

School Files

Hawaii Real Estate Commission

October 2017

www.hawaii.gov/hirec

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REAL ESTATE EDUCATION ONLINE SYSTEM

The Real Estate Online Education System will be updated before the next renewal period in 2018. What are the updates?

- 1) All CE Providers and Prelicense Schools failure to re-register and re-certify will result in automatic termination effective 12/31/18. Reminders will be sent to all currently registered CE Providers and Prelicense Schools to re-register and re-certify all courses prior to the 12/31/18 deadline.
- 2) On January 1, 2019, if a provider or school has not re-registered, there will be no access to the online education system. If access has been removed, all changes for courses completed prior to December 31, 2018 must be reported via the course change form.
- 3) All courses not submitted by January 10, 2019, including classroom and internet, will be automatically submitted. Changes to a school or course roster, submitted via the course change form after January 10, 2019, will be referred to the Regulated Industries Complaints Office.



CE INSTRUCTOR EVALUATION PROJECT

The Commission has just embarked on a new project, the Continuing Education ("CE") Instructor Evaluation Project (no acronym determined to date). This is pursuant to a new rule (effective 12/19/16), Hawaii Administrative Rules, §16-99-121.1, Instructor evaluation. (a) Course providers shall implement a standardized student evaluation process as determined by the commission. (b) Course providers shall ensure that student evaluations of instructors do not fall below the minimum rating standards as determined by the commission."

After years of hearing, second or third hand, that CE instructors are "junk", "boring", "horrible", "unprepared", "just read off the PowerPoint", etc. etc. etc., the

above new rule will be implemented in the near future, and will include an evaluation process which will be monitored by the CE Provider, and a rating scale that will determine whether the CE instructor is meeting the minimum rating required to continue teaching. Course evaluations will also be part of the project.

It will be the responsibility of the CE provider to monitor all its instructors, maintain records for auditing purposes, and be ready to provide the appropriate records when an audit occurs. It is expected that CE providers will be audited annually or biennially. This will be determined during this project.

For online CE courses, there will most likely be an evaluation form developed which must be completed by the student, and will be part of the completion of the course. Additionally, the online course may be required to include questions, quizzes, etc. which must be answered correctly before the student can proceed to the next section of the course. There should be some type of mechanism in the online course that will show that the online student is, in fact, conscious, and paying attention to the course. Gone will be the days where a student can initiate the online course, and just be in the general vicinity of the running course, and click complete when done.

There are many aspects to this project of evaluating both the instructor and the course, itself. What if the CE provider is the same individual as the CE instructor? Oftentimes, the course author is the same individual as the course instructor. The audit based on required record-keeping and maintenance will be able to address these concerns.

More information on this project and how it is progressing will be passed on to CE Providers, via the next edition of School Files, the Commission's website, and via roster. Stay tuned.



IDW REQUIRED PRIOR TO TEACHING

Instructor's Development Workshops ("IDWs") are not that easy to come by but, the IDW is a requirement for all CE instructors and prelicense instructors. Hawaii Administrative Rules ("HAR") §16-99-104 (e) states, "The commission may require that each instructor complete an instructor's workshop as approved by the commission prior to teaching in each biennium."

If a CE or prelicense instructor completed a commission-sponsored or approved IDW in the prior biennium (2015-2016), then that individual may teach in the current biennium, 2017-2018. The Commission usually sponsors at least one IDW in a biennium. In the past couple of biennia, there have been several IDWs offered, some geared towards the experienced instructor, others towards the new instructor. For the 2017-2018 biennium, the IDW, "Training Teachers to Train", offered October 2-3, 2017, was directed primarily for new instructors. This particular IDW was previously offered with great success. Later this biennium, there will be an IDW offered geared towards more experienced instructors.

For some out-of-state CE providers, their instructors may have obtained the CDEI certification ("Certified Distance Education Instructor") issued by IDECC ("International Distance Education Certification Center"). A current CDEI certificate is acceptable in lieu of completing the Commission's IDW(s).

If an instructor has completed an IDW in another jurisdiction during the last biennium, or during the current biennium, that IDW course materials may be submitted for review by the Commission's Education Review Committee ("ERC"). If approved, that other-jurisdiction IDW may meet the requirement of completing an IDW prior to teaching here in Hawaii.

For those instructors teaching for the first time during the current biennium, please contact the Real Estate Branch staff for further information at telephone 808-586-2643, email hirec@dcca.hawaii.gov, or mail to Real Estate Branch, 335 Merchant Street, Room 333, Honolulu, HI 96813.



