

School Files

Hawaii Real Estate Commission

January 2020

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2020 IS RENEWAL YEAR!

Yes, the even-numbered year, 2020, is renewal time for real estate licensees, prelicense schools and instructors, continuing education providers, and continuing education courses. The November 30, 2020 renewal deadline is the target date to renew real estate licenses to ensure the licensee is able to practice come January 1, 2021. All real estate education registrations/certifications should also be renewed by November 30th so the schools and/or providers may continue to operate as of January 1, 2021. For real estate education reregistrations and recertifications, there is a \$10.00 restoration penalty if not renewed in a timely manner.

All real estate licensees who obtain a SALESPERSON'S license in 2020, the even-numbered year, do not have to complete the 20 hours of continuing education in order to renew their license for the 2021-2022 biennium. All other licensees must complete the 20 hours of continuing education in order to renew their license current/active for the next biennium.

Remember that all continuing education courses started within the current biennium, must be completed within the biennium. Any continuing education clock hours in excess of the required continuing education hours may not be carried forward to satisfy the requirements for any subsequent license renewal.

Continuing education instructors who are licensees: These individuals may use once in any two-consecutive biennium, the clock hours for each course taught except the core course which may be recognized for clock hours each biennium. The one-time use applies even when the instructor has taught the course more than once. (see Section 16-99-96, Hawaii Administrative Rules)



CONTINUING EDUCATION INSTRUCTORS, PROVIDERS, and COURSES

Continuing education (“CE”) instructors are NOT certified by the Real Estate Commission. It is the responsibility of the CE Provider to certify the instructors they use to teach offered CE courses. Often, it is the instructor who is the author/owner of the course. It is the author/owner of the course that submits the application for elective CE courses, either live or online.

If the author/owner of the course also names a registered CE Provider on the course application, it is assumed the CE Provider has taken the time to thoroughly review the CE course. Hawaii Administrative Rules (“HAR”), §16-99-100 Criteria for approving and certifying continuing education courses, describes the requirements for acceptable CE courses. There have been a few instances where a CE course is submitted but the course does not meet the requirements listed in HAR §16-99-100. The course materials may not contain logos, company names, specific company programs, may not be less than three (3) hours of instruction time, may be related to consumer protection, and may be related to the responsibilities and conduct of a real estate licensee.

When submitting a course for review, the author/owner should include a resume that is relevant to the course topic and teaching experience. When the course is on the agenda for the Education Review Committee (“ERC”) meeting, it may be a good idea, but up to the individual’s discretion, for the author/owner to appear at the ERC meeting to answer questions the commissioners may have regarding the course. While not mandatory, appearing at the ERC meeting may be beneficial in getting the course approved without being deferred, or maybe, even denied.

The course should be well-written, well-organized, and grammatically correct with minimal typos. The course should also include at least one interactive component for a 3-hour course. That isn’t much to ask. This requirement is subject to change.

The ERC also requires the inclusion of the Commission’s disclaimer in the course materials, including the PowerPoint slides, if any. Here is the disclaimer:

“DISCLAIMER

The author of this presentation and/or the continuing education provider are solely responsible for the accuracy of information contained in this presentation. The materials and information provided in this presentation are intended to provide general education and information and are not a substitute for obtaining legal advice or other competent professional assistance to address specific circumstances.

Certification of this presentation shall not be construed to constitute the Real Estate Commission’s approval of the materials and information discussed in this presentation. The Commission does not warrant the accuracy, adequacy, completeness, and appropriateness of the information and any forms included in

this presentation. The Commission renders no judgment on the value or merits of this presentation. The Commission certifies the presentation’s delivery and design, but not its content.”



CE COURSE SUBMISSIONS

When submitting a continuing education course for review, please submit a course narrative that accompanies the PowerPoint slides (if used). Although PowerPoint slides should be brief and to the point, there are times when they do not convey what will be taught for the course. A narrative of what the instructor will be teaching in the course is helpful.

Please number the pages of the slides presented, and of any other course materials submitted.

The Continuing Education Elective Course applications for both live and online continuing education courses have been updated to include the Commission’s disclosure statement, which should be included with all continuing education course materials submitted.

Usually, the continuing education course submitted also includes the name of the continuing education provider that will offer the course if approved. It is assumed that the provider has reviewed the course and determined that it is suitable for continuing education, that the course is well-written, organized, and understandable. If you are a provider, please take the time to review the course. Should a course be denied, the denial reflects on both the author and provider.



UPDATE OF SALESPERSON’S PRELICENSE CURRICULUM

The long-needed update of the salesperson’s prelicense curriculum was recently solicited and the contract is awarded to Scott Alan Bly. Mr. Bly is an attorney and the principal of Bly School of Real Estate, which offers the salesperson’s curriculum regularly.

The salesperson’s curriculum was last updated in 2005. The target date for the release of the updated salesperson’s prelicense curriculum is the beginning of July 2020.



