

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: October 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: Grove Farm Building Conference Room
3-1850 Kaunualii Highway
Lihue, HI 96766

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 Senter, Public Member / Honolulu Commissioner
Laurie A. Lee, Broker / Honolulu Commissioner
Michael Pang, Broker / Honolulu Commissioner
Sean Ginoza, Broker / Hawaii Island Commissioner

Miles Ino, Executive Officer
Diane Choy Fujimura, Senior Real Estate Specialist
Shari Wong, Deputy Attorney General
Tammy Norton, Recording Secretary

Others: Marsha Shimizu, Hawaii Association of REALTORS®
Ethel Keyes, Hawaii Association of REALTORS®
Karen Ono, Kauai Board of REALTORS®
Donna Rice, Kauai Board of REALTORS®
Curtis Bedwell, Kauai Board of REALTORS®
Rollie Litteral, American Dream Real Estate School

Absent: Aleta Klein, Broker / Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 10:03 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.

Real Estate Specialist's Report: Minutes of Previous Meeting

Upon a motion by Commissioner Faulkner, seconded by Commissioner Wada, it was voted on and unanimously carried to accept the minutes of the September 13, 2017,

Education Review Committee meeting. Executive Session minutes to be reviewed separately.

Continuing Education: Administrative Issues

2017-2018 Continuing Education Providers and Courses Ratification List

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

<u>Registration/Certification</u>	<u>Effective Date</u>
Course(s) "Top Policy Issues Facing Brokerage Today", 3 credits CEC/ARELLO, Mckissock, LLC	9/19/17

Applications

Course – "Safety Guidelines for Real Estate Professionals"; Author/Owner: Elisia Flores; Provider: Eddie Flores Real Estate Continuing Education; Course Categories: Other – Personal Safety; Clock Hours: 3

Commissioner Arakaki recused himself from discussion and voting on the course application "Safety Guidelines for Real Estate Professionals."

Chair Cobb commented that the course submission included an excellent outline to follow and will bring awareness to licensees.

Commissioner Pang moved to approve "Safety Guidelines for Real Estate Professionals" as a three-credit hour continuing education elective course, under the course category Other – Personal Safety. Commissioner Lee seconded the motion. The motion was voted on and carried.

Course – "Negotiations in an Online World"; Author/Owner: Beth Holiday; Provider: Hawaii Business Training; Course Categories: Contracts, Technology and the Licensee; Clock Hours: 3

Specialist Fujimura reported that she is in receipt of the applicant's amended time frame and has it available for review.

Commissioners commented that the author utilizes a heavy PowerPoint presentation and gets her information across.

Upon a motion by Commissioner Faulkner, seconded by Commissioner Lee, it was voted on and unanimously carried to approve "Negotiations in an Online World" as a three-credit hour continuing education course, under the course categories Contracts, Technology and the Licensee.

Course – "Cooperation, Compensation and the Code of Ethics"; Author/Owner: Honolulu Board of REALTORS®; Provider: Honolulu Board of REALTORS®; Course Categories: Dispute Resolution, Risk Management; Clock Hours: 3

Commissioner Pang questioned if this is a mandatory ethics training course. Specialist Fujimura responded that the course meets the National Association of REALTORS® ethics training requirement.

It was commented that the statute states that continuing education courses shall be designed to improve a licensee's competency, or professional standards and practice.

Upon a motion by Commissioner Arakaki, seconded by Commissioner Lee, it was voted on and unanimously carried to approve "Cooperation, Compensation and the Code of Ethics" as a three-credit hour continuing education course, under the course categories Dispute Resolution, Risk Management.

Evaluation and Education Program

The next meeting of the CE Instructor Evaluation Project subcommittee is scheduled for October 12, 2017. The group will meet to come up with positive changes, including course evaluations, an upgrade of the instructor evaluation criteria, and an interactive component for online courses.

Prelicense Education: Applications

School – The CE Shop, Inc.; Principal – Michael McAllister; Salespersons Curriculum

School – Independent Study/Online Course – The CE Shop, Inc.; Principal – Michael McAllister; Salespersons curriculum

Instructor – Independent Study/Online Instructor – Everett Kaneshige; Salespersons Curriculum

Upon a motion by Commissioner Arakaki, seconded by Commissioner Lee, it was voted on and unanimously carried to approve "The CE Shop, Inc." as a prelicense school approved to offer the salesperson curricula, independent study/online course for the salesperson curricula, and approve Everett Kaneshige as a prelicense independent study/online instructor to teach the salesperson curricula.

Administration of Examinations:

PSI

Licensing Examination Statistics – September 2017

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

School Pass/Fail Rates – September 2017

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

School Summary by Test Category – September 2017

Copies of the September 2017 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 October 2017 issue of School Files will be distributed shortly and a copy will be made available on the Commission's website at www.hawaii.gov/hirec.

Neighbor Island Outreach / Specialists' Office for the Day – Kauai, October 11, 2017

Attendees wishing to meet with the Real Estate Specialist may do so following the Education Review Committee meeting.

Instructor's Development Workshop – "Training Teachers to Train", October 2-3, 2017, at Hawai'i Association of REALTORS®

The two-day interactive workshop to train teachers to teach, sponsored by the Real Estate Commission and the Hawaii Association of REALTORS® was held on October 2 & 3, 2017. Instructor for the IDW was Beth Holiday.

Marsha Shimizu of the Hawaii Association of REALTORS® reported that the IDW included a combination of both seasoned and new instructors. Day 2 of the IDW included instructor presentations.

Staff noted that IDWs are few and far in between. Staff is looking into videoing Beth Holiday's session for viewing by instructors. Instructors would then have to video their presentation and provide to Ms. Holiday for her review and comment before the instructor can receive credit for the IDW. With the recent changes to Chapter 99, an IDW must be completed prior to teaching in each biennium. An online version of the IDW will help when live IDWs are not available.

Ms. Shimizu announced that a shorter IDW for seasoned instructors will be offered in the near future.

Ad Hoc Committee on Education (ACE)

The next meeting of the Ad Hoc Committee on Education is scheduled for October 19, 2017. The committee will meet to discuss Core B and to update the salesperson curriculum.

Commissioner Wada suggested the Committee look at mandating 10 out of the 20 continuing education hours be taken through live instruction. Nevada's Real Estate Division currently requires 50% of their continuing education requirement be taken through live instruction.

Commissioner Arakaki suggested that staff look into studies and weigh the issues between live and online classes before making a determination to require 10 out of the 20 as required live instruction.

Ms. Shimizu commented that structuring of online courses is important and suggested the Committee look into ARELLO's Distance Learning Certification of online courses and follow that module.

Mr. Rollie Literal of American Dream Real Estate School (ADRES) commented that at the end of each hour of their course, there is a quiz and a question and answer section which the instructor will respond to.

It was announced that the Commission recently received ARELLO's Education Award for its Core A course which includes the completion of quizzes before the individual is able to progress through the course.

Next Meeting: Wednesday, November 8, 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

Real Estate Specialist's Report: Minutes of Previous Meeting
Commissioner Arakaki recused himself from discussion and voting and left the room.

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

Upon a motion by Commissioner Pang, seconded by Commissioner Ginoza, it was voted on and carried to approve the executive session minutes of the September 13, 2017 meeting as discussed.

Commissioner Arakaki returned to the meeting.

Adjournment: With no further business to discuss, Chair Cobb adjourned the meeting at 10:44 a.m.

Reviewed and approved by:

/s/ Diane Choy Fujimura

Diane Choy Fujimura
Senior Real Estate Specialist

October 17, 2017

Date

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