

**EDUCATION REVIEW COMMITTEE**  
REAL ESTATE COMMISSION  
[www.hawaii.gov/hirec](http://www.hawaii.gov/hirec)

**AGENDA**

Date: Wednesday, March 8, 2017

Time: Upon adjournment of the Condominium Review Committee Meeting,  
upon adjournment of the Laws and Rules Review Committee meeting  
which convenes at 9:00 a.m.

Place: King Kalakaua Building, 1<sup>st</sup> Floor  
Queen Liliuokalani Conference Room  
335 Merchant Street  
Honolulu, HI 96813

The Commission 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 Commission's attorney on questions and issues pertaining to the Commission's powers, duties, privileges, immunities, and liabilities in accordance with Section 92-5(a)(4), HRS.

1. Call to Order, Public Notice, Quorum
2. Chair's Report
3. Senior Real Estate Specialist's Report
  - a. Announcements, Introduction, Correspondence, and Additional Distribution
  - b. Minutes of Previous Meeting – February 8, 2017
4. Continuing Education Administration, Curriculum, Courses, Providers, and Instructors
  - a. Administrative Issues
    - 1) 2017-2018 Continuing Education Providers and Courses Ratification List
  - b. Applications –
    - 1) Provider – CMPS Institute, LLC; Administrator, Gibran Nicholas
    - 2) Course – "Mortgage Math Camp"; Author/Owner: CMPS Institute, LLC; Provider: CMPS Institute LLC; Course Category: Finance; Clock Hours: 3
    - 3) Course – "Mortgage & Real Estate Taxation"; Author/Owner: CMPS Institute, LLC; Provider: CMPS Institute, LLC (pending); Course Categories: Real Estate Law, Finance; Clock Hours: 3
    - 4) Course – "Cash Flow Planning for Real Estate Investors"; Author/Owner: CMPS Institute, LLC; Provider: CMPS Institute, LLC; Course Categories: Investment, Finance; Clock hours: 3
    - 5) Course – "Negotiating for the Win/Win in Real Estate"; Author/Owner: Philip Hale Wilia; Provider: Bly School of Real Estate; Course Category: Other – Real Estate Negotiation; Clock Hours: 3
    - 6) Course – "Ninja Selling System Introduction"; Author/Owner: Walt Frey; Provider: Abe Lee Seminars; Course Category: Other – Client Management, Agent Professionalism; Clock Hours: 6
    - 7) Course – "The Essentials of Financing and Mortgages"; Author/Owner: Scott Alan Bly, Esq.; Provider: Bly School of Real Estate; Course Category: Finance; Clock Hours: 3
    - 8) Course – "All About Agency"; Author/Owner: Scott Alan Bly, Esq.; Provider: Bly School of Real Estate; Course Category: Finance; Clock Hours: 3
    - 9) Course – "Commercial and Investment Real Estate: Tools of the Trade"; Author/Owner: Dearborn Real Estate Education; Provider: Bly School of Real Estate; Course Categories: Investment, Finance; Clock Hours: 6
    - 10) Course – "The Insider's Guide to Commercial Real Estate"; Author/Owner: Dearborn Real Estate Education; Provider: Bly School of Real Estate; Course Categories: Contracts,

- Property Management, Finance, Property Ownership and Development; Broker Management;  
Clock Hours: 6
  - 11) Course – "Everyday Ethics in Real Estate"; Author/Owner: Dearborn Real Estate Education;  
Provider: Bly School of Real Estate; Course Categories: Other – Ethics in Real Estate; Clock  
Hours: 6
  - 12) Course – "Property Management and Managing Risk"; Author/Owner: Dearborn Real Estate  
Education; Provider: Bly School of Real Estate; Course Categories: Property Management,  
Risk Management; Clock Hours: 6
  - 13) Course – "Foreclosures, Short Sales, REOs and Auctions"; Author/Owner: Dearborn Real  
Estate Education; Provider: Bly School of Real Estate; Course Categories: Contracts, Other –  
Foreclosures, Short Sales, REOs; Clock Hours: 6
  - 14) Course – "Fair Housing No Place for Discrimination Update 2017"; Author/Owner: Scott  
Sherley; Provider: TBD; Course Categories: Real Estate Law, Property Management, Risk  
Management, Other – Federal Fair Housing; Clock Hours: 3
- c. Elective Courses – Letter from Harold Berman, Maui
- 5. Prelicensing Education Administration, Curriculum, Schools, Instructors, and Equivalency
    - a. Administrative Issues – 2017-2018 Prelicense Schools, Instructors and Courses Ratification List
  - 6. Administration of Examinations
    - a. PSI
      - 1) Licensing Examination Statistics – February 2017
      - 2) School Pass/Fail Rates – February 2017
      - 3) School Summary by Test Category – February 2017
  - 7. Program of Work, FY17
    - a. Ad Hoc Committee on Education (ACE) – Meeting of 3/6/17-Report (additional distribution)
  - 8. Next Meeting: Wednesday, April 12, 2017  
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.  
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  - 9. Adjournment