TRAIN-THE-TRAINER FOR CORE B 2019-2020

Mark your calendars. The Train-the-Trainer session for continuing education instructors and their continuing education providers to teach and offer Core B 2019-2020, “Principal Brokers: The Buck Stops Here” will be on Tuesday, July 21, 2020, 9:30 a.m. – 12 noon, at the Honolulu Board of REALTORS®, Holomua Room. There will be a webinar component and the

session will be recorded for those who cannot attend the session. Registration information will be forthcoming as the date draws near.

The July 21, 2020 date was selected because it is after the governor’s veto deadline. The legislative component for Core B will be decided and not subject to any changes. The release of Core B 2019-2020 will be several days later, depending on the amount of edits that need to be made.



PSI EXAM CHEATERS

The two incidents of PSI exam violators came before the Commission at the September 27, 2019 monthly meeting.

Prelicense instructors may consider briefly going over the PSI exam protocol. All exam candidates are provided with the PSI Candidate Information Bulletin prior to sitting for the exam. The “Security Procedures” are noted on page 5 of the PSI Candidate Information Bulletin. Furthermore, when the candidate is sitting for the PSI exam, they are informed of items prohibited in the exam. They must click on an “Agree” button acknowledging the PSI Security Agreement For Examinations before proceeding with the exam.

Below are the Commission’s Final Orders regarding the two incidents.

<p>In the Matter of JEREMY ROBINSON, Candidate for Salesperson License Examination</p>	<p>Real Estate Commission’s Final Order: At its Education Review Committee (ERC) meeting on May 8, 2019, the Real Estate Commission (Commission) considered information it received from the testing agency, PSI, regarding the above-referenced applicant. According to the PSI email report sent to the Commission with a date of breach on April 24, 2019, at the Honolulu (Ala Moana) test center:</p> <p>"Additional Notes/Details from PSI state: Candidate checked in at around 12:35pm. He took his first restroom break at 2pm and the second break was at 2:31 pm. This is when I found him in the hallway talking on his cell phone. The CD was not trying to hide that he was on the phone, he was clearly standing in the middle of the hallway which is public access to all. I did not stop to listen clearly to the conversation he was having, as soon as I saw this incident I immediately went straight back to the office to report this to Jerica. When CD came back</p>	
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	<p>to the office we asked him if he has a phone in his pocket, he said no. When we asked again, he said no a second time. Then I pointed out that I saw him talking on the phone in the hallway, and that is when he revealed his phone from deep within his track pants pocket. Then all he had to say after that was if he can finish his test, and when can he come back.</p> <p>We did have him empty his pockets at check-in, however the phone was concealed in his pants in a different pocket.</p> <p>RSS Jerica informed us to end his exam and ask him to leave. CD was just asking if he could take test again but was told that PSI was contacted about incident. CD didn't pass his exam."</p> <p>CD is the abbreviation for the Candidate, which in this case was Jeremy Robinson. All candidates are well-informed of items prohibited in the exam room. First, PSI has a Security Agreement for Examinations in which candidates must click on an "Agree" button before being allowed to proceed in taking the exam. This Security Agreement states in relevant part:</p> <p>"I HAVE READ THE FOLLOWING PSI SECURITY AGREEMENT AND CONSENT TO TAKE THE LICENSING EXAMINATION UNDER THE CONDITIONS STATED HEREIN: ...</p> <ul style="list-style-type: none">• I will maintain the confidentiality of the test.• <u>I will not have in my possession a cell phone, pager, or other unauthorized materials.</u> * * *• I understand that violating the confidential nature of the licensing test can result in severe civil or criminal penalties, invalidation of test scores, reports to the authorized agency." <p>Emphases added.</p>	
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	<p>Second, PSI uses a document entitled "PSI Services Security Procedures," which candidates must read and initial. This document provides in relevant part that: "All personal belongings of candidates, with the exception of close-fitting jackets or sweatshirts, should be placed in the secure storage provided at each site prior to entering the examination room. Personal belongings include, but are not limited to, the following items:</p> <ul style="list-style-type: none">• Electronic devices of any type, including cellular / mobile phones ... " <p>Emphasis in original. Mr. Robinson initialed that he read this document.</p> <p>Third, PSI staff reads a document entitled "Check in Speech" to the candidates before starting the exam. The "Check in Speech" states in relevant part: "When taking your exam, you must comply with our Exam Security rules. Our policy <u>prohibits the following in the testing room:</u></p> <p>* * *</p> <p><u>Cell phones</u> or other electronic devices</p> <p><u>All personal items will be stored in a locked and numbered locker bag.</u> The bag will be secured by myself and is to be placed on the back of your seat in the testing room</p> <p>If you are found in violation of any of these rules, your exam will be stopped, your actions reported to your board or commission and PSI will pursue all legal remedies available to it."</p> <p>Emphases added. Copies of PSI's report, Check in Speech, PSI Services Security Procedures, and Security Agreement for Examination are incorporated to this Proposed Final Order and attached as Exhibit A. This was Mr. Robinson's ninth attempt in taking the salesperson test. He was informed numerous times of the prohibition against cell phones in his possession.</p> <p>Given PSI's report that he had in his possession and used his cell phone, Mr.</p>	
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	<p>Robinson clearly violated PSI's Security Agreement for Examination, the terms of which he agreed to follow before sitting for the examination.</p> <p>Pursuant to § 16-99-29(e), Hawaii Administrative Rules (HAR), <u>Examination For Broker and Salesperson License</u>, "Examinations shall be conducted in accordance with procedures formulated by the testing agency authorized by the commission to administer examinations. Failure to follow such procedures shall result in immediate disqualification from the examination and may bar candidates from being examined in any future examinations."</p> <p>The Commission finds PSI's report of the incident to be credible and that Mr. Robinson agreed to but failed to follow PSI's procedures while taking the real estate salesperson examination on April 24, 2019. The Commission concludes that Mr. Robinson is subject to HAR § 16-99-29(e).</p> <p>Mr. Robinson appeared at the Commission's ERC meeting on May 8, 2019. Mr. Robinson testified that he had to pick up his younger teenaged brother at the airport and was expecting his call. Mr. Robinson was aware that he could have rescheduled his exam but did not want to forfeit the fee he had already paid and pay a new fee. He also acknowledged he could have told his brother ahead of time to wait at the airport until he finished his exam, or make other arrangements, but didn't. Instead, Mr. Robinson knowingly chose to intentionally disobey laws and rules for his own personal reasons.</p> <p>In its Proposed Final Order dated June 28, 2019, the Commission proposed that Mr. Robinson be disqualified from the April 24, 2019 examination and barred from being examined in any future examinations for one year and require that he take a LIVE prelicense course. The earliest Mr. Robinson may take the real estate salesperson examination is April 24, 2020.</p>	
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	<p>On July 11, 2019, Mr. Robinson received the Commission's Proposed Final Order and had 60 days to respond to it. To date, the Commission has not received any response from Mr. Robinson.</p>	
<p>In the Matter of NICOLE DE FRIES-DALE, Candidate for Salesperson License Examination</p>	<p>Real Estate Commission's Final Order: At its meeting on June 28, 2019, the Real Estate Commission (Commission) considered information it received from the testing agency, PSI, regarding the above-referenced applicant.</p> <p>According to the PSI email report sent to the Commission with a date of breach on May 24, 2019, at the Honolulu (Ala Moana) test center:</p> <p>"Additional Notes/Details from PSI state: At 3:04pm I saw the CD fold the scratch paper and put it in her shirt. She then went to the bathroom. At this time I contacted RSS Jerica and informed her of the incident. CD arrived back form (sic) the bathroom 15 minutes after allow time of 3:19. I let CD know that we saw her take the scratch paper to the bathroom and she said she did not know what I was talking about. I asked her again that I need her scratch paper back and she said she really did not know what scratch paper I am referring to. I told her a third time to return the scratch paper back to me and then she said she threw it away in the bathroom. She then ran back to the bathroom to grab it. The scratch paper was returned in one piece. Jerica informed to end her exam and tell the CD to call the board to reschedule. CD explained that she did not know what she was doing and she was not thinking."</p> <p>CD is the abbreviation for the Candidate, which in this case was Nicole De Fries-Dale. All candidates are well-informed of items prohibited conduct. First, PSI has a Security Agreement for Examinations in which candidates must click on an "Agree" button before being allowed to proceed in taking the exam. This Security Agreement states in relevant part: <u>"I HAVE READ THE FOLLOWING PSI</u></p>	

