

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: December 12, 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: Bruce Faulkner, Chair / Broker / Maui Commissioner
Aileen Wada, Vice Chair, Broker / Honolulu Commissioner
Michael Pang, Broker / Honolulu Commissioner
John Love, Public Member / Honolulu Commissioner
Sean Ginoza, Broker / Hawaii Island Commissioner
Russell Kyono, Broker / Kauai 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
Lorie Sides, Condominium Education Specialist
Dathan Choy, Condominium Specialist
Shari Wong, Deputy Attorney General
Dorothy Aquino, Recording Secretary

Others: Chatney Pacheco, Hawaii Association of Realtors®
Ethel Keyes, Hawaii Association of Realtors®
Carol Egan, Carol M. Egan, Attorney
Everett Kaneshige

Absent: Scott Arakaki, Public Member / Honolulu Commissioner
Aleta Klein, Broker / Honolulu Commissioner
Laurie A. Lee, Broker / Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 9:58 a.m., at which time quorum was established.

Chair's Report: No reports were presented.

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 Arakaki, Commissioner Klein, and Commissioner Lee 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 Ginoza, seconded by Commissioner Kyono, it was voted on and unanimously carried to accept the minutes and Executive Session minutes of the November 14, 2018 Education Review Committee meeting.

Continuing Education: Administrative Issues

2018-2019 Continuing Education Providers and Courses Ratification List

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

<u>Registration/Certification</u>	<u>Effective Date</u>
Provider(s)	
"ExceedCE"	11/21/2018
"OnCourse Learning Corporation, dba OnCourse Learning Real Estate"	01/01/2019
"Shari S. Motooka-Higa"	01/01/2019
"Servpro Industries, Inc."	01/01/2019
"Coldwell Banker Pacific Properties Real Estate School"	01/01/2019
"The Berman Education Company, LLC"	01/01/2019
"Hawaii Island REALTORS"	01/01/2019
"Ralph Foulger's School of Real Estate"	01/01/2019
"At Your Pace Online, LLC"	01/01/2019
"REALTORS Association of Maui, Inc."	01/01/2019
"Hawaii First Realty, LLC"	01/01/2019
"The CE Shop, Inc."	01/01/2019
"Hawaii Business Training"	01/01/2019

Course(s)

"Environmental Issues for Real Estate" (3 credits) (ARELLO/ExceedCE)	11/21/2018
"Issues in Fair Housing" (3 credits) (ARELLO/ExceedCE)	11/21/2018
"Recognizing and Avoiding Discrimination" (3 credits) (ARELLO/ExceedCE)	11/21/2018
"Risk Management for Real Estate" (3 credits) (ARELLO/ExceedCE)	11/21/2018
"Investment Real Estate Fundamentals" (4 credits) (ARELLO/ExceedCE)	11/21/2018
"Issues in Real Estate Contract Law" (4 credits) (ARELLO/ExceedCE)	11/21/2018
"Real Estate Supply and Demand Factors" (4 credits) (ARELLO/ExceedCE)	11/21/2018
"Concepts in Appraising Green Residential Buildings" (3 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Ethical Real Estate: The NAR Code" (3 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Federal Law & Commercial Real Estate" (3 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Green Home Features" (3 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Green Real Estate" (3 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Home Inspection in Real Estate Practice" (3 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Principles of Commercial Real Estate" (3 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019

"Qualifying the Buyer Under New Regulations" (3 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Safety First: Crime Prevention and Self Defense for Real Estate Pros" (3 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Short Sales" (3 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Technology Trends in Real Estate" (3 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Anti-Discrimination Laws" (4 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Ethics: Disclosure and Cooperation" (4 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Ethics in Real Estate" (4 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Ethics: Pricing, Offers and Advertising" (4 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Introduction to Brokerage Management" (4 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Leading and Communicating Effectively" (4 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Listing and Selling HUD Homes" (4 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Minimizing Risk with Effective Practices" (4 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"People Management in Real Estate" (4 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Professional Property Management" (4 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Real Estate Law" (4 credits)	01/01/2019

(ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	
"Short Sales and Foreclosures" (4 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Tax Free Exchanges" (4 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Basic Real Estate Finance" (6 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Commercial Finance & Investment Analysis" (6 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Commercial Sales" (6 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Commercial Sales & Exchanges" (6 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Cost Approach Overview" (6 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Green Home Construction" (6 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Income Capitalization Overview" (6 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Methods of Residential Finance" (6 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Pricing Property to Sell" (6 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Property Pricing and Residential Real Estate" (6 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Sales Comparison Approach" (6 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Starting a Successful Brokerage" (6 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019

Learning Real Estate)	
Structuring Ownership in Commercial Real Estate" (6 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Tax Advantages of Home Ownership" (6 credits) (ARELLO/OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Advanced Concepts for Today's Senior Homeowners" (3 credits) (Shari S. Motooka-Higa)	01/01/2019
"Understanding Mold in the Restoration Industry" (3 credits) (Servpro Industries, Inc.)	01/01/2019
"Restorative Drying for Water Damage" (4 credits) (Servpro Industries, Inc.)	01/01/2019
"Basics of Condo Governance, Owner's Rights, Dispute Resolution & Document Production" (3 credits) (Richard Emery)	01/01/2019
"Understanding Condo Financial Information" (3 credits) (Richard Emery)	01/01/2019
"Lead Safety: For Real Estate Agents" (3 credits) (Preferred Systems, Inc.)	01/01/2019
"Managing the Home Inspection" (3 credits) (Preferred Systems, Inc.)	01/01/2019
"Radon and Real Estate Transactions" (3 credits) (Preferred Systems, Inc.)	01/01/2019
"Residential Electrical Inspections: Basics" (3 credits) (Preferred Systems, Inc.)	01/01/2019
"Hawaii 6 Hour Real Estate Financing" (6 credits) (ARELLO/At Your Pace Online, LLC)	01/01/2019
"Hawaii 8 Hour Elective: Property Management" (8 credits) (ARELLO/At Your Pace Online, LLC)	01/01/2019
"CIPS Designation - Global Real Estate: Transaction Tools" (8 credits) (National/ Shari S. Motooka-Higa)	01/01/2019
"CIPS Designation - Global Real Estate: Local Markets" (8 credits) (National/ Shari S. Motooka-Higa)	01/01/2019
"Accredited Buyer's Representative Designation Course" (12 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019

"Seller Representative Specialist (SRS) Designation Course" (12 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Seniors Real Estate Specialist (SRES) Designation Course" (12 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"At Home With Diversity" (6 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"e-Pro® Day 1" (6 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"e-Pro® Day 2" (6 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Generating Buyer and Seller Leads" (6 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Generation Buy" (6 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Home Sweet (Second) Home: Vacation, Investments, Luxury Properties" (6 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Military Relocation Professional Certification" (6 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"NAR Green Day 1: Resource-Efficient Homes: Retrofits, Remodels, Renovations, and New Home Constructions" (6 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"NAR Green Day 2: Representing Buyers and Sellers of Resource-Efficient Homes" (6 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"New-Home Construction and Buyer Representation: Professionals, Product, Process" (6 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Pricing Strategies: Mastering the CMA" (6 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Real Estate Investing: Building Wealth Representing Investors and Becoming One Yourself" (6 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019

"Real Estate Marketing Reboot: Innovate > Relate (6 credits) Differentiate" (ARELLO/The CE Shop, Inc.)	01/01/2019
"Short Sales and Foreclosures: What Real Estate Professionals Need to Know" (6 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Advocating for Short Sales Clients" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Anatomy of Commercial Building" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Attracting Online Consumers: Listing and Syndication" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Client Advocacy in Commercial Real Estate" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Code of Ethics: Good for Your Clients and Your Business" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Code of Ethics in Action: Real-Life Applications" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Commercial Ethics" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Commercial Landlord Representation" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Determining Value of Commercial Properties" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Did You Serve? Identifying Homebuying Advantages for Veterans" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Discovering Commercial Real Estate" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Diversity: Your Kaleidoscope of Clients" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Enhance Your Brand and Protect Your Clients with Data Privacy and Security" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Expanding Housing Opportunities" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019

