

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: February 6, 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 9:00 a.m.

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

Present: Bruce Faulkner, Chair / Broker / Maui Commissioner
Scott Arakaki, Public Member / Honolulu Commissioner
Michael Pang, Broker / 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
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: Ethel Keyes, Hawaii Association of REALTORS®
Chatney Pacheco, Hawaii Association of REALTORS®

Absent: Aileen Wada, Vice Chair, Broker / Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 10:08 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.

Commissioner Wada was excused from the meeting. Prior notification of her non-attendance was received.

Real Estate
Specialist's Report:

Additional Distribution

4. Continuing Education Administration, Curriculum, Courses, Providers, and Instructors
 - a. Administrative Issues
 - 1) 2019-2020 Continuing Education Providers and Courses Ratification List
5. Prelicensing Education Administration, Curriculum, Schools, Instructors, and Equivalency
 - a. Administrative Issues – 2019-2020 Prelicensing Education Schools, Courses, Instructors Ratification List
6. Administration of Examinations
 - a. PSI
 - 1) Licensing Examination Statistics - January 2019
 - 2) School Pass/Fail Rates – January 2019
 - 3) School Summary by Test Category – January 2019

Minutes of Previous Meeting

Upon a motion by Commissioner Lee, seconded by Commissioner Love, it was voted on and unanimously carried to accept the minutes of the January 9, 2019, Education Review Committee meeting.

Continuing Education: Administrative Issues

2019-2020 Continuing Education Providers and Courses Ratification List

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

<u>Registration/Certification</u>	<u>Effective Date</u>
Provider(s)	
"Building Industry Association of Hawaii"	01/01/2019
"Eddie Flores Real Estate Continuing Education"	01/01/2019
"Residential Real Estate Council"	01/01/2019
"American Dreaan Real Estate School, LLC"	01/09/2019
"West Hawaii Association of Realtors"	01/10/2019
"CMPS Institute, LLC"	01/14/2019
"Preferred Systems, Inc."	01/31/2019

Course(s)

"Commercial Transactions and Contracts" (3 credits) (Abe Lee)	01/01/2019
"Escrow, Title and Appraisals" (3 credits) (Abe Lee)	01/01/2019
"Estate Planning and Real Estate" (3 credits) (Abe Lee)	01/01/2019
"Financial Guide for New Home Buyers" (3 credits) (Abe Lee)	01/01/2019
"How to Write Good Contracts Part I" (3 credits) (Abe Lee)	01/01/2019
"How to Write Good Contracts Part II" (3 credits) (Abe Lee)	01/01/2019
"How to Write Good Contracts Part III" (3 credits) (Abe Lee)	01/01/2019
"Introduction to Commercial Real Estate" (3 credits) (Abe Lee)	01/01/2019
"Mortgages, FNMA, FICO, Etc." (3 credits) (Abe Lee)	01/01/2019
"Navigating the DPP and Tax Web Sites" (3 credits) (Abe Lee)	01/01/2019
"Ninja Selling Business Plan" (6 credits) (Abe Lee)	01/01/2019
"Ninja Selling System Introduction" (6 credits) (Abe Lee)	01/01/2019
"Ninja Selling Vision Values and Goals" (6 credits) (Abe Lee)	01/01/2019
"Permits, Permits and more Permits: Researching Building Permits & 25+ Other Permits Handbook" (3 credits) (Abe Lee)	01/01/2019
"Sticks, Bricks & Understanding Plans & Construction Methods" (3 credits) (Abe Lee)	01/01/2019
"Surveys, Termite and Home Inspections: Rats, Roach" (3 credits) (Abe Lee)	01/01/2019
"The Condominium Development Process" (3 credits) (Abe Lee)	01/01/2019
"Understanding the Land Use Ordinance: C&C of Honolulu" (3 credits) (Abe Lee)	01/01/2019
"Zoning-Issues, Problems, Questions, Answers" (3 credits) (Abe Lee)	01/01/2019
"Rental Property Management" (3 credits) (Ginger A. Kolonick)	01/01/2019
"Issues in Representing Foreign Investors" (3 credits) (Benjamin V. Chen)	01/01/2019
"AVM's, RVM's & Showing Consumers the Difference" (3 credits) (Allison Lum)	01/01/2019
"Judicial Foreclosure – Basics" (3 credits) (Allison Lum)	01/01/2019
"Where You Wen Grad? Owning Land and Doing Business in Hawaii 'Local Style" (3 credits) (Dawn N. Chang)	01/01/2019
"Hawaii Land Use Law Related to Cultural Resources" (3 credits) (Dawn N. Chang)	01/01/2019