SECURITY AGREEMENT AND
CONSENT TO TAKE THE LICENSING
EXAMINATION UNDER THE
CONDITIONS STATED

HEREIN: ...

- I will maintain the confidentiality of the test.

* * *

- I understand that violating the confidential nature of the licensing test can result in severe civil or criminal penalties, invalidation of test scores, reports to the authorized agency."

Emphasis added.

Second, PSI staff reads a document entitled "Check in Speech" to the candidates before starting the exam. The "Check in Speech" states in relevant part:

"Additionally, you may not copy exam questions or answers. **PSI scratch paper (if issued) and other exam materials may not be removed or attempted to be removed from the test center.** Reference materials/books, if allowed, may not be written or marked in during your exam

If you are found in violation of any of these rules, your exam will be stopped, your actions reported to your board or commission and PSI will pursue all legal remedies available to it."

Emphasis added.

Copies of PSI's report, Security Agreement for Examination, PSI Services Security Procedures, and Check in Speech are incorporated to this Proposed Final Order and attached as Exhibit A.

Given PSI's report, Ms. De Fries-Dale clearly violated PSI's security procedures, the terms of which she agreed to follow before sitting for the examination.

Pursuant to § 16-99-29(e), Hawaii Administrative Rules (HAR), Examination For Broker and Salesperson License, "Examinations shall be conducted in accordance with procedures formulated by the testing agency authorized by the commission to administer examinations. Failure to follow such procedures shall result in immediate disqualification from the examination and may bar candidates from being examined in any future examinations."

