

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: June 14, 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 10:30 a.m.

Place: West Hawaii Association of REALTORS®
75-5995 Kuakini Highway, Ste. 221
Kailua-Kona, HI 96740

Present: Rowena Cobb, Chair / Broker / Kauai Commissioner
Aileen Wada, Vice Chair, Broker / Honolulu Commissioner
Bruce Faulkner, Broker / Maui Commissioner
Nikki Senter, Public Member / Honolulu Commissioner
Laurie A. Lee, Broker / Honolulu Commissioner
Aleta Klein, Broker / Honolulu Commissioner
Sean Ginoza, Broker / Hawaii Island Commissioner

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

Others: Maria B. Tirone, Koa Realty, Inc.
Rollie J. Litteral, American Dream Real Estate School
Kunzang D. Yuthok, Realtor

Absent: Michael Pang, Broker / Honolulu Commissioner
Scott Arakaki, Public Member / Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 11:32 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.

Commissioners Pang and Arakaki were excused from the meeting. Prior notification of their non-attendance was received.

Real Estate Specialist's Report: Additional Distribution

The following was distributed as additional distribution:
6. Program of Work, FY17
a. Annual Report, Quarterly Bulletin, and School Files

- 2) Request for Quotes – Printing Real Estate Commission Bulletin

Minutes of Previous Meeting

Upon a motion by Commissioner Klein, seconded by Commissioner Lee, it was voted on and unanimously carried to accept the minutes of the May 10, 2017 Education Review Committee meeting.

Continuing Education: Administrative Issues

2017-2018 Continuing Education Providers and Courses Ratification List

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

Registration/Certification Effective Date

Provider(s)

Institute of Real Estate Management Hawaii Chapter #34 05/05/2017

Course(s)

"Ethics for the Real Estate Manager (ETH800)" 05/05/2017
CEC/National, Inst. Of Real Estate Management Hawaii
(3 credits)

"Managing Condominium & Homeowner Associations (CID201)", CEC/National, Inst. Of Real Estate Management Hawaii (6 credits) 05/05/2017

"Marijuana in Real Estate" 05/23/2017
CEC/ARELLO, The CE Shop, Inc. (3 credits)

"Working with Real Estate Investors: Understanding Investor Strategies", CEC/ARELLO, The CE Shop, Inc. (3 credits) 05/23/2017

"Real Estate Safety Matters: Safe Business = Smart Business Course", CEC/National, Kauai Board of Realtors (3 credits) 05/19/2017

Applications

Course – "Ninja Selling Business Plan"; Author/Owner: Walt Frey; Provider: Abe Lee Seminars; Course Categories: Other – Client Management, Agent Professionalism; Clock Hours: 6

Upon a motion by Commissioner Faulkner, seconded by Commissioner Lee, it was voted on and unanimously carried to approve "Ninja Selling Business Plan" as a six credit hour continuing education course, under the course categories Other – Client Management; Agent Professionalism.

Provider – Asentiv Hawaii; Administrator: Lynn Howard

Upon a motion by Commissioner Faulkner, seconded by Commissioner Lee, it was voted on and unanimously carried to approve "Asentiv Hawaii" as a continuing education provider.

Course – "Room Full of Referrals"; Author/Owner: Lynn Howard; Provider: Asentiv Hawaii (pending); Course Category: Other – Communication, relationships, marketing, behavioral style; Clock Hours: 3

Upon a motion by Commissioner Lee, seconded by Commissioner Wada, it was voted on and unanimously carried to approve "Room Full of Referrals" as a three credit hour continuing education course, under the course categories Other – Communication, relationships, marketing, behavioral style.

Continuing Education Core Course – Train the Trainer, 2017-2018 Core Course Part A, Thursday, June 29, 2017, Honolulu Board of REALTORS®, 9:30 am – 12:30 pm.

Train the Trainer is offered to continuing education instructors to complete before the core course is released. The live presentation will be accompanied by a live webinar and video taped for future watching. Instructors must attend a Train the Trainer session before the provider can offer the core course.

Administration of
Examinations:

PSI

Licensing Examination Statistics – May 2017

Examination statistics for May 2017 were distributed to the Commissioners for their information.

School Pass/Fail Rates – May 2017

School pass/fail rate statistics for May 2017 were distributed to the Commissioners for their information.

School Summary by Test Category – May 2017

Copies of the May 2017 test category summary reports, by school, were distributed to the Commissioners for their information.

Exam Monitoring – Honoka'a, Hawaii Test Center – Report

Staff's evaluation of the test site was distributed for informational purposes. It was noted that it was a very well run test site.

Program of Work:

Annual Report, Quarterly Bulletin, and School Files

Senior Specialist Fujimura reported that the June 2017 issue of *School Files* has been distributed and a copy posted on the Commission's website: www.hawaii.gov/hirec.

Request for Quotes – Printing Real Estate Commission

The Commission was provided with the quotes received by 5 vendors. Three of the five vendors did not submit samples of work products as required. Samples of work product by the two remaining vendors, Valenti Brothers Graphics and Trade Publishing Company were circulated. The current vendor is Valenti Brothers Graphic of which staff has a good working relationship. The quote provided by Valenti is the same as the previous award, \$69,880. It was also noted that Trade Publishing is well established. Trade Publishing's quote is \$55,103.64.

Upon a motion by Commissioner Klein, seconded by Commissioner Faulkner, it was voted on and unanimously carried to award the contract for printing of the Hawaii Real Estate Commission Bulletin to Trade Publishing Company.

ARELLO, REEA and
Other Organizations:

ARELLO Education Awards

The Commission has submitted for the ARELLO Education Awards, Post Licensing/Continuing Education Course, its 2017-2018 Core Course, Part A, "Technology: The Good, the Bad, and the Evil;" "Clients Trust Accounts;" "2017 Real Estate-Related legislation."

Rollie Litteral reported that his application for DREI (Distinguished Real Estate Instructor) through REEA has been approved and he will begin his coaching and mentoring program.

The Commissioners congratulated Mr. Litteral.

Next Meeting:

Wednesday, July 12, 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, Chair Cobb adjourned the meeting at 11:53 a.m.

Reviewed and approved by:

/s/Diane Choy Fujimura

Diane Choy Fujimura
Senior Real Estate Specialist

June 20, 2017

Date

[X]

Minutes approved as is.

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Minutes approved with changes, see minutes of _____

DCF:tn