"Understanding the Escrow Process in Real Estate" (3 credits) (Celine P. Nelson)	01/01/2019
"Communication is the Key" (3 credits) (Celine P. Nelson)	01/01/2019
"Beyond Land History 101 – The Mahele, Cultural Practices and the Bureau of Conveyances" (3 credits) (Celine P. Nelson)	01/01/2019
"Knowledge of the New VA Home Loan Benefit for the Real Estate Licensee" (3 credits) (Tony Dias)	01/01/2019
"First Steps to Homeownership" (3 credits) (Hawaii Homeownership Center)	01/01/2019
"Inspections, Maintenance & Warranties" (3 credits) (Matt Eagle)	01/01/2019
"Plan Reading & Construction Documentation" (3 credits) (Matt Eagle)	01/01/2019
"Military and Veteran Housing Certification (MVHC)" (7 credits) (Son Nguyen)	01/01/2019
"Identifying Trouble Areas in Residential Building & Permitting" (4 credits) (Building Industry Association of Hawaii)	01/01/2019
"Basics of Building" (6 credits) (Building Industry Association of Hawaii/National)	01/01/2019
"Marketing & Communication Strategies for Aging & Accessibility – CAPS I" (6 credits) (Building Industry Association of Hawaii/National)	01/01/2019
"Design/Build Solutions for Aging & Accessibility - CAPS II" (6 credits) (Building Industry Association of Hawaii/National)	01/01/2019
"Details & Solutions for Livable Homes and Aging in Place - CAPS III" (6 credits) (Building Industry Association of Hawaii/National)	01/01/2019
"The ABC's of Escrow" (3 credits) (Suzette Nasser)	01/01/2019
"Complex Title Matters, Part Two" (3 credits) (Suzette Nasser)	01/01/2019
"Evolution of Land Ownership in Hawaii" (3 credits) (Suzette Nasser)	01/01/2019
"Hawaii Lands, Historical Review" (3 credits) (Suzette Nasser)	01/01/2019
"Title Insurance – What, Why & How" (3 credits) (Suzette Nasser)	01/01/2019
"You Can't Get There From Here, A Close Look at Easements" (3 credits) (Suzette Nasser)	01/01/2019
"Common Mistakes Made by Real Estate Rookies and the Rest of Us" (Live) (3 credits) (American Dream Real Estate School, LLC)	01/01/2019
"Contracts and Risk Management" (Live) (3 credits) (American Dream Real Estate School, LLC)	01/01/2019
"Finance Basics 'Know Your Numbers'" (Live) (3 credits) (American Dream Real Estate School, LLC)	01/01/2019
"Listing Agreements that Work" (Live) (3 credits) (American Dream Real Estate School, LLC)	01/01/2019
"Multiple Offers, Escalation Clauses and Hot Markets" (Live) (3 credits) (American Dream Real Estate School, LLC)	01/01/2019
"Recognizing Discrimination in Fair Housing" (Live) (3 credits) (American Dream Real Estate School, LLC)	01/01/2019
"Safety Tips for Brokers While Showing Properties and Staging" (Live) (3 credits) (American Dream Real Estate School, LLC)	01/01/2019