The Commission finds PSI's report of the incident to be credible and that Ms. De Fries-Dale agreed to but failed to follow PSI's procedures while taking the real estate salesperson examination on May 24, 2019. The Commission concludes that Ms. De Fries-Dale is subject to HAR § 16-99-29(e).

Ms. De Fries-Dale appeared at the Commission's ERC meeting on June 28, 2019. Ms. De Fries-Dale distributed a written statement and testified that she had an upset stomach during the exam. She stated she brought the scratch paper with her to the restroom so she could review it while she was there. She also claimed that the "Proctor failed to read PSI's Rules and Procedures before sending me into start the exam that day." This was Ms. De Fries-Dale's sixth attempt in taking the salesperson test. She was informed numerous times of the prohibition against removing scratch paper from the test room.

In its Proposed Final Order dated July 10, 2019, the Commission proposed that Ms. De Fries-Dale be disqualified from the May 24, 2019 examination and barred from being examined in any future examinations for one year. The earliest Ms. De Fries-Dale may take the real estate salesperson examination is May 24, 2020. On July 11, 2019, Ms. De Fries-Dale was mailed the Proposed Final Order by certified mail and regular mail to her last known address on file. Included in each of these mailings was a Notice of Real Estate Commission's Proposed Final Order that informed Ms. De Fries-Dale that she had 60 days to respond

	<p>to this Proposed Final Order. To date, the copy sent by certified mail has not been signed for or picked up. The copy sent by regular mail has not been returned. To date, the Commission has not received any response from Ms. De Fries-Dale.</p> <p>Accordingly, the Commission adopts its Proposed Final Order as its Commission's Final Order.</p>	
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PASS-FAIL RATES OCTOBER – DECEMBER 2019 STATS AND ONE YEAR ROLLING

HAWAII REAL ESTATE SCHOOL SUMMARY

Page: 1

Test Date: 10/01/19 - 12/31/19
 Test Name: HI Real Estate Broker
 Component: HI Real Estate Broker - National ORIGINAL

School Code	School Name	Tested	Passed	Failed	% Passed
1166	Abe Lee Seminars (Online)	4	4	0	100.00
1180	Bly School of Real Estate (Classroom)	9	7	2	77.78
1181	Bly School of Real Estate (Online)	1	0	1	0.00
1153	Carol Ball School of Real Estate (Classroom)	1	1	0	100.00
1154	Coldwell Banker Pacific Properties, Real Estate School	2	1	1	50.00
1182	Hawaii Real Estate Academy (Classroom)	1	0	1	0.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	8	3	5	37.50
8888	<i>Pre-License and Uniform Equivalency</i>	1	0	1	0.00
7777	<i>Pre-License Equivalency Only</i>	2	2	0	100.00
1168	ProSchools, Inc. (Online)	3	2	1	66.67
1161	Ralph Foulger's School of Real Estate (Classroom)	3	2	1	66.67
1186	Real Estate School Hawaii	2	2	0	100.00
1169	REMI School of Real Estate (Online)	8	4	4	50.00
1170	Seiler School of Real Estate (Online)	2	2	0	100.00
5555	<i>Uniform Equivalency Only</i>	2	1	1	50.00
		49	31	18	63.27



HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 10/01/19 - 12/31/19
 Test Name: HI Real Estate Broker
 Component: HI Real Estate Broker - State ORIGINAL

School Code	School Name	Tested	Passed	Failed	% Passed
1166	Abe Lee Seminars (Online)	5	2	3	40.00
1180	Bly School of Real Estate (Classroom)	9	9	0	100.00
1181	Bly School of Real Estate (Online)	1	1	0	100.00
1153	Carol Ball School of Real Estate (Classroom)	1	0	1	0.00
1154	Coldwell Banker Pacific Properties, Real Estate School	2	1	1	50.00
1182	Hawaii Real Estate Academy (Classroom)	1	1	0	100.00
1175	Inet Realty	1	0	1	0.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	9	1	8	11.11
8888	Pre-License and Uniform Equivalency	10	0	10	0.00
7777	Pre-License Equivalency Only	8	5	3	62.50
1168	ProSchools, Inc. (Online)	3	1	2	33.33
1161	Ralph Foulger's School of Real Estate (Classroom)	3	0	3	0.00
1186	Real Estate School Hawaii	3	2	1	66.67
1169	REMI School of Real Estate (Online)	9	2	7	22.22
1170	Seiler School of Real Estate (Online)	2	2	0	100.00
1183	The CE Shop, Inc.	1	0	1	0.00
5555	Uniform Equivalency Only	5	1	4	20.00
		73	28	45	38.36

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 10/01/19 - 12/31/19
 Test Name: HI Real Estate Salesperson
 Component: HI Real Estate Salesperson - National ORIGINAL