"Investment Strategies in Commercial Real Estate" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Keeping it Honest: Understanding Real Estate and Mortgage Fraud" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Marketing, Advertising, and Social Media Compliance" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Marijuana in Real Estate" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Personal Safety" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Preparing a Market Analysis – Best Practices" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Real Estate Safety Matters: Safe Business Smart Business" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Realtor Code of Ethics Training" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Residential Property Management Essentials" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Roadmap to Success: Business Planning for Real Estate Professionals" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Sign Here: Contract Law on E-Signatures" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Technology Tools, Trends, and Risk Management" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"The Fundamentals of Commercial Real Estate" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Today's MLS: New Paradigms, Better Results" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Working with Real Estate Investors: Understanding Investor Strategies" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019
"Current Issues and Trends in Real Estate" (3 credits) (ARELLO/The CE Shop, Inc.)	01/01/2019

**Continuing Education Core Course – Request for Quotes – 2019-2020
Core Course**

Commissioner Pang recused himself from any discussion or decision making.

Mr. Kaneshige and Ms. Egan were both present to answer any questions the committee may have.

Mr. Kaneshige briefly introduced himself and stated he was the developer for the Commissions prior two core courses. He stated he is familiar with the type of work involved to develop the core courses.

Ms. Egan informed the Commission, she will be working with OnCourse Learning for the on-line component of the 2019 core courses.

Senior Real Estate Specialist Fujimura commented OnCourse Learning is a Hawaii - approved provider and will work Ms. Egan to provide the on-line course for 2019 core courses.

Ms. Egan informed the Commission, she is a licensed attorney and real estate broker. She has taught real estate law and business law, is a trainer at Century 21 All Islands real estate brokerage and is responsible for training the new agents and experienced agents at All Islands. In addition, she teaches prelicense courses for Coldwell Banker Pacific Properties Real Estate School and continuing education courses for the Honolulu Board of Realtors® ("HBR"). She has taught code of ethics, purchase contracts and Core A and Core B courses for HBR.

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

Prelicense Education: Administrative Issues

2018-2019 Prelicensing Education Schools and Instructors Ratification List

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

<u>Registration/Certification</u>	<u>Effective Date</u>
School(s)	
"Seiler School of Real Estate"	01/01/2019
"OnCourse Learning Corporation, dba OnCourse Learning Real Estate"	01/01/2019
"Coldwell Banker Pacific Properties Real Estate School"	01/01/2019
"Ralph Foulger's School of Real Estate"	01/01/2019
Instructor(s)	
"Ricardo D. Seiler"	01/01/2019
"Ralph Foulger"	01/01/2019

"Marion Haller"	01/01/2019
"Rollie J. Litteral"	01/01/2019
"Keone J. E. Ball"	01/01/2019
"Russell W.H. Chee"	01/01/2019

Applications

School – Excellence in Education LLC dba Maui Real Estate School; Principal – Evelina Bondar, Salesperson Curriculum (Live)

Senior Real Estate Specialist Fujimura informed the Commission that Ms. Bondar is enthusiastic and looking forward to teaching the live salesperson curriculum. Ms. Bondar attended the Industry Day for PSI.

Upon a motion by Commissioner Pang, seconded by Commissioner Wada, it was voted on and unanimously carried to approve " Excellence in Education LLC dba Maui Real Estate School" as a prelicense education school.

Administration of
Examinations:

PSI

Licensing Examination Statistics – November 2018

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

School Pass/Fail Rates – November 2018

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

School Summary by Test Category – November 2018

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

Program of Work:

Neighbor Island Outreach and Real Estate Specialist Office of the Day

The January committee meetings will be held on Wednesday, January 9, 2019 at the REALTORS® Association of Maui, Inc, 444 Ala Makani Street, Kahului, HI 96732.

Executive Session:

Upon a motion by Commissioner Ginoza, seconded by Commissioner Kyono, 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 Kyono, seconded by Commissioner Ginoza, it was voted on and unanimously carried to move out of executive session.

Next Meeting: Wednesday, January 9, 2019
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.
REALTORS® Association of Maui, Inc
441 Ala Makani Street
Kahului, HI 96732

Adjournment: With no further business to discuss, Chair Faulkner adjourned the meeting at 10:36 a.m.

Reviewed and approved by:

/s/Diane Choy Fujimura

Diane Choy Fujimura
Senior Real Estate Specialist

December 24, 2018

Date

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