"Short Sales for Success" (Live) (3 credits) (American Dream Real Estate School, LLC)	01/01/2019
"Sound Practices for the Preparation and Presentation of Effective Contracts" (3 credits) (American Dream Real Estate School, LLC)	01/01/2019
"Valuation, Marketing, Negotiations and Closing the Sale" (3 credits) (Live) (American Dream Real Estate School, LLC)	01/01/2019
"Common Mistakes Made by Real Estate Rookies and the Rest of Us" (Online) (3 credits) (American Dream Real Estate School, LLC)	01/01/2019
"Contracts and Risk Management" (3 credits) (Online) (American Dream Real Estate School, LLC)	01/01/2019
"Finance Basics 'Know Your Numbers'" (Online) (3 credits) (American Dream Real Estate School, LLC)	01/01/2019
"Recognizing Discrimination in Fair Housing" (Online) (3 credits) (American Dream Real Estate School, LLC)	01/01/2019
"Safety Tips for Brokers While Showing Properties and Staging" (Online) (3 credits) (American Dream Real Estate School, LLC)	01/01/2019
"Sound Practices for the Preparation and Presentation of Effective Contracts" (Online) (3 credits) (American Dream Real Estate School, LLC)	01/01/2019
"A Real Estate Agent's Guide to Title Insurance" (3 credits) (Robin Sagadraca)	01/01/2019
"Technology in Real Estate: Using Digital Signatures" (3 credits) (Robin Sagadraca)	01/01/2019
"Technology Trends Impacting the Real Estate Industry" (3 credits) (Robin Sagadraca)	01/01/2019
"Tools to Manage Your Real Estate Transaction: zipForm Plus(R), zipTMS(TM) and DocuSign" (3 credits) (Robin Sagadraca)	01/01/2019
"Qualifying the Buyer Under New Regulations" (3 credits) (Online) (Coldwell Banker Pacific Properties Real Estate School)	01/01/2019
"Ethics: Disclosure and Cooperation" (4 credits) (Online) (Coldwell Banker Pacific Properties Real Estate School)	01/01/2019
"Minimizing Risk with Effective Practices" (4 credits) (Online) (Coldwell Banker Pacific Properties Real Estate School)	01/01/2019
"Real Estate Law" (4 credits) (Online) (Coldwell Banker Pacific Properties Real Estate School)	01/01/2019
"Educating Homebuyers" (3 credits) (Mckissock/ARELLO)	01/01/2019
"Intro to Property Management: Market Analysis, Risk Management, and Maintenance" (3 credits) (Mckissock/ARELLO)	01/01/2019
"Real Estate Taxes" (3 credits) (Mckissock/ARELLO)	01/01/2019
"1031 Exchange for Real Estate" (3 credits) (Online) (REMI School of Real Estate)	01/01/2019
"About Fair Housing for Real Estate Practitioners" (3 credits) (Online) (REMI School of Real Estate)	01/01/2019
"Applied Ethics in Practice: Case Studies" (3 credits) (Online) (REMI School of Real Estate)	01/01/2019
"Basic Steps to Analyze Investment Property" (3 credits) (Online) (REMI School of Real Estate)	01/01/2019
"Being Honest is the Code We Live By" (3 credits) (Online) (REMI School of Real Estate)	01/01/2019
"BPO and CMA: How to Value Residential Property" (3 credits) (Online) (REMI School of Real Estate)	01/01/2019