School Code	School Name	Tested	Passed	Failed	% Passed
1150	Abe Lee Seminars (Classroom)	81	28	53	34.57
1166	Abe Lee Seminars (Online)	67	35	32	52.24
1151	Akahi Real Estate Network, LLC	2	1	1	50.00
1152	All Islands Real Estate School	29	13	16	44.83
1180	Bly School of Real Estate (Classroom)	6	3	3	50.00
1153	Carol Ball School of Real Estate (Classroom)	19	10	9	52.63
1174	Carol Ball School of Real Estate (Online)	2	2	0	100.00
1154	Coldwell Banker Pacific Properties, Real Estate School	24	8	16	33.33
1177	Continuing Ed Express LLC	5	2	3	40.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	19	10	9	52.63
1156	Fahrni School of Real Estate (Did not renew from 2017-2018 biennium)	1	0	1	0.00
1182	Hawaii Real Estate Academy (Classroom)	5	2	3	40.00
1175	Inet Realty	29	14	15	48.28
1159	Maui Community College-VITEC (Did not renew from 2017-2018 biennium)	1	1	0	100.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	21	15	6	71.43
8888	Pre-License and Uniform Equivalency	3	2	1	66.67
7777	Pre-License Equivalency Only	8	4	4	50.00
1168	ProSchools, Inc. (Online)	7	2	5	28.57
1161	Ralph Foulger's School of Real Estate (Classroom)	7	1	6	14.29
1186	Real Estate School Hawaii	1	0	1	0.00
1162	REMI School of Real Estate (Classroom)	1	0	1	0.00
1169	REMI School of Real Estate (Online)	22	12	10	54.55
1170	Seiler School of Real Estate (Online)	12	8	4	66.67
1183	The CE Shop, Inc.	25	23	2	92.00
1165	Vitousek RE Schools, Inc (Classroom)	11	6	5	54.55
1171	Vitousek RE Schools, Inc (Online)	1	0	1	0.00
		409	202	207	49.39

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 10/01/19 - 12/31/19
 Test Name: HI Real Estate Salesperson
 Component: HI Real Estate Salesperson - State ORIGINAL

School Code	School Name	Tested	Passed	Failed	% Passed
1150	Abe Lee Seminars (Classroom)	82	35	47	42.68
1166	Abe Lee Seminars (Online)	69	35	34	50.72
1151	Akahi Real Estate Network, LLC	2	1	1	50.00
1152	All Islands Real Estate School	32	13	19	40.62
1180	Bly School of Real Estate (Classroom)	6	3	3	50.00
1153	Carol Ball School of Real Estate (Classroom)	21	6	15	28.57
1174	Carol Ball School of Real Estate (Online)	2	1	1	50.00
1154	Coldwell Banker Pacific Properties, Real Estate School	26	9	17	34.62
1177	Continuing Ed Express LLC	5	1	4	20.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	20	10	10	50.00
1156	Fahmi School of Real Estate (Did not renew from 2017-2018 biennium)	1	1	0	100.00
1182	Hawaii Real Estate Academy (Classroom)	5	0	5	0.00
1175	Inet Realty	31	10	21	32.26
1159	Maui Community College-VITEC (Did not renew from 2017-2018 biennium)	1	1	0	100.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	24	8	16	33.33
8888	Pre-License and Uniform Equivalency	18	9	9	50.00
7777	Pre-License Equivalency Only	21	10	11	47.62
1168	ProSchools, Inc. (Online)	9	4	5	44.44
1161	Ralph Foulger's School of Real Estate (Classroom)	7	1	6	14.29
1186	Real Estate School Hawaii	2	0	2	0.00
1162	REMI School of Real Estate (Classroom)	1	0	1	0.00
1169	REMI School of Real Estate (Online)	26	9	17	34.62
1170	Seiler School of Real Estate (Online)	14	7	7	50.00
1183	The CE Shop, Inc.	28	15	13	53.57
5555	Uniform Equivalency Only	2	0	2	0.00
1165	Vitousek RE Schools, Inc (Classroom)	11	2	9	18.18
1171	Vitousek RE Schools, Inc (Online)	3	0	3	0.00
		469	191	278	40.72

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 01/01/19 - 12/31/19
 Test Name: HI Real Estate Broker
 Component: HI Real Estate Broker - National ORIGINAL

School Code	School Name	Tested	Passed	Failed	% Passed
1166	Abe Lee Seminars (Online)	26	17	9	65.38
1151	Akahi Real Estate Network, LLC	1	1	0	100.00
1187	American Dream Real Estate School (Classroom)	8	6	2	75.00
1180	Bly School of Real Estate (Classroom)	39	22	17	56.41
1181	Bly School of Real Estate (Online)	2	0	2	0.00
1153	Carol Ball School of Real Estate (Classroom)	14	10	4	71.43
1174	Carol Ball School of Real Estate (Online)	2	1	1	50.00
1154	Coldwell Banker Pacific Properties, Real Estate School	2	1	1	50.00
1155	Dower School of Real Estate (Did not renew from 2017-2018 biennium)	1	1	0	100.00
1182	Hawaii Real Estate Academy (Classroom)	1	0	1	0.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	29	17	12	58.62
8888	Pre-License and Uniform Equivalency	7	1	6	14.29
7777	Pre-License Equivalency Only	5	4	1	80.00
1168	ProSchools, Inc. (Online)	9	4	5	44.44
1161	Ralph Foulger's School of Real Estate (Classroom)	4	2	2	50.00
1186	Real Estate School Hawaii	4	3	1	75.00
1169	REMI School of Real Estate (Online)	24	11	13	45.83
1170	Seiler School of Real Estate (Online)	5	4	1	80.00
5555	Uniform Equivalency Only	2	1	1	50.00
1165	Vitousek RE Schools, Inc (Classroom)	3	0	3	0.00
1171	Vitousek RE Schools, Inc (Online)	2	1	1	50.00
		190	107	83	56.32

