

Below is a brief summary of the major revisions from the 2005 Salespersons' Prelicensing Curriculum to the updated June 2020 Salespersons' Prelicensing Curriculum as:

- 1) A Hawaiian flag next to an item denotes Hawaii emphasis regarding that subject matter. It is important to understand what topics are Hawaii-specific.
- 2) Less hours are allocated for Hawaii forms (previously 7 hours compared to 2 hours). Forms change frequently and various forms will apply only to various situations; therefore, it is not necessary for an entry-level student to know in-depth all of the HAR forms. Since the student is at entry-level, they most likely do not even know what direction they will choose. In addition, though Hawaii forms are generally used, they are not a legal requirement. Principal Brokers should provide training to their agents regarding understanding and completing the various HAR forms.
- 3) More time has been allocated for the topic of "contracts." Not only are contracts tested on both the Hawaii and National part of the examination, but knowledge of contracts is vital since the starting point of every transaction (no matter what type of transaction) is a contract.
- 4) More time has been allocated for the topic of "discrimination." Lawsuits continue to increase and, at present, discrimination issues have risen and are now one of the most discussed national topics.
- 5) Old laws have been updated such as the RESPA and the Truth-In-lending Act, and new laws, such as the Dodd Frank Act, the Hawaii Domestic law and HRS 514B, have been added.
- 6) Many of the topics have been consolidated. Previously, there were 23 sections and now there are 18 sections.
- 7) The number of hours required for the Salespersons' course is still 60 hours.
- 8) Emphasis was placed on making the curriculum more current and relevant. A lot of specifics have been added to help make it easier to understand the topics.
- 9) The intent of updating the curriculum was not only because it has been 15 years since the previous update, but to provide a blueprint to the student to assist them in navigating the licensing examination and to emphasize ethics and the real world, so that ultimately the consumer will benefit by a knowledgeable and ethical agent.