"Buyer Representation" (Online) (3 credits) (REMI School of Real Estate)	01/01/2019
"Code of Ethics: Our Promise of Professionalism" (Online) (3 credits) (REMI School of Real Estate)	01/01/2019
"Listing and Buyer Representation Agreements" (Online) (3 credits) (REMI School of Real Estate)	01/01/2019
"Property Management: How to Reduce Risk" (Online) (3 credits) (REMI School of Real Estate)	01/01/2019
"Social Media Technology and Advertising Rules" (Online) (3 credits) (REMI School of Real Estate)	01/01/2019
"Time for Time Shares in Hawaii" (Online) (3 credits) (REMI School of Real Estate)	01/01/2019
"Policies to Reduce Risk" (Online) (3 credits) (REMI School of Real Estate)	01/01/2019
"Real Estate Math Made Easy" (Online) (3 credits) (REMI School of Real Estate)	01/01/2019
"Understanding Green Homes" (Online) (3 credits) (REMI School of Real Estate)	01/01/2019
"Valuation of Commercial Property" (Online) (3 credits) (REMI School of Real Estate)	01/01/2019
"Basics of Investment Property" (Online) (4 credits) (REMI School of Real Estate)	01/01/2019
"Trends and Topics in Hawaii Real Estate" (Online) (4 credits) (REMI School of Real Estate)	01/01/2019
"Valuations: Learning from Others" (Online) (4 credits) (REMI School of Real Estate)	01/01/2019
"Fundamentals of Understanding Investment Property" (Online) (6 credits) (REMI School of Real Estate)	01/01/2019
"Disclosures in Residential Transactions" (Online) (6 credits) (REMI School of Real Estate)	01/01/2019
"Real Estate Valuation" (Online) (6 credits) (REMI School of Real Estate)	01/01/2019
"Sales Comparison Approach" (Online) (6 credits) (Coldwell Banker Pacific Real Estate School)	01/01/2019
"Tax Advantages of Home Ownership" (Online) (6 credits) (Coldwell Banker Pacific Real Estate School)	01/01/2019
"Environmental Issues for Real Estate" (3 credits) (ExceedCE/ARELLO)	01/01/2019
"Issues in Fair Housing" (3 credits) (ExceedCE/ARELLO)	01/01/2019
"Recognizing and Avoiding Discrimination" (3 credits) (ExceedCE/ARELLO)	01/01/2019
"Risk Management for Real Estate" (3 credits) (ExceedCE/ARELLO)	01/01/2019
"Investment Real Estate Fundamentals" (4 credits) (ExceedCE/ARELLO)	01/01/2019
"Issues in Real Estate Contract Law" (4 credits) (ExceedCE/ARELLO)	01/01/2019
"Real Estate Supply and Demand Factors" (4 credits) (ExceedCE/ARELLO)	01/01/2019
"Succession Planning: Building, Valuing, and Selling Your Business" (6 credits) (Residential Real Estate Council/National)	01/01/2019
"7 Things Successful Agents Do Differently: A Proven Business System" (8 credits) (Residential Real Estate Council/National)	01/01/2019

"Building A Team to Grow Your Business" (8 credits) (Residential Real Estate Council/National)	01/01/2019
"Converting Leads Into Closings" (8 credits) (Residential Real Estate Council/National)	01/01/2019
"Mastering Relevant, Consumer-Focused Marketing" (8 credits) (Residential Real Estate Council/National)	01/01/2019
"Turning New Homes Into Ongoing Revenue" (8 credits) (Residential Real Estate Council/National)	01/01/2019
"Win-Win Negotiation Techniques" (8 credits) (Residential Real Estate Council/National)	01/01/2019
"Zero to 60 Home Sales A Year (and Beyond)" (8 credits) (Residential Real Estate Council/National)	01/01/2019
"Building an Exceptional Customer Service Referral Business" (15 credits) (Residential Real Estate Council/National)	01/01/2019
"Business Planning and Marketing for the Residential Specialist" (15 credits) (Residential Real Estate Council/National)	01/01/2019
"Buying and Selling Income Properties" (15 credits) (Residential Real Estate Council/National)	01/01/2019
"Effective Buyer Sales Strategies" (15 credits) (Residential Real Estate Council/National)	01/01/2019
"Financing Solutions to Close the Deal" (15 credits) (Residential Real Estate Council/National)	01/01/2019
"Listing Strategies for the Residential Specialist" (15 credits) (Residential Real Estate Council/National)	01/01/2019
"Technologies to Advance Your Business" (15 credits) (Residential Real Estate Council/National)	01/01/2019
"Selling the Sun" (3 credits) (Elevate Energy)	01/09/2019
"Understanding and Implementing the IRC §1031 Tax Deferred Exchange" (3 credits) (Ashley Stefan)	01/09/2019
"Cash Flow Planning for Real Estate Investors" (3 credits) (CMPS Institute, LLC)	01/14/2019
"Mortgage and Real Estate Taxation" (3 credits) (CMPS Institute, LLC)	01/14/2019
"Mortgage Math Camp" (3 credits) (CMPS Institute, LLC)	01/14/2019
"Qualifying the Buyer Under New Regulations" (3 credits) (Dexterity CE, LLC)	01/25/2019

