

**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: January 9, 2019

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: REALTORS® Association of Maui, Inc.  
441 Ala Makani Place  
Kahului, HI 96732

Present: Bruce Faulkner, Chair / Broker / Maui Commissioner  
Aileen Wada, Vice Chair, Broker / Honolulu Commissioner  
Scott Arakaki, Public Member / Honolulu Commissioner  
Aleta Klein, Broker / Honolulu Commissioner  
John Love, Public Member / Honolulu Commissioner  
Laurie A. Lee, Broker / Honolulu Commissioner  
Sean Ginoza, Broker / Hawaii Island Commissioner  
Russell Kyono, Broker / Kauai Commissioner

Neil K. Fujitani, Supervising Executive Officer  
Diane Choy Fujimura, Senior Real Estate Specialist  
Carole Richelieu, Senior Condominium Specialist  
Shari Wong, Deputy Attorney General  
Tammy Norton, Recording Secretary

Others: None.

Absent: Michael Pang, Broker / Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 10:28 a.m., at which time quorum was established.

Chair's Report: The Chair stated the Committee maymove 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 Pang was excused from the meeting. Prior notification of his non-attendance was received.

Real Estate Specialist's Report: Minutes of Previous Meeting

Upon a motion by Commissioner Wada, seconded by Commissioner Ginoza, it was voted on and unanimously carried to accept the minutes of the December 9, 2018 Education Review Committee meeting.

Continuing Education: Administrative Issues

**2019-2020 Continuing Education Providers and Courses Ratification List**

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

<u>Registration/Certification</u>	<u>Effective Date</u>
<b>Provider(s)</b>	
"Vitousek Real Estate School"	01/01/2019
"Scott Alan Bly School of Real Estate, LLC, dba Bly School of Real Estate"	01/01/2019
"Russ Goode Seminars"	01/01/2019
"Carol Ball School of Real Estate"	01/01/2019
"All Islands Real Estate School"	01/01/2019
"Honolulu Board of Realtors"	01/01/2019
"Kauai Board of Realtors"	01/01/2019
"The Real Estate Café"	01/01/2019
"USA Homeownership Foundation, Inc. dba Veterans Association of Real Estate Professionals"	01/01/2019
"REMI School of Real Estate"	01/01/2019
"Abe Lee Seminars"	01/01/2019
<b>Course(s)</b>	
"Ironclad Transactions" (3 credits) (Beth Holiday)	01/01/2019
"Mind Your Own Business" (3 credits) (Beth Holiday)	01/01/2019
"Negotiations in an Online World" (3 credits) (Beth Holiday)	01/01/2019
"Raising Standards in Buyer Representation" (3 credits) (Beth Holiday)	01/01/2019
"Raising Standards in Seller Representation: Listing Consultation" (3 credits) (Beth Holiday)	01/01/2019
"Raising Standards of Communication with the Everything Disc" (6 credits) (Beth Holiday)	01/01/2019
"Pillar 1 of Ninja Selling – Foundation & Mindset of the Ninja Process" (5 credits) (Larry Kendall)	01/01/2019
"Pillar 4 of Ninja Selling – Ninja Buyer Process & Negotiations" (5 credits) (Larry Kendall)	01/01/2019
"Pillar 2 of Ninja Selling: Business Plans and Routines" (6 credits) (Larry Kendall)	01/01/2019
"Pillar 3 of Ninja Selling – Ninja Seller Process" (6 credits) (Larry Kendall)	01/01/2019
"Rehab Loans Made Easy" (3 credits) (HomeStreet Bank)	01/01/2019
"Hawaii Real Estate Guide to Reverse Mortgages" (3 credits) (Curtis Mangus)	01/01/2019
"Real Estate Safety Matters: Safe Business=Smart Business (3 credits) (Honolulu Board of Realtors)	01/01/2019
"Green Day 1: The Resource-Efficient Home: Remodels, Retrofits, Renovations, and New Home Construction" (6 credits) (Honolulu Board of Realtors)	01/01/2019

"Green Day 2: Representing Buyers and Sellers: Resource Efficient Homes" (6 credits) (Honolulu Board of Realtors)	01/01/2019
"Military Relocation Professional Certification Core Course" (6 credits) (Honolulu Board of Realtors)	01/01/2019
"Pricing Strategies: Mastering the CMA" (6 credits) (Honolulu Board of Realtors)	01/01/2019
"Seniors Real Estate Specialist (SRES) Designation Course" (12 credits) (Honolulu Board of Realtors)	01/01/2019
"Home Sweet (Second) Home: Investment, Luxury Properties" (12 credits) (Honolulu Board of Realtors)	01/01/2019
"NAR's e-PRO Certification Course" (12 credits) (Honolulu Board of Realtors)	01/01/2019
"Accredited Buyer's Representative Designation Course" (12 credits) (Honolulu Board of Realtors)	01/01/2019
"Seller Representative Specialist (SRS) Designation Course" (12 credits) (Honolulu Board of Realtors)	01/01/2019
"Advanced Issues in Commercial Real Estate Sales and Leasing" (3 credits) (Lori K. Amano, Esq.)	01/01/2019
"Commercial Real Estate Transactions" (3 credits) (Lori K. Amano, Esq.)	01/01/2019
"Legal Issues in Commercial Real Estate Transactions" (3 credits) (Lori K. Amano, Esq.)	01/01/2019
"Legal Issues in Commercial Real Estate Transactions Part II" (3 credits) (Lori K. Amano, Esq.)	01/01/2019
"Financing Residential Real Estate" (6 credits) (OnCourse Learning Corporation, dba OnCourse Learning Real Estate)	01/01/2019
"Cooperation, Compensation and the Code of Ethics" (3 credits) (Honolulu Board of Realtors)	01/01/2019
"All You Need to Know About the 2017 Tax Cuts and Jobs Act" (3 credits) (Online) (Creative Solution Enterprises, Inc.)	01/01/2019
"Tax Issues for Real Estate: Knowledge is Power" (3 credits) (Online) (The Berman Education Company, LLC)	01/01/2019
"Taxation and Real Estate: Cover Yourself Play Good Defense" (3 credits) (Online) (The Berman Education Company, LLC)	01/01/2019