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 01/01/19 - 12/31/19
 Test Name: HI Real Estate Broker
 Component: HI Real Estate Broker - State ORIGINAL

School Code	School Name	Tested	Passed	Failed	% Passed
1166	Abe Lee Seminars (Online)	28	12	16	42.86
1151	Akahi Real Estate Network, LLC	1	0	1	0.00
1187	American Dream Real Estate School (Classroom)	8	3	5	37.50
1180	Bly School of Real Estate (Classroom)	39	30	9	76.92
1181	Bly School of Real Estate (Online)	2	2	0	100.00
1153	Carol Ball School of Real Estate (Classroom)	14	6	8	42.86
1174	Carol Ball School of Real Estate (Online)	2	1	1	50.00
1154	Coldwell Banker Pacific Properties, Real Estate School	2	1	1	50.00
1155	Dower School of Real Estate (Did not renew from 2017-2018 biennium)	2	0	2	0.00
1182	Hawaii Real Estate Academy (Classroom)	1	1	0	100.00
1175	Inet Realty	2	0	2	0.00
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	32	8	24	25.00
8888	Pre-License and Uniform Equivalency	44	4	40	9.09
7777	Pre-License Equivalency Only	24	11	13	45.83
1168	ProSchools, Inc. (Online)	11	4	7	36.36
1161	Ralph Foulger's School of Real Estate (Classroom)	4	0	4	0.00
1186	Real Estate School Hawaii	5	3	2	60.00
1169	REMI School of Real Estate (Online)	26	5	21	19.23
1170	Seiler School of Real Estate (Online)	5	5	0	100.00
1183	The CE Shop, Inc.	2	0	2	0.00
5555	Uniform Equivalency Only	7	1	6	14.29
1165	Vitousek RE Schools, Inc (Classroom)	4	1	3	25.00
1171	Vitousek RE Schools, Inc (Online)	4	0	4	0.00
		269	98	171	36.43

HAWAII REAL ESTATE SCHOOL SUMMARY

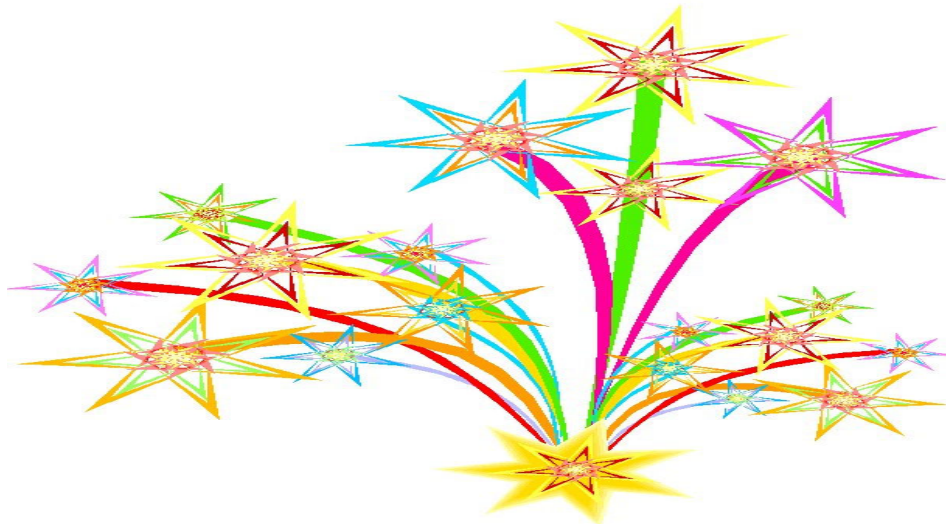
Test Date: 01/01/19 - 12/31/19
 Test Name: HI Real Estate Salesperson
 Component: HI Real Estate Salesperson - National ORIGINAL

