

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: April 17, 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
Aileen Wada, Vice Chair, Broker / Honolulu Commissioner
Scott Arakaki, Public Member / Honolulu Commissioner
Michael Pang, 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
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: Daryl Nishizawa, Honolulu Board of REALTORS®
Lynn Murison, Honolulu Board of REALTORS®

Absent: Aleta Klein, Broker / Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 9:47 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 Klein 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
 - b. Applications
 2. Course – "eDeartment: The Art of digitally Hugging Your Clients and Community", Author/Owner: Brian Copeland, Provider: REALTOR® Association of Maui, Course Category: Technology and the License, Clock Hours: 3
6. Program of Work, FY '19
 - d. Ad Hoc Committee on Education (ACE) – Meeting of 4/12/19 – Review 1st Draft, Core A 2019-2020

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 March 6, 2019, Education Review Committee meeting.

Continuing Education: Administrative Issues

2019-2020 Continuing Education Providers and Courses Ratification List

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

<u>Registration/Certification</u>	<u>Effective Date</u>
Course(s)	
"Real Estate Safety Matters: Safe Business=Smart Business" (3 credits) (West Hawaii Association of Realtors/National)	03/01/2019
"Millionaire Marketing on a Shoestring Budget" (3 credits) (Debra A. Jason)	03/20/2019
"Let's Get Engaged: Unleashing the Lead-Generating Power of LinkedIn" (3 credits) (Debra A. Jason)	03/20/2019

"Exit Strategies for Real Estate Brokerage (6 credits) Owners" (Hawaii Association of REALTORS)	03/20/2019
"Show Me the Money - Compensation Planning" (6 credits) (Hawaii Association of REALTORS)	03/20/2019
"Assistance Animals and Fair Housing" (4 credits) (The CE Shop, Inc./ARELLO)	03/25/2019
"Affordable Housing Solutions for Homes and Financing" (3 credits) (The CE Shop, Inc./ARELLO)	03/25/2019
"Sex and Real Estate: Sexual Harassment, Sexual and Fair Housing" (The CE Shop, Inc./ARELLO)	03/25/2019
"Taxes and Real Estate: What You Need to Know" (3 credits) (The CE Shop, Inc./ARELLO)	03/25/2019

Applications

Course - "Disclosure, Discrimination and Advertising in the Code of Ethics"; Author/Owner – Honolulu Board of REALTORS®; Provider: Honolulu Board of REALTORS®; Course Category: Dispute Resolution and Code of Ethics; Clock Hours: 3

Daryl Nishizawa and Lynn Murison from the Honolulu Board of REALTORS® were present for any questions or concerns the committee may have.

Mr. Nishizawa stated he is the new Professional Development Administrator for HBR and was a teacher for 14 years.

Senior Real Estate Specialist Fujimura informed the committee the course above meets the NAR requirement for a Code of Ethics course for its members.

Upon a motion by Commissioner Pang, seconded by Commissioner Wada, it was voted on and unanimously carried to approve "Disclosure, Discrimination and Advertising in the Code of Ethics" as a 3-credit hour continuing education course, under the course categories: Dispute Resolution, Code of Ethics.

Course – "eDearment: The Art of Digitally Hugging Your Clients and Community"; Author/Owner: Brian Copeland; Provider: REALTORS® Association of Maui; Course Category: Technology and the License; Clock Hours: 3

Senior Real Estate Specialist Fujimura questioned Mr. Nishizawa about the course. Mr. Nishizawa stated the author and instructor of the course Mr. Brian Copeland, will be on Oahu on May 3 for a licensee forum and the course will be offered at no cost to the members. Realtors® Association of Maui will also be offering the course on Maui.

Senior Real Estate Specialist Fujimura requested more detailed materials on the course as there did not appear to be enough information available for decision-making.

Commissioner Lee asked if the course is a CRS course? Senior Real Estate Specialist Fujimura stated the course is not a CRS course.

The Commissioners require more informational materials on the course from Mr. Copeland.

Upon a motion by Commissioner Arakaki, seconded by Commissioner Love, it was voted on and unanimously carried to defer the course application of "eDeartment: The Art of Digitally Hugging Your Clients and Community " to the Real Estate Commission meeting on April 26, 2019, and request additional course materials.

Continuing Education Core Course

First draft of the 2019 – 2020 Hawaii Real Estate Commission Core A course was distributed to the Commissioners for their information.

Senior Real Estate Specialist Fujimura informed the committee the title of the course will be changed. Executive Office Ino compiled a list of the most common violations found in the last five years of HRS §436B, HRS §467 and HAR §16-99. The Ad Hoc Committee on Education reviewed the list and decided to focus on the violations that occurred most often. Most case studies for Core A will come from the REC Bulletin and the published administrative actions.

Commissioner Lee noted on page 15, second to the last paragraph to delete "with HIREC" from "hearing with HIREC", as the commission does not participate in the administrative hearing process.

The Commissioners agreed to focus on the most common violations from the last 5 years with supporting case studies.

Upon a motion by Commissioner Pang, seconded by Commissioner Lee, it was voted on and unanimously carried to approve the first draft of Core A 2019 – 2020 and the ACE report of its 4/12/2019 meeting.

Administration of
Examinations:

PSI

Licensing Examination Statistics – March 2019

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

School Pass/Fail Rates – March 2019

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

School Summary by Test Category – March 2019

Copies of the March 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 Real Estate Specialist Fujimura reported that the April 2019 School Files was distributed, and a copy is available on the Commission's website: www.hawaii.gov/hirec.

Neighbor Island Outreach

Neighbor Island Outreach will be held on Wednesday, June 12, 2019 at the West Hawaii Association of Realtors®.

Real Estate Specialist Office of the Day

Real Estate Specialists' Office for the Day – Wednesday, June 12, 2019 at the West Hawaii Association of Realtors®.

Ad Hoc Committee on Education ("ACE")

The ACE report of its meeting on 4/12/2019 was distributed and approved by the ERC.

Budget and
Finance Report:

Upon a motion by Commissioner Wada, seconded by Commissioner Ginoza, it was voted on and unanimously carried to accept the Real Estate Education Trust Fund Financial Report for the period ending December 31, 2018.

Next Meeting:

Wednesday, May 8, 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 10:05 a.m.

Reviewed and approved by:

/s/Diane Choy Fujimura

Diane Choy Fujimura
Senior Real Estate Specialist

April 26, 2019

Date

[X]

Minutes approved as is.

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Minutes approved with changes, see minutes of _____