UPDATE OF SALESPERSON'S CURRICULUM

The current salesperson's prelicense curriculum was developed in 2005. It is currently being reviewed and updated by the Commission's Ad Hoc Committee on Education ("ACE"). The curriculum will generally remain the same but there will be some tweaks to the sections dealing with condominiums, contracts, real estate valuation and appraisal. As you may be aware, this past legislative session, Act 181 was passed, deleting Hawaii Revised Statutes, Chapter 514A, *effective January 1, 2019*.

There are other minor adjustments and changes, for example, deleting references to the "DROA", and replacing it with the "Purchase Contract". The specific paragraphs in the Purchase Contract will no longer be itemized in the curriculum. Rather, the general concepts of the Purchase Contract will be "taught" and tested.

The topical attachments to the salesperson's curriculum will be eliminated and not be replaced. The number of hours will remain at 60 hours.

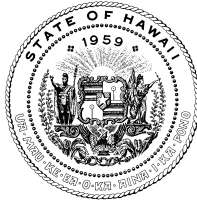


PRELICENSE SCHOOL COMPLETION CERTIFICATE

Reminder: "Within ten days of issuance of a Hawaii school completion certificate, the school shall submit to the commission: (1) A listing of students who have completed the course with their course completion certificate number, curriculum instructor names and date when the certificate of completion was issued; and (2) Other information requested by the commission." (See HAR §16-99-62(b)(1), (2))

This is a new requirement. Previously there was no time frame stated in the rules as to when the school completion listing should be submitted.





REAL ESTATE COMMISSION MEETINGS AND SPECIALISTS' OFFICE FOR THE DAY

The Real Estate Commission will convene standing committee meetings at the Grove Farm Building Conference Room located at 3-1850 Kaunuali'i Hwy., Lihue, Kauai.

Wednesday, October 11, 2017

Laws and Rules Review Committee – 9:30 a.m.

**Condominium Review Committee – Upon adjournment of the
Laws and Rules Review Committee meeting**

**Education Review Committee – Upon adjournment of the
Condominium Review Committee meeting**

The Commission will also be holding a Specialists' Office for the Day while the meetings are in progress, and by appointment. This will provide real estate licensees, condominium owners, educational providers, or anyone else interested in real estate licensing or condominium issues with an opportunity to meet with the Specialists to discuss their concerns.

(Times and locations may be subject to change.)

Real estate licensees, government officials, members of the condominium community, educators, and interested individuals and organizations are invited to attend and participate at these public meetings. Members of the Real Estate Commission and the Commission's staff will be present. The meetings will have set agenda items. To assist you in understanding the Commission and the programs involved, listed below are the issues facing each Committee:

Laws and Rules Review Committee. Interpretation, concerns, problems, and proposed amendments relating to: Chapter 467, HRS, Real Estate Brokers and Salespersons, and Chapter 99, HAR; Chapter 436B, HRS, Professional and Vocational Licensing Law; Chapter 53, HAR, Fees Relating to Boards and Commissions; and concerns about related laws and rules.

Condominium Review Committee. Chapters 514A and 514B, HRS, Condominium Property Regime and Chapter 107, HAR, condominium projects and public reports, condominium governance and management, condominium association registration, condominium managing agent registration, condominium education programs, condominium education trust fund, and the program of work.

Education Review Committee. Real estate brokers and salespersons; real estate education; mandatory continuing education curriculum, courses, providers, and instructors; preclicensing education curriculum, schools, and instructors; real estate licensing exam, curriculum, and administration; real estate education fund; and the program of work.

For further information on the Committees, please visit the Commission's website at www.hawaii.gov/hirec.

Individuals who require special needs accommodations are invited to call Carole R. Richelieu, Senior Condominium Specialist, at (808) 586-2643, or toll-free from the island of Kauai at 274-3141, extension 62643, at least **4 working days** in advance of the meeting.

ARELLO EDUCATION AWARD GOES TO COMMISSION

As reported in the June 2017 issue of "School Files", the Hawaii Real Estate Commission's 2017-2018 Core A course, "Technology: The Good, the Bad, and the Evil" and "Client Trust Accounts" won the ARELLO award in the "Post-license/Continuing Education Course" category.

