

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 11, 2017

Time: Upon adjournment of the Condominium Review Committee meeting, which is upon adjournment of the Laws and Rules Review Committee meeting, which convened at 9:30 a.m.

Place: REALTORS® Association of Maui
441 Ala Makani Place
Kahului, Maui

Present: Aileen Wada, Vice Chair, Broker / Honolulu Commissioner
Bruce Faulkner, Broker / Maui Commissioner
Scott Arakaki, Public Member / Honolulu Commissioner
Laurie A. Lee, Broker / Honolulu Commissioner
Michael Pang, Broker / Honolulu Commissioner
Aleta Klein, Broker / Honolulu Commissioner

Neil K. Fujitani, Supervising Executive Officer
Diane Choy Fujimura, Senior Real Estate Specialist
Carole R. Richelieu, Senior Condominium Specialist
Shari Wong, Deputy Attorney General
Tammy Norton, Recording Secretary

Others: Amy Johnson, REALTORS® Association of Maui, PSA
Lisa Teichner, REALTORS® Association of Maui, Board Member
Brett Fahnstock, Peake & Levoy
Gerald Enriques, DCCA – RICO
Jason Economou
Terry Tolman, REALTORS® Association of Maui
Sue Kiang

Absent: Rowena Cobb, Chair / Broker / Kauai Commissioner
Nikki Senter, Public Member / Honolulu Commissioner

Call to Order: The Vice Chair called the meeting to order at 9:58 a.m., at which time quorum was established.

Chair's Report: The Vice 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.

Chair Cobb and Commissioner Senter were excused from the meeting. Prior notification of their non-attendance was received.

Real Estate Specialist's Report: Minutes of Previous Meeting

Upon a motion by Commissioner Pang, seconded by Commissioner Faulkner, it was voted on and unanimously carried to accept the minutes of the December 7, 2016, Education Review Committee meeting.

Continuing Education: Administrative Issues

2017 - 2018 Continuing Education Providers and Courses Ratification List

Upon a motion by Commissioner Pang, seconded by Commissioner Lee, it was voted on and unanimously carried to ratify the following:

Registration/Certification Effective Date

Provider

American Dream Real Estate School, LLC	01/01/2017
Coldwell Banker Pacific Properties Real Estate School	01/01/2017
The Berman Education Company LLC	01/01/2017
All Islands Real Estate School	01/01/2017
Hawaii Association of REALTORS	01/01/2017
Hawaii CCIM Chapter	01/01/2017
Hawaii Island REALTORS	01/01/2017
REALTORS Association of Maui, Inc.	01/01/2017
Russ Goode Seminars	01/01/2017
Vitousek Real Estate School	01/01/2017
Carol Ball School of Real Estate	01/01/2017
Preferred Systems, Inc.	01/01/2017
Honolulu Board of Realtors	01/01/2017
OnCourse Real Estate, Inc. dba Career WebSchool	01/01/2017
ProSchools, Inc.	01/01/2017

Course(s)

"Common Mistakes Made by RE Rookies and the Rest of Us" (3 credits) (CEC/American Dream Real Estate School, LLC)	01/01/2017
"Contracts and Risk Management" (3 credits) (CEC/American Dream Real Estate School, LLC)	01/01/2017
"Finance Basics Know Your Numbers" (3 credits) (CEC/American Dream Real Estate School, LLC)	01/01/2017
"Listing Agreements that Work" (3 credits) (CEC/American Dream Real Estate School, LLC)	01/01/2017
"Multiple Offers, Escalation Clauses and Hot Markets" (3 Credits) (CEC/American Dream Real Estate School, LLC)	01/01/2017
"Recognizing Discrimination in Fair Housing" (3 credits) (CEC/American Dream Real Estate School, LLC)	01/01/2017
"Safety Tips for Brokers While Showing Properties and Staging" (3 credits) (CEC/American Dream Real Estate School, LLC)	01/01/2017
"Short Sales for Success" (3 credits)	01/01/2017