School Code	School Name	Tested	Passed	Failed	% Passed
1150	Abe Lee Seminars (Classroom)	338	122	216	36.09
1166	Abe Lee Seminars (Online)	280	134	146	47.86
1151	Akahi Real Estate Network, LLC	25	9	16	36.00
1152	All Islands Real Estate School	88	42	46	47.73
1180	Bly School of Real Estate (Classroom)	49	32	17	65.31
1181	Bly School of Real Estate (Online)	1	1	0	100.00
1153	Carol Ball School of Real Estate (Classroom)	74	44	30	59.46
1174	Carol Ball School of Real Estate (Online)	12	6	6	50.00
1154	Coldwell Banker Pacific Properties, Real Estate School	81	25	56	30.86
1177	Continuing Ed Express LLC	28	19	9	67.86
1155	Dower School of Real Estate (Did not renew from 2017-2018 biennium)	1	0	1	0.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	55	31	24	56.36
1156	Fahrni School of Real Estate (Did not renew from 2017-2018 biennium)	1	0	1	0.00
1182	Hawaii Real Estate Academy (Classroom)	11	3	8	27.27
1175	Inet Realty	129	52	77	40.31
1159	Maui Community College-VITEC (Did not renew from 2017-2018 biennium)	8	5	3	62.50
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	74	42	32	56.76
8888	Pre-License and Uniform Equivalency	18	10	8	55.56
7777	Pre-License Equivalency Only	39	24	15	61.54
1168	ProSchools, Inc. (Online)	64	35	29	54.69
1161	Ralph Foulger's School of Real Estate (Classroom)	22	5	17	22.73
1173	Ralph Foulger's School of Real Estate (Online)	1	1	0	100.00
1186	Real Estate School Hawaii	1	0	1	0.00
1162	REMI School of Real Estate (Classroom)	3	1	2	33.33
1169	REMI School of Real Estate (Online)	75	31	44	41.33
1179	Savio Realty Ltd. dba Savio Real Estate Academy (Did not renew for 2019-2020 biennium)	1	0	1	0.00
1170	Seiler School of Real Estate (Online)	47	34	13	72.34
1183	The CE Shop, Inc.	72	63	9	87.50
5555	Uniform Equivalency Only	1	1	0	100.00
1165	Vitousek RE Schools, Inc (Classroom)	33	13	20	39.39
1171	Vitousek RE Schools, Inc (Online)	17	7	10	41.18
		1649	792	857	48.03

HAWAII REAL ESTATE SCHOOL SUMMARY

Test Date: 01/01/19 - 12/31/19
 Test Name: HI Real Estate Salesperson
 Component: HI Real Estate Salesperson - State ORIGINAL

School Code	School Name	Tested	Passed	Failed	% Passed
1150	Abe Lee Seminars (Classroom)	350	166	184	47.43
1166	Abe Lee Seminars (Online)	296	142	154	47.97
1151	Akahi Real Estate Network, LLC	32	9	23	28.12
1152	All Islands Real Estate School	99	37	62	37.37
1180	Bly School of Real Estate (Classroom)	48	35	13	72.92
1181	Bly School of Real Estate (Online)	1	0	1	0.00
1153	Carol Ball School of Real Estate (Classroom)	78	29	49	37.18
1174	Carol Ball School of Real Estate (Online)	13	3	10	23.08
1154	Coldwell Banker Pacific Properties, Real Estate School	88	26	62	29.55
1177	Continuing Ed Express LLC	30	13	17	43.33
1155	Dower School of Real Estate (Did not renew from 2017-2018 biennium)	2	0	2	0.00
1185	Excellence in Education, LLC, DBA Maui Real Estate School (Classroom)	58	24	34	41.38
1156	Fahrni School of Real Estate (Did not renew from 2017-2018 biennium)	1	1	0	100.00
1182	Hawaii Real Estate Academy (Classroom)	13	2	11	15.38
1175	Inet Realty	130	42	88	32.31
1159	Maui Community College-VITEC (Did not renew from 2017-2018 biennium)	7	5	2	71.43
1184	OCL Real Estate LLC dba OnCourse Learning Real Estate (Online)	85	30	55	35.29
8888	Pre-License and Uniform Equivalency	86	38	48	44.19
7777	Pre-License Equivalency Only	69	30	39	43.48
1168	ProSchools, Inc. (Online)	80	35	45	43.75
1161	Ralph Foulger's School of Real Estate (Classroom)	22	6	16	27.27
1173	Ralph Foulger's School of Real Estate (Online)	2	1	1	50.00
1186	Real Estate School Hawaii	2	0	2	0.00
1162	REMI School of Real Estate (Classroom)	4	0	4	0.00
1169	REMI School of Real Estate (Online)	91	21	70	23.08
1179	Savio Realty Ltd. dba Savio Real Estate Academy (Did not renew for 2019-2020 biennium)	1	0	1	0.00
1170	Seller School of Real Estate (Online)	52	28	24	53.85
1183	The CE Shop, Inc.	81	31	50	38.27
5555	Uniform Equivalency Only	10	1	9	10.00
1165	Vitousek RE Schools, Inc (Classroom)	39	6	33	15.38
1171	Vitousek RE Schools, Inc (Online)	20	3	17	15.00
		1890	764	1126	40.42