The 2017 Annual ARELLO Conference took place in Honolulu, September 20-24 at the Sheraton Waikiki Hotel. The education award was presented to the Commission and accepted by Everett Kaneshige, the course writer contracted by the Commission. Mr. Kaneshige worked with The CE Shop, a continuing education provider approved by the Commission. Together with The CE Shop, the Commission's Core A was developed in a live classroom and online format. Mr. Kaneshige worked with the Commission to develop and finalize the course. Embedded in the course are many links to excellent resources regarding the information presented



Left to Right: Bruce Faulkner (Maui Commissioner), Rowena Cobb (Kauai Commissioner), Everett Kaneshige, Scott Arakaki (Public Member, Commissioner), Nikki Senter (Chair and Public Member, Commissioner)



Left to Right: Bruce Faulkner (Maui Commissioner), Rowena Cobb (Kauai Commissioner), Aileen Wada (Honolulu Commissioner), Nikki Senter (Chair and Public Member, Commissioner), Scott Arakaki (Public Member, Commissioner), Sean Ginoza (Hawaii Island, Commissioner)

CONTINUING EDUCATION PROVIDERS

Abe Lee Seminars
All Islands Real Estate School
America CE Institute, LLC
American Dream Real Estate School, LLC
At Your Pace Online, LLC
The Berman Education Company, LLC
Bly School of Real Estate
Building Industries Association of Hawaii
Carol Ball School of Real Estate
The CE Shop, Inc.
CMPS Institute, LLC
Coldwell Banker Pacific Properties Real Estate School
Continuing Ed Express, LLC
The Council of Residential Specialists
Eddie Flores Real Estate Continuing Education
Hawaii Association of Realtors
Hawaii Business Training
Hawaii CCIM Chapter
Hawaii Island Realtors
Ho'akea LLC dba Ku'iwalu
Honolulu Board of Realtors
Institute of Real Estate Management Hawaii Chapter #34
International Association of Certified Home Inspectors (InterNACHI)
International Council of Shopping Centers, Inc.
Kauai Board of Realtors
McKissock, LP
Shari S. Motooka-Higa
OnCourse Learning Corporation dba Career WebSchool
OnCourse Learning Corporation dba ProSchools
Preferred Systems, Inc.
Ralph Foulger's School of Real Estate
Realtors' Association of Maui, Inc.
REMI School of Real Estate
Russ Goode Seminars
Servpro Industries Inc.*
USA Homeownership Foundation, Inc., dba Veterans Association of Real Estate Professionals (VAREP)
Vitousek Real Estate Schools, Inc.
West Hawaii Association of Realtors

PRELICENSE SCHOOLS

Abe Lee Seminars
Akahi Real Estate Network, LLC
All Islands Real Estate School
American Dream Real Estate School, LLC
Bly School of Real Estate
Carol Ball School of Real Estate
Coldwell Banker Pacific Properties Real Estate School
Continuing Ed Express, LLC
Digital Learning Centers, LLC dba REMI School of Real Estate
Inet Realty
Maui Real Estate Academy, LLC dba KW Island Living Real Estate School
OnCourse Learning Corporation ProSchools
Ralph Foulger's School of Real Estate
Seiler School of Real Estate
Vitousek Real Estate Schools, Inc.



**2017 REAL ESTATE COMMISSION
MEETING SCHEDULE**

<p>Laws & Rules Review Committee - 9:00 a.m.</p> <p>Condominium Review Committee - Upon adjournment of the Laws & Rules Review Committee Meeting</p> <p>Education Review Committee - Upon adjournment of the Condominium Review Committee Meeting</p>	<p align="center">Real Estate Commission 9:00 a.m.</p>
Wednesday, October 11, 2017 *	Friday, October 27, 2017
Wednesday, November 08, 2017	Wednesday, November 22, 2017
Wednesday, December 06, 2017	Friday, December 15, 2017