(CEC/American Dream Real Estate School, LLC)	
"Sound Practices for the Preparation and Presentation of Effective Contracts" (3 credits) (CEC/American Dream Real Estate School, LLC)	01/01/2017
"Successful Buyer Systems: How to Be the Best to Today's Buyer" (3 credits) (CEC/American Dream Real Estate School, LLC)	01/01/2017
"Successful Seller Systems: How to Be the Best to Today's Seller (3 credits) (CEC/American Dream Real Estate School, LLC)	01/01/2017
"Understanding TILA – RESPA Issues: How to Avoid Being Embarrassed at Closing" (3 credits) (CEC/American Dream Real Estate School, LLC)	01/01/2017
"Valuation, Marketing, Negotiations & Closing the Sale" (3 credits) (CEC/American Dream Real Estate School, LLC)	01/01/2017
"Working with Fix and Flip Real Estate Investors" (3 credits) (CEC/American Dream Real Estate School, LLC)	01/01/2017
"Look Both Ways Before You Cross the Fiduciary Line" (3 credits) (CEC/Coldwell Banker Pacific Properties Real Estate School)	01/01/2017
"Tax Issues for Real Estate: Knowledge is Power" (3 credits) (CEC/The Berman Education Company LLC)	01/01/2017
"Strategies of Listing: Establishing Market Value (CMA)" (3 credits) (CEC/Hawaii Association of REALTORS)	01/01/2017
"Strategies of Listing: Exclusive Right to Sell Listing Contract" (3 credits) (CEC/Hawaii Association of REALTORS)	01/01/2017
"Strategies of Listing: Getting the Listing" (3 credits) (CEC/Hawaii Association of REALTORS)	01/01/2017
"Strategies of the Purchasing Contract" (3 credits) (CEC/Hawaii Association of REALTORS)	01/01/2017
"Broker Awareness, Part I" (6 credits) (CEC/Hawaii Association of REALTORS)	01/01/2017
"Broker Awareness, Part 2: Broker Practice and Risk Management" (6 credits) (CEC/Hawaii Association of REALTORS)	01/01/2017
"Condominium and Planned Communities" (6 credits) (CEC/Hawaii Association of REALTORS)	01/01/2017
"From Contract to Closing" (6 credits) (CEC/Hawaii Association of REALTORS)	01/01/2017
"Land Use and Development" (6 credits) (CEC/Hawaii Association of REALTORS)	01/01/2017
"Legal Issues" (6 credits)	01/01/2017

(CEC/Hawaii Association of REALTORS)	
"Property Management & Landlord/Tenant" (6 credits) (CEC/Hawaii Association of REALTORS)	01/01/2017
"Residential Tax Rules, 1031 Exchange, and Foreign Investors" (6 credits) (CEC/Hawaii Association of REALTORS)	01/01/2017
"Run Your Business Like A Business" (6 credits) (CEC/Hawaii Association of REALTORS)	01/01/2017
"CI 101 Financial Analysis for Commercial Investment Real Estate" (12 credits) (National/Hawaii CCIM Chapter)	01/01/2017
"CI 102 Market Analysis for Commercial Investment Real Estate" (12 credits) (National/Hawaii CCIM Chapter)	01/01/2017
"CI 103 User Decision Analysis for Commercial Investment Real Estate" (12 credits) (National/Hawaii CCIM Chapter)	01/01/2017
"CI 104 Investment Analysis for Commercial Investment Real Estate" (12 credits) (National/Hawaii CCIM Chapter)	01/01/2017
"Advanced Issues in Commercial Real Estate Sales and Leasing" (3 credits) (CEC/Lori K. Amano/Russ Goode Seminars)	01/01/2017
"Commercial Real Estate Transactions" (3 credits) (CEC/Lori K. Amano/Russ Goode Seminars)	01/01/2017
"Legal Issues in Commercial Real Estate Transactions" (3 credits) (CEC/Lori K. Amano/Russ Goode Seminars)	01/01/2017
"Qualifying the Buyer Under New Regulations" (3 credits) (CEC/Elena Pecheos/Vitousek Real Estate School)	01/01/2017
"Principles of Commercial Real Estate" (3 credits) (CEC/Elena Pecheos/Vitousek Real Estate School)	01/01/2017
"Home Inspection in Real Estate" (3 credits) (CEC/Elena Pecheos/Vitousek Real Estate School)	01/01/2017
"Evolving Real Estate Finance Laws: What You Need To Know" (3 credits) (CEC/Elena Pecheos/Vitousek Real Estate School)	01/01/2017
"Ethical Real Estate: The NAR Code" (3 credits) (CEC/Elena Pecheos/Vitousek Real Estate School)	01/01/2017
"Lead Safety: For Real Estate Agents" (3 credits) (CEC/Preferred Systems, Inc.)	01/01/2017
"Managing the Home Inspection" (3 credits) (CEC/Preferred Systems, Inc.)	01/01/2017
"Radon and Real Estate Transaction" (3 credits) (CEC/Preferred Systems, Inc.)	01/01/2017