CONTINUING EDUCATION PROVIDERS

Abe Lee Seminars
All Islands Real Estate School
American Dream Real Estate School, LLC
Asentiv Hawaii
At Your Pace Online, LLC
The Berman Education Company, LLC
Scott Alan Bly School of Real Estate, LLC
 dba Bly School of Real Estate
Building Industries Association of Hawaii
Build It Green
Carol Ball School of Real Estate
The CE Shop, Inc.
CMPS Institute, LLC
Coldwell Banker Pacific Properties Real Estate
 School
Continuing Ed Express, LLC
Dexterity CE, LLC
Eddie Flores Real Estate Continuing Education
ExceedCE
Hawaii Association of REALTORS®
Hawaii Business Training
Hawaii CCIM Chapter
Hawaii First Realty, LLC
Hawaii Island REALTORS®
Honolulu Board of REALTORS®
International Association of Certified Home
 Inspectors (InterNACHI)
Kauai Board of REALTORS®
McKissock, LP
Shari S. Motooka-Higa
OCL Real Estate, LLC
 dba OnCourse Learning Real Estate
Preferred Systems, Inc.
Ralph Foulger's School of Real Estate
The Real Estate Café
Real Estate School Hawaii
REALTORS® Association of Maui, Inc.
REMI School of Real Estate
Residential Real Estate Council
Russ Goode Seminars
Servpro Industries, LLC
Sirmon Training and Consulting Group, LLC
Systems Effect LLC, dba Training Cove
USA Homeownership Foundation, Inc.,
 dba Veterans Association of Real Estate
 Professionals (VAREP)
Vitousek Real Estate Schools, Inc.
West Hawaii Association of REALTORS®

PRELICENSE SCHOOLS

Abe Lee Seminars
Akahi Real Estate Network, LLC
All Islands Real Estate School
American Dream Real Estate School, LLC
Scott Alan Bly School of Real Estate, LLC
 dba Bly School of Real Estate
Carol Ball School of Real Estate
The CE Shop, Inc.
Coldwell Banker Pacific Properties Real
 Estate School
Continuing Ed Express, LLC
Excellence in Education, LLC
 dba Maui Real Estate School
Inet Realty
Maui Real Estate Academy, LLC,
 dba Hawaii Real Estate Academy
OCL Real Estate, LLC
 dba OnCourse Learning Real Estate
Ralph Foulger's School of Real Estate
Real Estate School Hawaii
REMI School of Real Estate
Seiler School of Real Estate
Vitousek Real Estate Schools, Inc.

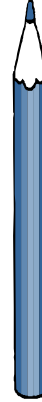


**2020 REAL ESTATE COMMISSION
MEETING SCHEDULE**

Laws & Rules Review Committee - 9:00 a.m. Condominium Review Committee - Upon adjournment of the Laws & Rules Review Committee Meeting Education Review Committee - Upon adjournment of the Condominium Review Committee Meeting	Real Estate Commission 9:00 a.m.
Wednesday, February 12, 2020	Friday, January 24, 2020
Wednesday, March 11, 2020	Friday, February 28, 2020
Wednesday, April 8, 2020	Friday, March 27, 2020
Wednesday, May 13, 2020	Friday, April 24, 2020
Wednesday, June 10, 2020	Friday, May 29, 2020
Wednesday, July 8, 2020	Friday, June 26, 2020
Wednesday, August 12, 2020	Friday, July 24, 2020
Wednesday, September 9, 2020	Friday, August 28, 2020
Wednesday, October 7, 2020	Friday, September 18, 2020
Wednesday, November 4, 2020	Friday, October 23, 2020
Wednesday, December 9, 2020	Friday, November 20, 2020
	Friday, December 18, 2020

All meetings will be held in the Queen Liliuokalani Conference Room of the King Kalakaua Building, 335 Merchant Street, First Floor.

Meeting dates, locations and times are subject to change without notice. Please visit the Commission's website at www.hawaii.gov/hirec or call the Real Estate Commission Office at (808) 586-2643 to confirm the dates, times and locations of the meetings. This material can be made available to individuals with special needs. Please contact the executive officer at (808) 586-2643 to submit your request.



COMMISSIONERS:

Michael Pang, Chair
Real Estate Commission

Scott C. Arakaki, Vice Chair
Real Estate Commission
Chair, Laws and Rules Review
Committee

Laurie Lee, Chair
Condominium Review Committee

Bruce Faulkner, Chair
Education Review Committee

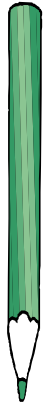
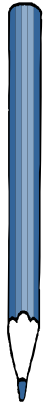
Russell Kyono, Vice Chair
Education Review Committee

Aleta Klein
Oahu Commissioner

Sean Ginoza, Vice Chair
Laws and Rules Review
Committee

Derrick Yamane
Oahu Commissioner

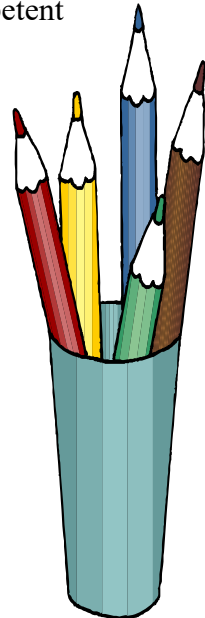
John Love, Vice Chair
Condominium Review Committee



SCHOOL FILES

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