

**EDUCATION REVIEW COMMITTEE**  
**REAL ESTATE COMMISSION**  
Professional and Vocational Licensing Division  
Department of Commerce and Consumer Affairs  
State of Hawaii  
[www.hawaii.gov/hirec](http://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: March 14, 2018

Time: Upon adjournment of the Condominium Review Committee meeting, which is upon adjournment of the Laws and Rules Review Committee meeting, which convened at 9:00 a.m.

Place: Queen Liliuokalani Conference Room  
King Kalakaua Building  
335 Merchant Street, First Floor  
Honolulu, Hawaii

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  
Sean Ginoza, Broker / Hawaii Island Commissioner

Neil K. Fujitani, Supervising Executive Officer  
Miles Ino, Executive Officer  
Diane Choy Fujimura, Senior Real Estate Specialist  
Amy Endo, Real Estate Specialist  
David J. Grupen, Real Estate Specialist  
Carole Richelieu, Senior Condominium Specialist  
Benedyne Stone, Condominium Specialist  
Dathan Choy, Condominium Specialist  
Shari Wong, Deputy Attorney General  
Dorothy Aquino, Recording Secretary

Others: Beth Holiday, Hawaii Business Training

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

Call to Order: The Vice Chair called the meeting to order at 9:50 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.

Commissioner Senter and Commissioner Cobb 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 Lee, seconded by Commissioner Ginoza, it was voted on and unanimously carried to accept the minutes of the February 14, 2018, Education Review Committee meeting.

Continuing  
Education:

Administrative Issues

**2017-2018 Continuing Education Providers and Courses Ratification List**

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

<u>Registration/Certification</u>	<u>Effective Date</u>
<b>Course(s)</b>	
"Video is the Bomb" (3 credits) (McKissock, LLC/ARELLO)	02/02/2018
"The Roadmaps to Building a Modern Real Estate Company" (3 credits) (McKissock, LLC/ARELLO)	02/15/2018
"CRS 126: 7 Things Successful Agents Do Differently: A Proven Business System" (6 credits) (Hawaii Island REALTORS/NATIONAL)	02/21/2018

### Applications

The Vice Chair took the agenda out of order to accommodate the applicant(s) who were present.

**Course – "Pillar 1 of Ninja Selling"; Author/Owner: Larry Kendall; Provider: Hawaii Business Training; Course Category: Other – Business planning and execution through mindset, skillset, actions, and results; Clock Hours: 5**

**Course – "Pillar 2 of Ninja Selling"; Author/Owner: Larry Kendall; Provider: Hawaii Business Training; Course Category: Other – Business planning and execution through mindset, skillset, actions, and results; Clock Hours: 6**

**Course – "Pillar 3 of Ninja Selling"; Author/Owner: Larry Kendall; Provider: Hawaii Business Training; Course Category: Other – Business planning and execution through mindset, skillset, actions, and results; Clock Hours: 6**

**Course – "Pillar 4 of Ninja Selling"; Author/Owner: Larry Kendall; Provider: Hawaii Business Training; Course Category: Other – Business planning and execution through mindset, skillset, actions, and results; Clock Hours: 5**

Beth Holiday was present for any questions the committee may have regarding the above CE courses.

Commissioner Klein questioned the difference in course and clock hours. She also asked if all the courses were required or if the licensee may take any one of four courses.

Ms. Holiday explained she reviewed the course materials for repetition. She explained each course stands alone, but the courses together are a system of doing business. The system is set-up, preparation, seller's and buyer's tools, and negotiations.

Commissioner Pang asked if the licensees would be able to distinguish between the courses as the titles are similar. Commissioner Pang requested defining the title of the courses more specifically.

Ms. Holiday explained there will be a description of the courses and a tag line explaining what the courses will include.

Commissioner Lee asked if the courses will only be offered to one company, or if the courses will be offered to anyone who'd like to take the course.

Ms. Holiday explained she is purchasing the program from Larry Kendell to implement the Ninja System within her company to get everyone in the same system. They are holding a seminar in April for four consecutive days which will be open to anyone who would like to take the courses.

Ms. Holiday stated they are not excluding anyone and no one will be refused. Senior Real Estate Specialist Fujimura explained the approved courses will be on the Real Estate CE website available to all licensees.

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

**Course – "Trends and Topics in Hawaii Real Estate"; Author/Owner: David Catanzaro; Provider: Digital Learning Centers, LLC; Course Categories: Contracts, Real Estate Law, Property Management, Risk Management, Broker Management; Clock Hours: 4**

Commissioner Lee commented there are typographical errors throughout the course.

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

**Course – "Being Honest is the Code We Live By"; Author/Owner: David Catanzaro; Provider: Digital Learning Centers, LLC; Course Categories: Real Estate Law, Dispute Resolution, Property Management, Risk Management, Other: Ethics; Clock Hours: 3**

Commissioner Lee commented in case 3-8, "Setting Duo Commission Rate", it is not clear who is the first seller or second seller.

Commissioner Klein stated the course is confusing and does not flow together.

Commissioner Lee stated in case 7-1, the narrative is not clear and asked why is there a REALTOR B involved?

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

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

**Course – "Trends and Topics in Hawaii Real Estate"; Author/Owner: David Catanzaro; Provider: Digital Learning Centers, LLC; Course Categories: Contracts, Real Estate Law, Property Management, Risk Management, Broker Management; Clock Hours: 4**

Upon a motion by Commissioner Pang, seconded by Commissioner Faulkner, it was voted on and unanimously carried to defer "Trends and Topics in Hawaii Real Estate" as a 4-credit hour continuing education course, under the course categories Contracts, Real Estate Law, Property Management, Risk Management, Broker Management.