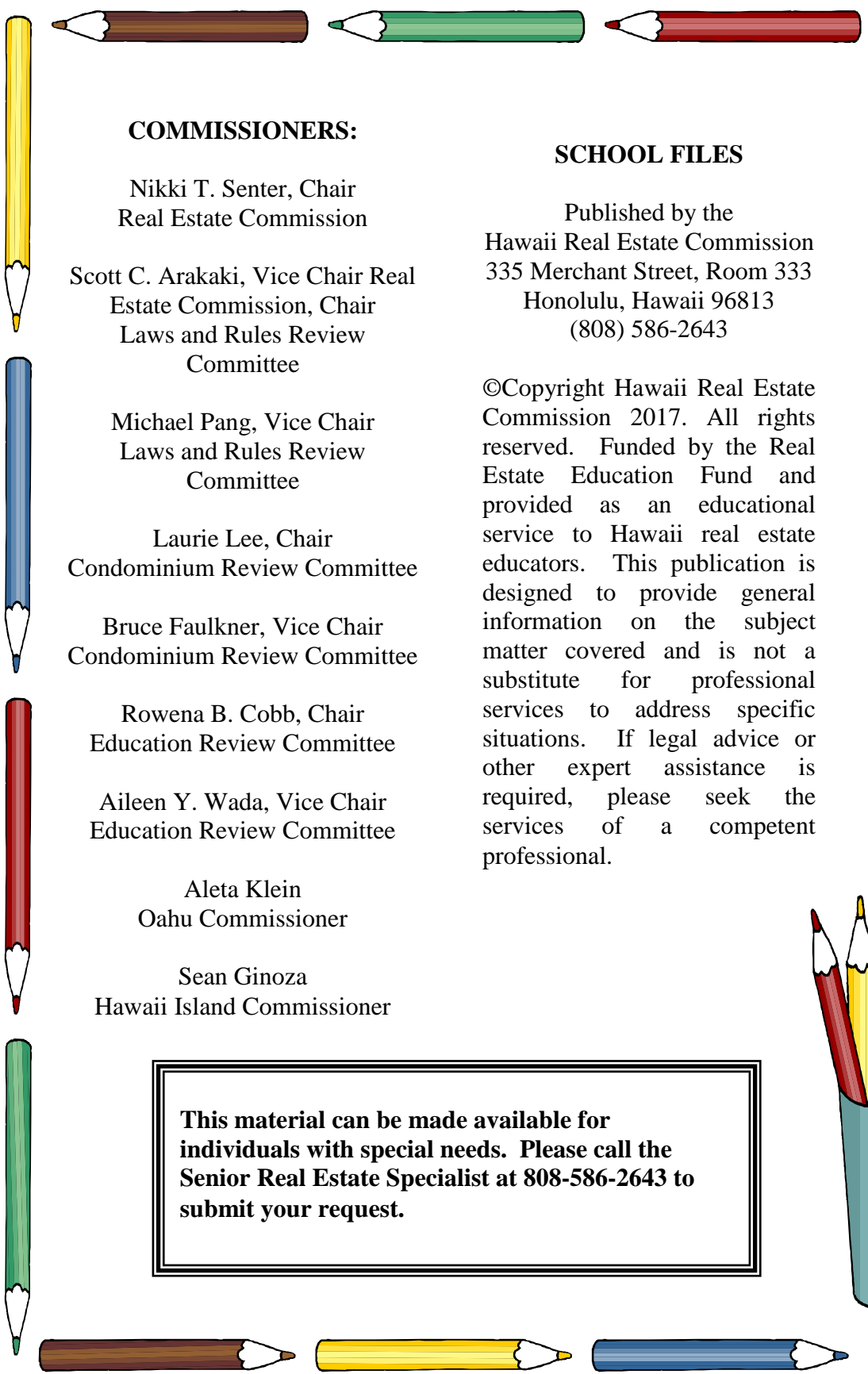
*The meeting will be held at the Grove Farm Building Conference Room at 9:30 a.m. located at 3-1850 Kaunauli'i Highway, Lihue, Kauai

All meetings will be held in the Queen Liliuokalani Conference Room of the King Kalakaua Building, 335 Merchant Street, First Floor.

Meeting dates, locations and times are subject to change without notice. Please visit the Commission's website at www.hawaii.gov/hirec or call the Real Estate Commission Office at 586-2643 to confirm the dates, times and locations of the meetings. This material can be made available to individuals with special needs. Please contact the Executive Officer at 586-2643 to submit your request.



Happy Halloween



COMMISSIONERS:

Nikki T. Senter, Chair
Real Estate Commission

Scott C. Arakaki, Vice Chair Real
Estate Commission, Chair
Laws and Rules Review
Committee

Michael Pang, Vice Chair
Laws and Rules Review
Committee

Laurie Lee, Chair
Condominium Review Committee

Bruce Faulkner, Vice Chair
Condominium Review Committee

Rowena B. Cobb, Chair
Education Review Committee

Aileen Y. Wada, Vice Chair
Education Review Committee

Aleta Klein
Oahu Commissioner

Sean Ginoza
Hawaii Island Commissioner

SCHOOL FILES

Published by the
Hawaii Real Estate Commission
335 Merchant Street, Room 333
Honolulu, Hawaii 96813
(808) 586-2643

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required, please seek the
services of a competent
professional.

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