

EDUCATION REVIEW COMMITTEE
REAL ESTATE COMMISSION
www.hawaii.gov/hirec

AGENDA

Date: Wednesday, March 11, 2015

Time: 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.

Place: King Kalakaua Building
Queen Liliuokalani Conference Room
335 Merchant Street, 1st Floor
Honolulu, HI 96813

The Commission 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 Commission's attorney on questions and issues pertaining to the Commission's powers, duties, privileges, immunities, and liabilities in accordance with Section 92-5(a)(4), HRS.

1. Call to Order, Public Notice, Quorum
2. Chair's Report
3. Senior Real Estate Specialist's Report
 - a. Announcements, Introduction, Correspondence, and Additional Distribution
 - b. Minutes of Previous Meeting – Minutes of February 11, 2015
4. Continuing Education Administration, Curriculum, Courses, Providers, and Instructors
 - a. Administrative Issues - 2015-2016 Continuing Education Providers and Courses Ratification List
 - b. Applications
 - 1) Course – "Common Mistakes Made by Real Estate Rookies and the Rest of Us"; Author/Owner: Todd Cordrey; Provider: American Dream Real Estate School LLC; Course Categories: Contracts, Real Estate Law, Technology and the Licensee; Clock Hours: 3
 - 2) Course – "Contracts and Risk Management"; Author/Owner: Todd Cordrey; Provider: American Dream Real Estate School LLC; Course Categories: Real Estate Law, Dispute Resolution, Finance, Risk Management, Technology and the Licensee; Clock Hours: 3
 - 3) Course – "Finance Basics: Know Your Numbers"; Author/Owner: Todd Cordrey; Provider: American Dream Real Estate School LLC; Course Categories: Contracts, Real Estate Law, Finance, Technology and the Licensee; Clock Hours: 3
 - 4) Course – "Listing Agreements that Work"; Author/Owner: Todd Cordrey; Provider: American Dream Real Estate School LLC; Course Categories: Contracts, Real Estate Law, Technology and the Licensee, Broker Management; Clock Hours: 3
 - 5) Course – "Multiple Offers, Escalation Clauses and Hot Markets"; Author/Owner: Todd Cordrey; Provider: American Dream Real Estate School LLC; Course Categories: Contracts, Real Estate Law, Technology and the Licensee, Broker Management; Clock Hours: 3
 - 6) Course – "Recognizing Discrimination in Fair Housing"; Author/Owner: Todd Cordrey; Provider: American Dream Real Estate School LLC; Course Categories: Contracts, Real Estate Law; Clock Hours: 3
 - 7) Course – "Safety Tips for Brokers While Showing Properties and Staging"; Author/Owner: Todd Cordrey; Provider: American Dream Real Estate School LLC; Course Categories: Contracts, Broker Management; Clock Hours: 3
 - 8) Course – "Short Sales for Success"; Author/Owner: Todd Cordrey; Provider: American Dream Real Estate School LLC; Course Categories: Contracts, Real Estate Law, Finance, Risk Management; Clock Hours: 3

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- 9) Course – "Sound Practices for the Preparation and Presentation of Effective Contracts"; Author/Owner: Todd Cordrey; Provider: American Dream Real Estate School LLC; Course Categories: Contracts, Real Estate Law, Finance, Risk Management, Technology and the Licensee; Clock Hours: 3
 - 10) Course – "Valuation, Marketing, Negotiations & Closing the Sale"; Author/Owner: Todd Cordrey; Provider: American Dream Real Estate School LLC; Course Categories: Contracts, Real Estate Law, Finance, Risk Management, Technology and the Licensee; Clock Hours: 3
 - 11) Course – "Issues in Representing Foreign Investors"; Author/Owner: Benjamin V. Chen, Esq.; Provider: Abe Lee Seminars; Course Categories: Other – Representing Foreign Investors; Clock Hours: 3
 - 12) Course – "Red Flags to Look For in Condo Documents"; Author/Owner: John Dotten; Provider: TBD; Course Categories: Contracts, Real Estate Law, Property Management, Property Ownership and Development, and Risk Management; Clock Hours: 3
 - 13) Course – "Netiquette: Social Media and Internet Policy"; Author/Owner: Scott A. Sherley; Provider: Real Class Inc.; Course Categories: Risk Management, Technology and the Licensee, and Broker Management; Clock Hours: 3
 - 14) Provider – Kama'aina Realty LLC dba RP Seminars Unlimited; Administrator: Richard P. Pascua Sr.
 - 15) Course – "The Basics of Property Management"; Author/Owner: Scott A. Sherley; Provider: Real Class Inc.; Course Categories: Contracts, Real Estate Law, Property Management, and Risk Management; Clock Hours: 3
- c. Continuing Education Core Course
 - d. Elective Courses
 - e. Evaluation and Education Program
 - f. ARELLO Certification Program
 - g. Continuing Education Review Panel
5. Prelicensing Education Administration, Curriculum, Schools, Instructors, and Equivalency
- a. Administrative Issues - New Salesperson Licensees 2014
 - b. Applications
 - 1) School - American Dream Real Estate School, LLC; Principal – Todd Cordrey
 - 2) Independent Study Course - American Dream Real Estate School, LLC – Principal – Todd Cordrey
 - 3) Instructor – Rollie J. Litteral; Salesperson's Curriculum; American Dream Real Estate School, LLC (pending approval)
 - 4) Instructor – Independent Study; Rollie J. Litteral, Salesperson's Curriculum; American Dream Real Estate School, LLC (pending approval)
 - c. Broker Curriculum and Resources – Broker Curriculum Enhancement Project
 - d. Salesperson's Curriculum and Resources
 - e. Evaluation and Education Program
 - f. Education Equivalency
 - g. Other
6. Administration of Examinations
- a. PSI
 - 1) Licensing Examination Statistics – February 2015
 - 2) School Pass/Fail Rates – February 2015
 - 3) School Summary by Test Category – February 2015
 - b. Uniform Section Equivalency
 - c. Test Development
 - d. Exam Monitoring
 - e. Instructor Workshop
 - f. Examination Contract
7. Educator's Forum
- a. Hawaii Association of REALTORS®
 - b. Public and Private Institutions of Higher Education

Individuals who require special needs accommodations are invited to call the Senior Real Estate Specialist at 586-2643, at least **4 working days** in advance of the meeting.

8. Program of Work, FY '15
 - a. Advice, Education, and Referral
 - b. Meetings and Symposium
 - c. Annual Report, Quarterly Bulletin, and School
 - d. Neighbor Island Outreach – Meeting Report 1-7-15
 - e. Interactive Participation with Organizations
 - f. Real Estate Seminars
 - g. Legislative Participation, Research and Report
 - h. Instructor's Development Workshop
 - i. Real Estate Specialists' Office for the Day – Report 1-7-15
 - j. Real Estate Speakership Program
 - k. New Technology Program and REC Web Site
 - l. Records Management
 - m. Information Distribution System
 - n. New Salesperson and New Broker Startup Kits
 - o. Cooperative Education, Research and Administration Program
 - p. Division and Department Programs
 - q. Staff and Commissioner Development
 - r. Real Estate Reference Library
 - s. Ad Hoc Committee on Education (ACE)
9. Special Issues
10. ARELLO, REEA and Other Organizations
11. Budget and Finance Report
12. Next Meeting: Wednesday, April 8, 2015
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.
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Queen Liliuokalani Conference Room
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13. Adjournment