"Residential Electrical Inspection Basics" (3 credits) (CEC/Preferred Systems, Inc.)	01/01/2017
"Green Day 1: The Resource-Efficient Home: Remodels, Retrofits" (6 credits) (National/Honolulu Board of Realtors)	01/01/2017
"Green Day 2: Representing Buyers and Sellers; Resource Efficient Homes" (National/Honolulu Board of Realtors) (6 credits)	01/01/2017
"Military Relocation Professional Certification Core Course" (6 credits) (National/Honolulu Board of Realtors)	01/01/2017
"NAR'S e-PRO Certification: Day 1" (6 credits) (National/Honolulu Board of Realtors)	01/01/2017
"New-Home Construction and Buyer Representation- Professionals, Product, Process" (6 credits) (National/Honolulu Board of Realtors)	01/01/2017
"Pricing Strategies: Mastering the CMA" (6 credits) (National/Honolulu Board of Realtors)	01/01/2017
"Real Estate Safety Matters: Safe Business=Smart Business" (3 credits) (National/Honolulu Board of Realtors)	01/01/2017
"Seller Representative Specialist (SRS) Designation Course" (12 credits) (National/Honolulu Board of Realtors)	01/01/2017
"Seniors Representative Specialist (SRES) Designation Course" (12 credits) (National/Honolulu Board of Realtors)	01/01/2017
"Accredited Buyer's Representative Designation Course" (12 credits) (National/Honolulu Board of Realtors)	01/01/2017
"Income Capitalization Overview" (6 Credits) (ARELLO/OnCourse Learning Corporation, dba Career WebSchool)	01/01/2017
"Tax Advantages of Home Ownership" (6 Credits) (ARELLO/OnCourse Learning Corporation, dba Career WebSchool)	01/01/2017
"Commercial Finance & Investment Analysis" (6 Credits) (ARELLO/OnCourse Learning Corporation, dba Career WebSchool)	01/01/2017
"Commercial Leases" (6 Credits) (ARELLO/OnCourse Learning Corporation, dba Career WebSchool)	01/01/2017
"Commercial Sales & Exchanges" (6 Credits) (ARELLO/OnCourse Learning Corporation, dba Career WebSchool)	01/01/2017
"Methods of Residential Finance" (6 Credits) (ARELLO/OnCourse Learning Corporation, dba Career WebSchool)	01/01/2017
"Pricing Property to Sell" (6 Credits) (ARELLO/OnCourse Learning Corporation, dba Career WebSchool)	01/01/2017
"Structuring Ownership in Commercial Real Estate" (6 Credits)	01/01/2017

(ARELLO/OnCourse Learning Corporation, dba Career WebSchool)

"Basic Real Estate Finance" (6 Credits) 01/01/2017
(ARELLO/OnCourse Learning Corporation, dba Career WebSchool)

"Cost Approach Overview" (6 Credits) 01/01/2017
(ARELLO/OnCourse Learning Corporation, dba Career WebSchool)

