

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: May 9, 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: Rowena Cobb, Chair / Broker / Kauai Commissioner
Scott Arakaki, Public Member / Honolulu Commissioner
Nikki Senter, 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

Miles Ino, Executive Officer
Diane Choy Fujimura, Senior Real Estate Specialist
Amy Endo, Real Estate Specialist
David J. Grupen, Real Estate Specialist
Dathan Choy, Condominium Specialist
Shari Wong, Deputy Attorney General
Dorothy Aquino, Recording Secretary

Others: Kamalani Rodrigues, Honolulu Board of REALTORS®
Jan Kaeo, Dale Carnegie Training
Marsha Shimizu, Hawaii Association of REALTORS®
Ethel Keyes, Hawaii Association of REALTORS®

Absent: Aileen Wada, Vice Chair, Broker / Honolulu Commissioner
Bruce Faulkner, Broker / Maui Commissioner

Call to Order: The Chair called the meeting to order at 9:40 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 Wada and Faulkner were excused from the meeting. Prior notification of his/her non-attendance was received.

Real Estate
Specialist's Report: Minutes of Previous Meeting

Upon a motion by Commissioner Pang, seconded by Commissioner Arakaki, it was voted on and unanimously carried to accept the minutes of the April 11, 2018, Education Review Committee meeting.

Continuing Education: Administrative Issues

2017-2018 Continuing Education Providers and Courses Ratification List

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

<u>Registration/Certification</u>	<u>Effective Date</u>
Course(s)	
"Safety First: Crime Prevention and Self Defense (3 credits) for Real Estate Pros" (OnCourse Learning Corp dba OnCourse Learning Real Estate/ARELLO)	04/02/2018
"Technology Tools, Trends, and Risk Management" (3 credits) (The CE Shop, Inc./ARELLO)	04/06/2018
"Real Estate Negotiation Expert(RENE)" (12 credits) (Hawaii Association of REALTORS/National)	04/06/2018
"CRB – Managing a Multignenerational Business (6 credits) (Kauai Board of Realtors/National)	04/17/2018
"Tenancy" (6 credits) (Hawaii Association of REALTORS/National)	04/27/2018

Applications

Course – "Selling the Sun"; Author/Owner: Elevate Energy; Provider: Preferred Systems, Inc.; Course Categories: Property Ownership and Development, Other – Environmental issues related to residential real estate; Clock Hours: 3

Commissioner Pang suggested amending the course title to, "Basics of Selling the Sun", as the course is very basic with general information.

Chairman Cobb commented the course was well done especially for people who have no knowledge of photovoltaic or solar energy systems.

Commissioner Pang moved to approve "Selling the Sun" as a 3-credit hour continuing education course, under the course categories Property Ownership and Development, Other – Environmental Issues related to residential real estate, subject to changing the title to "Basics of Selling the Sun". Commissioner Arakaki seconded the motion. The motion was voted on and unanimously carried.

Course – “Skills for Success”; Author/Owner: I’mproving LLC dba Dale Carnegie Training Hawaii & Guam; Provider: Honolulu Board of REALTORS®; Course Categories: Dispute Resolution, Risk Management; Other – Communication and Negotiation; Clock Hours: 15

Kamalani Rodrigues and Jan Kaeo were present to answer any questions the Commissioners may have. Ms. Rodrigues commented the two concerns the Commission had last year regarding the Dale Carnegie course were the name branding name and the course itself. Ms. Rodrigues informed the Commission that Dale Carnegie is also a course developer and school, like ProSchools, Dearborn, CE Shop, OnCourse Learning, etc. The second concern was the course is written in a general way, which address many professionals across all industries. The course “Skills for Success” will follow the requirements of the RE Commission for CE courses and credit.

Ms. Rodrigues informed the Commission she had the opportunity to take the course to make sure the course met the Commission’s requirements. The course submitted is an eight-week course, not the 12-week course she completed. She feels the material, exercises and activities will help the Hawaii real estate licensees.

Chairman Cobb asked if the course replicates any course currently offered.

Ms. Rodrigues commented it is similar to the Real Estate Negotiator, and Communication is Key courses. The Dale Carnegie course is general, but can be uniquely tailored to the student. As a real estate professional, the exercises and activities will target how to communicate with licensee’s clients, consumers, cooperating brokers, etc.

Chairman Cobb asked how will they market a 15-hour course.

Ms. Rodrigues commented a one day or three-hour course is not sufficient. Communication skills and behavior are built within time and with the 15-hour course the student will consistently build communication skills every week, and add to what was previously learned. The student will review what he/she has learned each week of the 8-week session.

Commissioner Arakaki commented the course exercises will be related to real estate activity. He asked, “During the course, is there an attempt to sell products or services?”

Ms. Rodrigues commented there will be no selling of products or services.

Commissioner Arakaki asked for the cost of the course.

Ms. Rodrigues commented the cost for the real estate licensee will be about \$800 for 28-hours of instruction, materials and registration.

Commissioner Lee asked if you need to complete the entire course to get the 15-hours credit or can you take only certain modules.

Ms. Rodriguez commented the effectiveness is completing the entire course. There is no partial attendance or separating the course modules. Full attendance is required as this is a building-block course.

Ms. Kaeo commented if someone misses a specific session it can be made-up in a subsequent session.

Commissioner Pang moved to take under advisement, "Skills for Success" as a 3-credit hour continuing education elective course, under the course categories Dispute Resolution, Risk Management; Other – Communication and Negotiation. Commissioner Lee seconded the motion. The motion was voted on and unanimously carried.

Administration of
Examinations:

PSI

Licensing Examination Statistics – April 2018

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

School Pass/Fail Rates – April 2018

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

School Summary by Test Category – April 2018

Copies of the April 2018 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 May 2018 REC Bulletin was distributed and a copy is available on the Commission's website: www.hawaii.gov/hirec.

Instructor's Development Workshop (IDW)

A copy of the Instructor Development Workshop flyer was distributed to the Commissioners for their information.

Ms. Marsha Shimizu was present to answer any questions the Commissioners may have. Ms. Shimizu reported 39 attendees have signed-up for the workshop, and there will be last minute registrations. Those who registered include 4 prelicensing instructors, 33 CE instructors, and 9 company training instructors.

Ad Hoc Committee on Education (ACE)

A copy of the 2017-2018 Core Course Part B, first draft, was distributed to the Commissioners for their information. Also distributed was a copy of the ACE meeting report for April 19, 2018.

Upon a motion by Commissioner Klein, seconded by Commissioner Lee, it was voted on and unanimously carried to approve the first draft of Core Course Part B "2017-2018: "Agency and the Practice of Dual Agency", and the ACE meeting report of April 19, 2018.

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

Commissioner Arakaki moved to approve "Skills for Success" as a 15-credit hour continuing education elective course, under the course categories Dispute Resolution, Risk Management; Other – Communication and Negotiation, subject to the condition that all exercises/activities included in the course relate to real estate. Commissioner Lee seconded the motion. The motion was voted on and carried with Commissioner Pang voting "no".

Next Meeting: Wednesday, June 13, 2018
Upon adjournment of the Condominium Review Committee Meeting, which is upon adjournment of the Laws and Rules Review Committee meeting, which convenes at 9:30 a.m.
Hawaii Island REALTORS
1321 Kino'ole Street
Hilo, Hawaii

Adjournment: With no further business to discuss, Chair Cobb adjourned the meeting at 10:26 a.m.

Reviewed and approved by:

/s/Diane Choy Fujimura

Diane Choy Fujimura
Senior Real Estate Specialist

May 18, 2018

Date

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