prior to the start of the meeting:

Administration of Examinations

PSI

- 1) Licensing Examination Statistics – December 2013
- 2) School Pass/Fail Rates – December 2013
- 3) School Summary by Test Category – December 2013

Minutes of Previous Meeting

Upon a motion by Commissioner Sherley , seconded by Commissioner Wada, it was voted on and unanimously carried to accept the minutes of the December 11, 2013 Education Review Committee meeting.

Continuing Education:

**Applications –
2014 Continuing Education Providers and Courses Ratification List**

Upon a Motion by Commissioner Faulkner, seconded by Commissioner Arakaki, it was voted on and unanimously carried to ratify the following:

Registration/Certification

Effective Date

Course(s)

A New Look at Contract Law
3 credits (ARELLO/McKissock)

December 13, 2013

Course: The Impact of Mobile Technology on Real Estate
Author/Owner: Robin Sagadraca
Provider: Abe Lee Seminars
Course Category: Technology and the Licensee
Clock Hours: 3 hours

Mr. Sagadraca was present to answer questions. Commissioner Cobb asked if his previously approved continuing education course on cloud technology was offered and how it was received by the students.

Abe Lee Seminars offered the course on all islands and has received positive feedback. Interest in the course is high as course attendance is almost to its maximum. Evaluations have been completed and are available for review by the Commissioners.

Commissioner Senter asked how the course content, as it relates to consumer protection, will be beneficial to students. Mr. Sagadraca responded that the course increases technology awareness and explores the ways that mobile technology has influenced and continues to influence how licensees conduct their business.

Mr. Sagadraca stated the course offers tips, suggestions and discussion on the importance of selecting strong passwords and working with vendors that utilize encryption. Also included in this course is a brief section regarding digital signatures. Mr. Sagadraca said that the subject of digital signatures is important and could be justified as a stand-alone course.

Commissioner Faulkner asked whether or not the subject course was “hands-on”. Mr. Sagadraca stated the course was not planned as a “hands-on” course. However, he welcomes students to bring their personal mobile devices, smart phones, and/or tablets to class (i.e.: laptops, smart phones, ipad). The class is a live seminar and will be presented through the use of pre-printed visual aids, demonstrations, and handouts. No tutorial, specific hands-on assistance on personal devices will be provided. Oftentimes, permitting the use of these mobile devices proves to be too distracting to the on-going class.

The Commissioners agreed that wifi-connection is available in most classrooms, and usage is allowed during CE courses.

Commissioner Cobb felt that a course with such content is needed in the industry and thanked Mr. Sagadraca for his time.

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

Course:	Certified Negotiation Expert
Author/Owner:	Tom Hayman, Real Estate Negotiation Institute
Provider:	Abe Lee Seminars
Course Categories:	Contracts, Risk Management
Clock Hours:	12 hours

Mr. Hayman was not present to answer any questions.

Senior Real Estate Specialist Fujimura introduced the course and asked for Commissioners’ feedback, discussion, and/or comments.

Commissioner Arakaki asked if it was a general course or a course tailored specifically to real estate.

Commissioner Cobb commented that the course, by itself, does not appear to be identified as a stand alone course, but feels that it can be a topic embedded in another course.

Commissioner Wada agreed and felt that it appeared to be a 3-4 hour course versus a 12 hour/2 day course. Commissioner Wada inquired how such a course would benefit the real estate buyer and/or seller.

SEO Fujitani asked whether or not this course meets the criteria for a continuing education course as described in §16-99-101, Hawaii Administrative Rules (HAR).

Senior Real Estate Specialist Fujimura stated §16-99-101 may be amended and the types of continuing education courses allowed will be expanded, which may include topics like “negotiation.”

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

Continuing Education **Core Course**

Senior Real Estate Specialist Fujimura, announced that at the Real Estate Commission meeting of December 20, 2013, the Commissioners voted to offer both Core A and Core B, when available, throughout the biennium in a live, classroom format, along with the online version of both courses. Both Core A and Core B will be offered in an ONLINE version only from January 1 of the new biennium through May 31 of the first year of the new biennium.

Prelicensing
Education:

Administrative Issues

The pre-licensing online system will be launched in early February 2014. Modeled after the successful continuing education online system, the prelicense online system will require real estate candidates to create an account to access information about their new license. Prelicense schools and continuing education providers will use their respective online systems to register and report course information to the Real Estate Branch. All licensee users will be required to create an individual account to access their information. Training for the new prelicense online system and updates for the continuing education online system will be provided at the end of January 2014.

Evaluation and Education Program –

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

Administration of
Examinations:

PSI

Licensing Examination Statistics – December 2013

Examination statistics for December 2013 were distributed to the commissioners for their information.

School Pass/Fail Rates – December 2013

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

School Summary by Test Category – December 2013

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

Program of Work: No Report.

Budget and Finance
Report: Supervising EO Fujitani mentioned that he will be participating in a Ways and Means (WAM) Committee Meeting scheduled for Thursday, January 9, 2014.

Executive Session: Upon a motion by Commissioner Arakaki, seconded by Commissioner Sherley, it was voted on and unanimously carried to enter into executive session, pursuant to section 92-5(a)(1), HRS, "To consider and evaluate personal information, relating to individuals applying for professional or vocational licenses cited in section 26-9 or both;" and pursuant to section 92-5(a)(4), HRS, "To consult with the board's attorney on questions and issues pertaining to the board's powers, duties, privileges, immunities, and liabilities."

Upon a motion by Commissioner Sherley, seconded by Commissioner Faulkner, it was voted on and unanimously carried to move out of executive session.

Continuing Education: **Applications**

Course: The Impact of Mobile Technology on Real Estate
Author/Owner: Robin Sagadraca
Provider: Abe Lee Seminars
Course Category: Technology and the Licensee
Clock Hours: 3

Upon a Motion by Commissioner Faulkner, seconded by Commissioner Arakaki, it was voted on and unanimously carried to approve "The Impact of Mobile Technology on Real Estate," as a three-hour elective course, under the course category: Technology and the Licensee.

Course: Certified Negotiation Expert
Author/Owner: Tom Hayman, Real Estate Negotiation Institute
Provider: Abe Lee Seminars
Course Categories: Contracts, Risk Management

Upon a Motion by Commissioner Sherley, seconded by Commissioner Faulkner, it was voted on and unanimously carried to approve "Certified Negotiation Expert," as a twelve-hour elective course, under the course categories: Contracts, Risk Management.

Next Meeting: Wednesday, February 12, 2014
Upon adjournment of the Condominium Review Committee Meeting, upon adjournment of the Laws and Rules Review Committee meeting, which convenes at 9:00 a.m.
King Kalakaua Building
Queen Lilioukalani Conference Room
335 Merchant Street, 1st Floor
Honolulu, Hawaii

Adjournment: With no further business to discuss, Chair Cobb adjourned the meeting at 10:50 a.m.

Reviewed and approved by:

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

2/12/2014
Date

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