"Sales Comparison Approach" (6 Credits) 01/01/2017
(ARELLO/OnCourse Learning Corporation, dba Career WebSchool)

"Green Home Construction" (6 Credits) 01/01/2017
(ARELLO/OnCourse Learning Corporation, dba Career WebSchool)

"Tax Free Exchanges" (3 Credits) 01/01/2017
(ARELLO/OnCourse Learning Corporation, dba Career WebSchool)

"Federal Law & Commercial Real Estate" (3 Credit) 01/01/2017
(ARELLO/OnCourse Learning Corporation, dba Career WebSchool)

"Green Home Features" (3 Credits) 01/01/2017
(ARELLO/OnCourse Learning Corporation, dba Career WebSchool)

"Short Sales and Foreclosures" (3 Credits) 01/01/2017
(ARELLO/OnCourse Learning Corporation, dba Career WebSchool)

"Starting a Successful Brokerage" (6 Credits) 01/01/2017
(ARELLO/ProSchools, Inc.)

"Property Pricing and Residential Real Estate"
(6 Credits) (ARELLO/ProSchools, Inc.) 01/01/2017

"Financing Residential Real Estate"
(6 credits) (ARELLO/ProSchools, Inc.) 01/01/2017

"Ethics in Real Estate" (4 Credits) 01/01/2017
(ARELLO/ProSchools, Inc.)

"Listing and Selling HUD Homes" (4 Credits) 01/01/2017
(ARELLO/ProSchools, Inc.)

"Real Estate Law" (4 Credits) 01/01/2017
(ARELLO/ProSchools, Inc.)

"Green Real Estate" (3 Credits) 01/01/2017
(ARELLO/ProSchools, Inc.)

"Ethical Real Estate: The NAR Code" (3 Credits) 01/01/2017
(ARELLO/ProSchools, Inc.)

"Principal of Commercial Real Estate" (3 Credits) (ARELLO/ProSchools, Inc.)	01/01/2017
"Home Inspection in Real Estate Practice" (3 Credits) (ARELLO/ProSchools, Inc.)	01/01/2017
"Qualifying the Buyer Under New Regulations" (3 Credits) (ARELLO/ProSchools, Inc.)	01/01/2017
"Short Sales" (3 Credits) (ARELLO/ProSchools, Inc.)	01/01/2017
"Anti-Discrimination Laws" (3 Credits) (ARELLO/ProSchools, Inc.)	01/01/2017
"Ethics: Disclosure and Cooperation" (3 Credits) (ARELLO/ProSchools, Inc.)	01/01/2017
"Ethics: Pricing, Offers and Advertising" (3 Credits) (ARELLO/ProSchools, Inc.)	01/01/2017
"Introduction to Brokerage Management" (3 Credits) (ARELLO/ProSchools, Inc.)	01/01/2017
"Leading and Communicating Effectively" (3 Credits) (ARELLO/ProSchools, Inc.)	01/01/2017
"Minimizing Risk with Effective Practices" (3 Credits) (ARELLO/ProSchools, Inc.)	01/01/2017
"Professional Property Management" (3 Credits) (ARELLO/ProSchools, Inc.)	01/01/2017
"People Management in Real Estate" (ARELLO/ProSchools, Inc.)	01/01/2017
"A Real Estate Agent's Guide to Title Insurance" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Advanced Issues and Strategies for IRC Section 1031 Tax Deferred Exchanges" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"AVM's, RVM's and Showing Consumes the Difference" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Beyond Hawaii Land History 101 – The Mahele, Cultural Practices and the Bureau of Conveyances" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Cloud Computing and Mobile Technology for the Real Estate Agent" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Commercial Transactions and Contracts" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017