The ERC recommends reviewing the course materials for typographical errors, clarification and clean-up of the course presentation.

The above-referenced course is to be deferred to the April 11, 2018 ERC meeting.

**Course – "Being Honest is the Code We Live By"; Author/Owner: David Catanzaro; Provider: Digital Learning Centers, LLC; Course Categories: Real Estate Law, Dispute Resolution. Property Management, Risk Management, Other: Ethics; Clock Hours: 3**

Upon a motion by Commissioner Pang, seconded by Commissioner Faulkner, it was voted on and unanimously carried to defer "Being Honest is the Code We Live By" as a 3-credit hour continuing education course, under the course categories Real Estate Law, Dispute Resolution. Property Management, Risk Management, Other: Ethics.

The ERC recommends reviewing the course materials for typographical errors, clarification and clean-up of the course presentation.

The ERC also recommended replacing the word "REALTOR" with "licensee" throughout, as not all licensees are members of the National Association of REALTORS®.

The above-referenced course is to be deferred to the April 11, 2018 ERC meeting.

**Course – "Pillar 1 of Ninja Selling"; Author/Owner: Larry Kendall; Provider: Hawaii Business Training; Course Category: Other – Business planning and execution through mindset, skillset, actions, and results; Clock Hours: 5**

Upon a motion by Commissioner Arakaki, seconded by Commissioner Lee, it was voted on and unanimously carried to approve " Pillar 4 of Ninja Selling " as a 5-credit hour continuing education course, under the course categories Other – Business planning and execution through mindset, skillset, actions, and results.

This course should be open and offered to all real estate licensees, and not restricted to a select group of licensees.

The title will be expanded to read "Pillar 1 of Ninja Selling – Foundation and Market of the Ninja Process."

**Course – "Pillar 2 of Ninja Selling"; Author/Owner: Larry Kendall; Provider: Hawaii Business Training; Course Category: Other – Business planning and execution through mindset, skillset, actions, and results; Clock Hours: 6**

Upon a motion by Commissioner Arakaki, seconded by Commissioner Lee, it was voted on and unanimously carried to approve " Pillar 4 of Ninja Selling " as a 6-credit hour continuing education course, under the course categories Other – Business planning and execution through mindset, skillset, actions, and results.

This course should be open and offered to all real estate licensees, and not restricted to a select group of licensees.

The title will be expanded to read, "Pillar 2 of Ninja Selling – Business Plans and Routines."

**Course – "Pillar 3 of Ninja Selling"; Author/Owner: Larry Kendall; Provider: Hawaii Business Training; Course Category: Other – Business planning and execution through mindset, skillset, actions, and results; Clock Hours: 6**

Upon a motion by Commissioner Arakaki, seconded by Commissioner Lee, it was voted on and unanimously carried to approve " Pillar 4 of Ninja Selling " as a 6-credit hour continuing education course, under the course categories Other – Business planning and execution through mindset, skillset, actions, and results.

This course should be open and offered to all real estate licensees, and not restricted to a select group of licensees.

The title will be expanded to read "Pillar 3 of Ninja Selling – Ninja Seller Process."

**Course – "Pillar 4 of Ninja Selling"; Author/Owner: Larry Kendall; Provider: Hawaii Business Training; Course Category: Other – Business planning and execution through mindset, skillset, actions, and results; Clock Hours: 5**

Upon a motion by Commissioner Arakaki, seconded by Commissioner Lee, it was voted on and unanimously carried to approve "Pillar 4 of Ninja Selling" as a 5-credit hour continuing education course, under the course categories Other – Business planning and execution through mindset, skillset, actions, and results. This course should be open and offered to all real estate licensees, and not restricted to a select group of licensees.

The title will be expanded to read "Pillar 4 of Ninja Selling – Ninja Buyer Process and Negotiation."

Administration of  
Examinations:

PSI

**Licensing Examination Statistics – February 2018**

Examination statistics for February 2018 were distributed to the Commissioners for their information.

**School Pass/Fail Rates – February 2018**

School pass/fail rate statistics for February 2018 were distributed to the Commissioners for their information.

**School Summary by Test Category – February 2018**

Copies of the February 2018 test category summary reports, by school, were distributed to the Commissioners for their information.

Examination Monitoring Site

**Maui Test Site**

A copy of the evaluation report on the monitoring of the Maui Test Center was distributed to the Commissioners for their information.

Program of Work: Ad Hoc Committee on Education (ACE)

Senior Real Estate Specialist Fujimura informed the committee of the next ACE meeting which will be held on April 19, 2018 to review the first draft Core B 2017-2018.

Instructor's Development Workshop (IDW)

A copy of the IDW flyer and syllabus were distributed to the Commissioners for their information.

"Train the Presenter" with Antoinette Perez through KW Island Living on March 28 & 29, 2019 from 8:30 a.m. – 5:00 p.m. at KW Island Living, 285 W. Kaahumanu Avenue #201, Kahului, Maui, HI 96732.

Upon a motion by Commissioner Ginoza, seconded by Commissioner Lee, it was voted on and unanimously carried to approve "Train the Presenter" through KW Island Living as an IDW.

Next Meeting: Wednesday, April 11, 2018  
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 10:47 a.m.

Reviewed and approved by:

/s/Diane Choy Fujimura

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Diane Choy Fujimura  
Senior Real Estate Specialist

March 22, 2018

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Date

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

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