#### Applications

**Course (ONLINE) – "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**

Upon a motion by Commissioner Ginoza, seconded by Commissioner Lee, it was voted on and unanimously carried to approve "Selling the Sun" as a three-credit hour continuing education course, under the course categories Property Ownership and Development, Other – Environmental Issues Related to Residential Real Estate.

**Course – (LIVE)-"Understanding & Implementing the IRC §1031 Tax Deferred Exchange"; Author/Owner: Old Republic Exchange Company; Provider: Abe Lee Seminars; Course Categories: Investment, Other – Capital gains tax deferral; Clock Hours: 3**

Upon a motion by Commissioner Klein, seconded by Commissioner Kyono, it was voted on and unanimously carried to approve "Understanding & Implementing the IRC §1031 Tax Deferred Exchange" as a three-credit hour continuing education course, under the course categories Investment, Other – Capital gains tax deferral.

Prelicense Education: Administrative Issues

**2019-2020 Prelicensing Education Schools and Instructors Ratification List**

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

<u>Registration/Certification</u>	<u>Effective Date</u>
<b>School(s)</b>	
"Vitousek Real Estate School"	01/01/2019
"The CE Shop, Inc."	01/01/2019
"Scott Alan Bly School of Real Estate, LLC, dba Bly School of Real Estate"	01/01/2019
"Inet Realty"	01/01/2019
"Carol Ball School of Real Estate"	01/01/2019
"All Islands Real Estate School"	01/01/2019
"Akahi Real Estate Network, LLC"	01/01/2019
"Excellence in Education, LLC, dba Maui Real Estate School"	01/01/2019
"REMI School of Real Estate"	01/01/2019
"Abe Lee Seminars"	01/01/2019

**Instructor(s)**

"Wayne Y. Sadoyama"	01/01/2019
"Everett Kaneshige"	01/01/2019
"Scott Alan Bly"	01/01/2019
"Carlton D. Choy"	01/01/2019
"Elliot YC Lau"	01/01/2019
"Carol Ball"	01/01/2019
"Trudy I. Nishihara"	01/01/2019
"Jay J. Spadinger"	01/01/2019
"David Catanzaro"	01/01/2019
"Abraham W H Lee"	01/01/2019

Administration of Examinations:

PSI

**Licensing Examination Statistics – December 2018**

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

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

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

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

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

Test Development

**PSI Hawaii Real Estate Licensing Exam Review Meeting** – The meeting was held on November 28, 2018, facilitated by PSI to review the real estate licensing

examination test question bank. A written report was distributed for informational purposes.

Instructor Workshop

**PSI Hawaii Real Estate Educator's Forum** – The forum hosted by PSI was held on July 24, 2018. Staff's written report was distributed for informational purposes.

SEO Fujitani noted that although the participation this year was low, it is a good opportunity for the educators to participate and engage with PSI.

Program of Work: Annual Report, Quarterly Bulletin, and School Files

Senior Specialist Fujimura reported that the January 2019 School Files will be distributed shortly and a copy will be made available on the Commission's website: [www.hawaii.gov/hirec](http://www.hawaii.gov/hirec).

Neighbor Island Outreach & Specialists' Office for the Day

Staff was available for those wanting to meet with a Specialist.

Ad Hoc Committee on Education (ACE)

Upon a motion by Commissioner Kyono, seconded by Commissioner Ginoza, it was voted on and unanimously carried to approve the following members of the Ad Hoc Committee on Education for 2019: Patty Hokama, Donna Apisa, Keone Ball, Trudy Nishihara, Shannon Ball, and Scott Bly.

The committee will meet on January 23, 2019 to discuss topics for Core A and different laws that affect real estate practices.

Next Meeting: Wednesday, February 6, 2019  
Upon adjournment of the Condominium Review Committee Meeting, which is upon adjournment of the Laws and Rules Review Committee meeting, which convenes at 9:00 a.m.  
Queen Liliuokalani Conference Room  
King Kalakaua Building  
335 Merchant Street, First Floor  
Honolulu, Hawaii

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

Reviewed and approved by:

/s/Diane Choy Fujimura

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Diane Choy Fujimura  
Senior Real Estate Specialist

January 17, 2019

\_\_\_\_\_  
Date

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

DCF:tn/