"Communication is the Key" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Computers, Internet and the Licensee" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Escrow, Title and Appraisals" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Financial Guide for New Homebuyers" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"First Step to Homebuyers" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Green and EPA" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Green Buildings" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"How to Write Good Contracts I" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"How to Write Good Contracts II" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"How to Write Good Contracts III" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"HUD, VA and (Non) Judicial Foreclosure" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Intermediate Internet Research" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Introduction to Commercial Real Estate" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Issues in Representing Foreign Investors" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Judicial System and Real Estate" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Knowledge on the New Home Loan Benefit for the Real Estate Licensees" (3 Credits); (CEC/Abe Lee Seminars)	01/01/2017
"Money Laundering in the Real Estate Industry" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Mortgages, FNMA, FICO, Etc." (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Navigating the DDP and Tax Web" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017

"Permits, Permits, and More Permits: Researching Building Permits & 25+ Other Permits Handbook" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Rental Property Management" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Sticks, Bricks & Steel Understanding Plans & Construction" Methods (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Surveys, Termite and Home Inspections: Rats, Roach" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Technology in Real Estate: Using Digital Signatures" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Technology Trends Impacting the Real Estate Industry" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Understanding the Escrow Process in Real Estate" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Understanding the Land Use Ordinance: C&C of Honolulu": (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Wills, Trusts and Real Estate" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Zoning-Issues, Problems, Questions, Answers" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"The Condominium Development Process" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"The Impact of Mobile Technology on Real Estate" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Delivering Value to Your Senior Clients and Their Families" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Mediation, Arbitration, Litigation" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017
"Introduction to Green Movement" (3 Credits) (CEC/Abe Lee Seminars)	01/01/2017

Applications

Course – "Restorative Drying for Water Damage;" Author/Owner: Servpro Industries, Inc.; Provider: Servpro Industries, Inc.; Course Category: Property Management, Other – Consumer Protection; Clock Hours: 4

It was suggested that the section on mold be expanded.

Upon a motion by Commissioner Klein, seconded by Commissioner Lee, it was voted on and unanimously carried to approve "Restorative Drying for Water Damage" as a four credit hour continuing education course, under the course categories Property Management and Other – Consumer Protection subject to expanding the section on mold.

Course – "Estate Planning and Real Estate;" Author/Owner: Abe Lee; Provider: Abe Lee Seminars; Course Categories: Real Estate Law, Other – Estate Planning and Real Estate; Clock Hours: 3

Upon a motion by Commissioner Pang, seconded by Commissioner Arakaki, it was voted on and unanimously carried to approve "Estate Planning and Real Estate" as a three credit hour continuing education course, under the course categories Real Estate Law and Other – Estate Planning and Real Estate subject to the following: 1) providing more than one caveat throughout the course materials to emphasize consulting an expert in estate planning; 2) provide a written authorization from Okura & Associates to include their newsletters in the course materials; 3) page 7 of the course materials - be aware that the marital deductions may not be the same for non-U.S. citizen spouses, and for those who have recently acquired citizenship. A licensee should be advised to have their client(s) consult an estate planning attorney; and 4) there is no mention of Intentionally Defective Grantor Trusts ("IDGT"). However, as this is a complex issue, please consider mentioning its existence but an expert should be consulted for further guidance.

Provider: Scott Alan Bly School of Real Estate, LLC dba Bly School of Real Estate; Administrator – Scott Alan

Upon a motion by Commissioner Arakaki, seconded by Commissioner Pang, it was voted on and unanimously carried to approve "Scott Alan Bly School of Real Estate, LLC dba Bly School of Real Estate" as a continuing education provider.

Course – "What High School You Went? – Doing Business in Hawai'i 101"; Author/Owner: Dawn N. Chang; Provider: Ku'iwalu; Course Categories: Real Estate Law; Clock Hours: 3

Specialist Fujimura noted that the applicant has changed the course category to "Other: Social and Political Science."

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

Course – "Strategies of Finance: Loan Choices"; Author/Owner: Hawaii Association of REALTORS®; Provider: Hawaii Association of Realtors®; Course Category: Finance; Clock Hours: 3

Upon a motion by Commissioner Faulkner, seconded by Commissioner Klein, it was voted on and unanimously carried to approve "Strategies of Finance: Loan Choices" as a three credit hour continuing education course, under the course category Finance.

