

**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 8, 2020

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: UHMC Molokai Education Center  
375 Kamehameha V Highway  
Kaunakakai, HI 96748

Present: Bruce Faulkner, Chair / Broker / Maui Commissioner  
Scott Arakaki, Public Member / Honolulu Commissioner  
Michael Pang, Broker / Honolulu Commissioner  
John Love, Public Member / Honolulu Commissioner  
Laurie A. Lee, Broker / Honolulu Commissioner  
Derrick Yamane, Broker / Interim Honolulu 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: Carol Gartland, Molokai Island Realty  
Suzanne O'Connell, Tropical Island Properties  
Lisa N. Willing, Tropical Island Properties  
Rob Stephenson, Honolulu Board of REALTORS®, Tropical Island Properties

Absent: Russell Kyono, Vice Chair / Broker / Kauai Commissioner  
Sean Ginoza, Broker / Hawaii Island Commissioner  
Aleta Klein, Broker / Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 10:07 a.m., at which time quorum was established.

Chair's Report: The Chair expressed his mahalo to those present and noted that the Kauai and Big Island Commission members were unable to attend today's meetings due to flight availabilities to the island of Molokai from their home island.

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 Kyono, Ginoza, and Klein were excused from the meeting. Prior notification of their non-attendance was received.

Real Estate  
Specialist's  
Report:

Additional Distribution

The following materials were distributed prior to the start of the meeting:

5. Prelicensing Education Administration, Curriculum, Schools, Instructors, and Equivalency
  - a. Applications
    - 2) Instructor – Gregory B. Kostanoski, Diamond Resorts Real Estate Academy – Hawaii, LLC; Salesperson's Curriculum - Live
6. Administration of Examinations
  - a. PSI
    - 1) Licensing Examination Statistics – December 2019
    - 2) School Pass/Fail Rates – December 2019
    - 3) School Summary by Test Category – December 2019

Minutes of Previous Meeting

Upon a motion by Commissioner Pang, seconded by Commissioner Lee, it was voted on and unanimously carried to accept the minutes of the December 11, 2019 Education Review Committee meeting as circulated.

Continuing Education: Administrative Issues

**2020-2021 Continuing Education Providers and Courses Ratification List**

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

<u>Registration/Certification</u>	<u>Effective Date</u>
<b>Courses</b>	
"Marketing Strategy and Lead Generation" (6 credits) (Hawaii Island Realtors)	12/03/2019
"Real Estate Negotiation Expert (RENE)" (12 credits) (Hawaii Association of REALTORS®/National)	12/16/2019
"Drugs, Disasters and Other Disclosures" (Online) (3 credits) (Systems Effect L.L.C., dba Training Cove)	12/24/2019
"A New World of Taxation and Real Estate, The 2017 Tax Law" (3 credits) (Creative Solution Enterprises, Inc.)	12/27/2019

Applications

**Course - "Real Estate Tax Strategies for Senior Homeowners"; Author/Owner – Shari S. Motooka-Higa; Provider - Shari S. Motooka-Higa; Course Categories: Investment, Property Ownership and Development, Other - Real Estate Tax Strategies for Senior Homeowners; Clock Hours: 3**

Upon a motion by Commissioner Pang, seconded by Commissioner Lee, it was voted on and unanimously carried to approve "Real Estate Tax Strategies for Senior Homeowners" as a three-credit hour continuing education course, under the following course categories: Investment, Property Ownership and Development, and Other - Real Estate Tax Strategies for Senior Homeowners.

**Course – "Professionalism Part Three: RICO Violations"; Author/Owner: James M. Stone Jr.; Provider: Hawaii Island REALTORS®; Course Categories: Real Estate Law, Risk Management, and Other – Licensing Violations; Clock Hours: 3**

Commissioners commented that this is a good course which educates licensees on the complaint process.