OnCourse Learning Corporation - Change of Ownership

Due to change of ownership effective January 31, 2019, OnCourse Learning Corporation is now known as OCL Real Estate, LLC.

Upon a motion by Commissioner Klein, seconded by Commissioner Ginoza, it was voted on and unanimously carried to approve the change of ownership and new name for OnCourse Learning Corporation, now known as "OCL Real Estate, LLC".

Prelicense Education: Administrative Issues

2019-2020 Prelicensing Education Schools and Instructors Ratification List

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

<u>Registration/Certification</u>	<u>Effective Date</u>
School(s)	
"American Dream Real Estate School, LLC"	01/01/2019
Instructor(s)	
"Carol M. Egan"	01/01/2019
"Elarka S. H. Yuen"	01/01/2019

Administration of
Examinations:

PSI

Licensing Examination Statistics – January 2019

Examination statistics for January 2019 were distributed to the Commissioners for their information.

School Pass/Fail Rates – January 2019

School pass/fail rate statistics for January 2019 were distributed to the Commissioners for their information.

School Summary by Test Category – January 2019

Copies of the January 2019 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 February 2019 Bulletin will be distributed shortly and is available on the Commission's website:
www.hawaii.gov/hirec.

Specialists' Office of the Day and Neighbor Island Outreach

Specialists' Office of the Day and Neighbor Island Outreach report of January 9, 2019 meeting was distributed to the Commissioners for their information.

Ad Hoc Committee on Education ("ACE")

Ad Hoc Committee on Education members:

Patti Hokama, (Broker, Oahu)
Donna Apisa (Broker, Kauai)
Keone Ball (Broker, Prelicense Instructor, CE Instructor, Maui)
Trudy Nishihara (Broker, prelicense Instructor, CE Instructor, O'ahu)
Shannon Ball (Broker, Oahu)
Scott Bly (Salesperson, Prelicense Instructor, CE Instructor, O'ahu)
Ashley Lee (Salesperson, Oahu)

Upon a motion by Commissioner Pang, seconded by Commissioner Ginoza, it was voted on and unanimously carried to approve the current list of Ad Hoc Committee on Education members.

Ad Hoc Committee on Education Report

ACE first meeting was held on January 23, 2019. The committee discussed Core A 2019 – 2020, "Laws that Affect Your Real Estate License" which will focus on HRS 467, HAR 99 and HRS 436B.

Commissioner Arakaki commented the core course should not duplicate other continuing education courses being offered.

Senior Real Estate Specialist Fujimura stated the similar topic(s) are not an issue, as the core course is mandatory, all licensees must take core courses. Thus, all licensees will be exposed to the information, whereas if the topics were only available through elective CE courses, not all licensees will take the courses.

Upon a motion by Commissioner Lee, seconded by Commissioner Ginoza, it was voted on and unanimously carried to approve Ad Hoc Committee on Education meeting report of January 23, 2019.

Next Meeting: Wednesday, March 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.
King Kalakaua Building
Queen Liliuokalani Conference Room
335 Merchant Street, 1st Floor
Honolulu, Hawaii

Adjournment: With no further business to discuss, Chair Cobb adjourned the meeting at 10:17 a.m.

Reviewed and approved by:

/s/Diane Choy Fujimura

Diane Choy Fujimura
Senior Real Estate Specialist

February 14, 2019

Date

[X] Minutes approved as is.
[] Minutes approved with changes, see minutes of _____
DCF:da/021419