Course – "Strategies of Finance: Know the Borrower"; Author/Owner: Hawaii Association of REALTORS®; Provider: Hawaii Association of Realtors®; Course Category: Finance; Clock Hours: 3

Upon a motion by Commissioner Faulkner, seconded by Commissioner Klein, it was voted on and unanimously carried to approve "Strategies of Finance: Know the Borrower" as a three credit hour continuing education course, under the course category Finance.

Course – "Representation, Practical Ethics, & Fair Housing"; Author/Owner: Hawaii Association of REALTORS®; Provider: Hawaii Association of Realtors®; Course Categories: Real Estate Law, Risk Management; Clock Hours: 6

Commissioner Lee commented that reference to "GRI" should be removed.

Upon a motion by Commissioner Arakaki, seconded by Commissioner Faulkner, it was voted on and unanimously carried to approve "Representation, Practical Ethics, & Fair Housing" as a six credit hour continuing education course, under the course categories Real Estate Law and Risk Management.

Continuing Education Core Course Request for Quotes – Hawaii Real Estate Commission's Mandatory Core Course, 2017-2018

- 1) Robin Sagadraca
- 2) Everett Kaneshige

Upon a motion by Commissioner Klein, seconded by Commissioner Pang, it was voted on and unanimously carried to defer the continuing education core course request for quotes to the January 27, 2017 Real Estate Commission meeting on Oahu to give both bidders an opportunity to appear before the Commission to answer any questions or concerns.

Prelicense Education: Administrative Issues

2017 – 2018 Prelicensing Schools and Instructors Ratification List

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

<u>Registration/Certification</u>	<u>Effective Date</u>
Instructor(s)	
Trudy Nishihara (Coldwell Banker Pacific Properties Real Estate School) (Supplementary App for Prelicense Independent Course Instructor)	01/01/2017
Rollie J. Litteral	01/01/2017

(American Dream Real Estate School, LLC) (Supplementary App for Prelicense Independent Course Instructor)	
Jay J. Spadinger (Akahi Real Estate Network LLC)	01/01/2017
Carol Ball (Carol Ball Real Estate School)	01/01/2017
Keone Ball (Carol Ball Real Estate School)	01/01/2017
Carlton D. Choy (Inet Realty)	01/01/2017
Elliot Y.C.Lau (Inet Realty)	01/01/2017
Russell W. H. Chee	01/01/2017
Ricardo D. Seiler (Seiler School of Real Estate) (Prelicense Education Instructor) (Supplementary App for Prelicense Independent Course Instructor)	01/01/2017
Wayne Sadoyama (Vitousek Real Estate School) (Prelicense Instructor) (Supplementary App for Prelicense Independent Course Instructor)	01/01/2017
Ralph S. Foulger (Ralph Foulger's School of Real Estate)	01/01/2017
Abe Lee (Abe Lee Seminars)	01/01/2017
School	
American Dream Real Estate School, LLC	01/01/2017
American Dream Real Estate School, LLC (Prelicense Independent Course, Salesperson Curriculum)	01/01/2017
American Dream Real Estate School, LLC (Prelicense Independent Course, Broker Curriculum)	01/01/2017
Coldwell Banker Pacific Properties Real Estate School	01/01/2017
Coldwell Banker Pacific Properties Real Estate School (Prelicense Independent Course, Salesperson & Broker Curriculum)	01/01/2017
Akahi Real Estate Network LLC	01/01/2017
All Islands Real Estate School	01/01/2017
Inet Realty	01/01/2017

Seiler School of Real Estate	01/01/2017
Seiler School of Real Estate (Prelicense Independent Course, Salesperson & Broker Curriculum)	01/01/2017
Vitousek Real Estate School	01/01/2017
Vitousek Real Estate School (Prelicense Independent Course, Salesperson & Broker Curriculum)	01/01/2017
Carol Ball School of Real Estate	01/01/2017
Ralph Foulger's School of Real Estate	01/01/2017
Abe Lee Seminars (Prelicense Independent Course, Salesperson & Broker Curriculum)	01/01/2017
Abe Lee Seminars (Continuing Education Provider)	01/01/2017
Ralph Foulger's School of Real Estate (Prelicense Independent Course, Salesperson & Broker Curriculum)	01/01/2017
ProSchools, Inc. (Prelicense Independent Course, Salesperson & Broker Curriculum)	01/01/2017