Upon a motion by Commissioner Lee, seconded by Commissioner Arakaki, it was voted on and unanimously carried to approve "Professionalism Part Three: RICO Violations" as a three-credit hour continuing education course, under the course categories Real Estate Law, Risk Management, and Other – Licensing Violations.

**Course – "Key Residential Listing Principles"; Author/Owner: Randy L. Prothero; Provider: Russ Goode Seminars; Course Categories: Contracts, Real Estate Law, Risk Management; Clock Hours: 3**

Upon a motion by Commissioner Pang, seconded by Commissioner Lee, it was voted on and unanimously carried to approve "Key Residential Listing Principles" as a three-credit hour continuing education course, under the course categories Contracts, Real Estate Law, and Risk Management.

**Course – "A Real Estate Agent's Guide to the VA Buying Process"; Author/Owner: Randy L. Prothero; Provider: Russ Goode Seminars; Course Categories: Contracts, Other - Buyer Agency; Clock Hours: 3**

Upon a motion by Commissioner Arakaki, seconded by Commissioner Lee, it was voted on and unanimously carried to approve "A Real Estate Agent's Guide to the VA Buying Process" as a three-credit hour continuing education course, under the course categories Contracts, and Other - Buyer Agency.

Specialist Fujimura inquired on the offering of CE on the island of Molokai.

Mr. Stephenson responded that the Honolulu Board of REALTORS® and Title Guaranty both bring live classes over to Molokai. Kimo Stone is a great instructor who makes all courses great courses with his wealth of information and teaching style. Licensees also take online courses, most of which are okay. The online game and interactive courses are interesting. Licensees have different learning styles, therefore the different teaching formats are good.

Specialist Fujimura asked what his thoughts were on the video recording format.

Mr. Stephenson responded that he has not yet taken a course in the video recording format but would welcome the different teaching styles.

Prelicense Education: Applications

**School – Diamond Resorts Real Estate Academy - Hawaii, LLC; Principal – Sharon Carstens; Salesperson’s Curriculum – Live**

**Instructor – Gregory B. Kostanoski, Diamond Resorts Real Estate Academy – Hawaii, LLC; Salesperson’s Curriculum - Live**

Specialist Fujimura reported that the principal of Diamond Resorts Real Estate Academy – Hawaii, LLC, Sharon Carstens, is relocating to Hawaii and the instructor, Gregory Kostanoski, is a local broker here in Hawaii. She further noted that many brokerages want to form their own schools to recruit their own agents, but the school cannot limit its students and must comply with an open enrollment.

Upon a motion by Commissioner Pang, seconded by Commissioner Arakaki, it was voted on and unanimously carried to approve "Diamond Resorts Real Estate Academy – Hawaii, LLC" as a prelicense education school to offer the salesperson's curriculum and approve Gregory B. Kostanoski as a prelicense education salesperson instructor for Diamond Resorts Real Estate Academy – Hawaii, LLC.

Administration of Examinations:

PSI

**Licensing Examination Statistics – December 2019**

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

**School Pass/Fail Rates – December 2019**

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

**School Summary by Test Category – December 2019**

Copies of the December 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

Specialist Fujimura reported that the January 2020 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).

Ad Hoc Committee on Education (ACE)

The next Ad Hoc Committee on Education is scheduled to meet on January 15, 2020 to work on the Core B course. All suggestions for the content of Core B should be submitted to Specialist Fujimura. The course will be scheduled for release in July 2020 following the Governor’s veto date.

Specialist Fujimura commented that the Core A course consisted of local cases.

Ms. Lisa Willing, principal broker of Tropical Island Properties commented that Core A was a good continuing education course and that instructor Kimo Stone presents all of his courses well.

Next Meeting: Wednesday, February 12, 2020  
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 10:26 a.m.

Reviewed and approved by:

/s/Diane Choy Fujimura

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Diane Choy Fujimura  
Senior Real Estate Specialist

January 17, 2020

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Date

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