Applications

**Scott Alan Bly School of Real Estate, LLC dba Bly School of Real Estate;
Principal – Scott Alan Bly; Salespersons and Brokers Prelicense Curricula**

Upon a motion by Commissioner Faulkner, seconded by Commissioner Klein, it was voted on and unanimously carried to approve "Scott Alan Bly School of Real Estate, LLC dba Bly School of Real Estate" as a prelicense school approved to offer both the salesperson and broker prelicense curricula.

**Independent Study/Online Course - Scott Alan Bly School of Real Estate, LLC
dba Bly School of Real Estate; Principal – Scott Alan Bly; Salespersons and
Brokers Prelicense Curricula**

Upon a motion by Commissioner Arakaki, seconded by Commissioner Lee, it was voted on and unanimously carried to approve "Scott Alan Bly School of Real Estate, LLC dba Bly School of Real Estate" as a prelicense school to offer independent study/online course for both the salesperson and broker prelicense curricula.

**Instructor – Independent Study/Online Instructor – Scott Alan Bly, Scott Alan
Bly School of Real Estate, LLC dba Bly School of Real Estate; Salespersons
and Brokers Prelicense Curricula**

Upon a motion by Commissioner Pang, seconded by Commissioner Lee, it was voted on and unanimously carried to approve Scott Alan Bly as a prelicense independent study/online instructor to teach the salesperson and broker prelicense curricula.

Licensing Examination Statistics – December 2016

Examination statistics for December 2016 were distributed to the Commissioners for their information.

School Pass/Fail Rates – December 2016

School pass/fail rate statistics for December 2016 were distributed to the Commissioners for their information.

School Summary by Test Category – December 2016

Copies of the December 2016 test category summary reports, by school, were distributed to the Commissioners for their information.

Program of Work: Annual Report, Quarterly Bulletin, and School Files

Senior Specialist Fujimura reported that the January 2017 issue of School Files will be distributed shortly and a copy will be made available on the Commission's website: www.hawaii.gov/hirec. An article on the amended Chapter 99 Hawaii Administrative Rules is included in the issue and a copy of the amended rules will be posted on the Commission's website shortly.

It was suggested that an article on the status of updating the advertising section of the rules be included in the next issue of School Files and the Hawaii Real Estate Bulletin. It was also suggested to include another article in School Files regarding the CE Providers' enforcement of their policy on cell phone usage during class.

Executive Session: Upon a motion by Commissioner Pang, seconded by Commissioner Lee, 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 Pang, seconded by Commissioner Lee, it was voted on and unanimously carried to move out of executive session.

Continuing Education: **Course – "What High School You Went? – Doing Business in Hawai'i 101"; Author/Owner: Dawn N. Chang; Provider: Ku'iwalu; Course Categories: Real Estate Law; Clock Hours: 3**

Upon a motion by Commissioner Pang, seconded by Commissioner Arakaki, it was voted on and unanimously carried to defer the continuing education course application "What High School You Went? – Doing Business in Hawai'i 101" and request the author's appearance at its Wednesday, February 8, 2017 meeting. The Committee also accepted the course category change from "Real Estate Law" to "Other – Social and Political Science".

Next Meeting: Wednesday, February 08, 2017
 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.
 Queen Liliuokalani Conference Room
 King Kalakaua Building
 335 Merchant Street, First Floor
 Honolulu, Hawaii

Adjournment: With no further business to discuss, Vice Chair Wada adjourned the meeting at
 10:45 a.m.

Reviewed and approved by:

/s/Diane Choy Fujimura

Diane Choy Fujimura
Senior Real Estate Specialist

January 18, 2017

Date

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