

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: November 8, 2017

Time: Upon recess 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: Rowena Cobb, Chair / Broker / Kauai Commissioner
Aileen Wada, Vice Chair, Broker / Honolulu Commissioner
Bruce Faulkner, Broker / Maui Commissioner
Scott Arakaki, Public Member / Honolulu Commissioner
Nikki Senter, Public Member / Honolulu Commissioner
Laurie A. Lee, Broker / Honolulu Commissioner
Michael Pang, Broker / Honolulu Commissioner
Aleta Klein, Broker / Honolulu Commissioner
Sean Ginoza, Broker / Hawaii Island Commissioner

Neil K. Fujitani, Supervising Executive Officer
Miles Ino, 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
Dathan Choy, Condominium Specialist
Shari Wong, Deputy Attorney General
Tammy Norton, Recording Secretary

Others: Scott Sherley, Hawaii First Realty LLC
Elisia Flores, Eddie Flores Real Estate School
Claire Doi, Asia Real Estate Association

Absent: None.

Call to Order: The Chair called the meeting to order at 10:56 a.m., at which time quorum was established.

Chair's Report: 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.

At this time, the Chair took the agenda out of order to accommodate those present.

Continuing Education: Applications

Course – "Technology for the Non-Techie Real Estate Agent"; Author/Owner: Elisia Flores; Provider: Eddie Flores Real Estate Continuing Education; Course Categories: Technology and the Licensee; Clock Hours: 3

Commissioner Arakaki recused himself from discussion and voting due to a conflict of interest. Ms. Elisia Flores was present to answer any questions the committee may have.

Specialist Fujimura informed the committee that the author has submitted a revised "be aware" section on the use of gmail and yahoo for fund transactions.

Chair Cobb suggested that Ms. Flores view her PowerPoint presentation so that she is aware what the student will see as a visual.

Ms. Flores responded that she will review the PowerPoint slides so that it is easier to display and view.

Specialist Choy commented that she may want to include in the "be aware" section information relating to google drive and the use of drones. Executive Officer Ino also commented when describing property, be aware of Fair Housing issues.

Commissioner Pang moved to approve "Technology for the Non-Techie Real Estate Agent" as a three-credit hour continuing education elective course, under the course category technology and the licensee. Commissioner Lee seconded the motion. The motion was voted on and carried.

Provider – Hawaii First Realty LLC; Administrator – Richard Emery

Upon a motion by Commissioner Pang, seconded by Commissioner Faulkner, it was voted on and unanimously carried to take the matter under advisement.

Course – "Chinese Business Protocol and Feng Shui for the Real Estate Professional"; Author/Owner: Claire E. Doi; Provider: TBD; Course Categories: Technology and the Licensee; Other – Communication, professionalism and client management, marketing; Clock Hours: 3

Ms. Claire Doi, author/owner, was present to answer any questions the committee may have. She also reported that she is a member of the Asia Real Estate Association and the Hawaii Association of REALTORS®. The course will provide licensees training and resources to represent and understand the Chinese client. An emphasis is placed on the Chinese philosophy of Feng Shui and how it is related to real estate property.

Commissioner Pang questioned the credit hours for the course.

Ms. Doi responded that they were informed that for a three-credit hour course, the course could go beyond, but not less than the credit hours approved for. The course will be offered at a feng shui designated site which was designed by two feng shui masters. The course will be offered in the afternoon, so the credit hours were factored into the timing of the offering.

Commissioner Lee commented that the course provides information on gifts to avoid, but does not include thoughtful gifts.

Ms. Doi responded that gifts depend on the business facet with so many traditions and types of gifts to consider. The best strategy would be to learn which gifts would be inappropriate and why. A unique gift category could be a separate course on its own.

Commissioner Faulkner commented that feng shui is also recognized by new age clients, not necessarily of Chinese descent. There are certain protocols to follow, which were not included in the course.

Ms. Doi responded that the course includes information on the use of feng shui tools such as the compass to determine the direction of a structure or assign proper position, and noted that every year location changes.

Upon a motion by Commissioner Lee, seconded by Commissioner Wada, it was voted on and unanimously carried to approve "Chinese Business Protocol and Feng Shui for the Real Estate Professional" as a three-credit hour continuing education course, under the course categories Technology and the Licensee; Other – Communication, professionalism and client management, marketing.

Real Estate
Specialist's Report:

Minutes of Previous Meeting

Upon a motion by Commissioner Faulkner, seconded by Commissioner Lee, it was voted on and unanimously carried to accept the minutes of the October 11, 2017 Education Review Committee meeting.

Continuing Education: Administrative Issues

2017-2018 Continuing Education Providers and Courses Ratification List

Upon a motion by Commissioner Klein, 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)	
'The Doctor is In: Diagnosing Your Risk Management (3 credits) (ARELLO/McKissock, LLC)	10/02/2017
'Anti Discrimination Laws' (4 credits) (ARELLO/Proschoools)	10/12/2017
'Ethics: Disclosure and Cooperation' (4 credits) (ARELLO/Proschoools)	10/12/2017
'Ethics: Pricing, Offers, and Advertising' (4 credits) (ARELLO/Proschoools)	10/12/2017
'Introduction to Brokerage Management' (4 credits) (ARELLO/Proschoools)	10/12/2017
'Leading and Communicating Effectively' (4 credits) (ARELLO/Proschoools)	10/12/2017
'Minimizing Risk with Effective Practices' (4 credits)	10/12/2017

(ARELLO/Proschoools)

'People Management in Real Estate' (4 credits) 10/12/2017
(ARELLO/Proschoools)

'Professional Property Management' (4 credits) 10/12/2017
(ARELLO/Proschoools)

'Short Sales and Foreclosures' (4 credits) 10/12/2017
(ARELLO/Career Webschool)

'Tax Free Exchanges' (4 credits) 10/12/2017
(ARELLO/Career Webschool)

'Technology Trends in Real Estate (3 credits) 10/23/2017
(ARELLO/Career Webschool)

Applications

**Course – "Pesticides GMOs and Organics: What You Need to Know";
Author/Owner: Jan TenBruggencate; Provider: Kauai Board of REALTORS®;
Course Categories: Property Management, Property Ownership and
Development, Risk Management; Clock Hours: 3**

Commissioner Klein questioned the courses applicability to real estate continuing education.

Both Chair Cobb and Commissioner Faulkner responded the course is relevant for awareness and that agricultural and residential pesticide use is a big issue on the islands of Kauai and Maui, respectively. Commissioner Arakaki also commented that raising the level of awareness to all licensees is beneficial.

Staff commented that after reading the course in its entirety, the course was found to be very well balanced.

Upon a motion by Commissioner Faulkner, seconded by Commissioner Arakaki, it was voted on and unanimously carried to approve "Pesticides GMOs and Organics: What You Need to Know" as a three-credit hour continuing education course, under the course categories Property Management, Property Ownership and Development, and Risk Management.

Provider – Hawaii First Realty LLC; Administrator – Richard Emery

Executive Session:

Upon a motion by Commissioner Pang, seconded by Commissioner Ginoza, it was voted on and unanimously carried to enter into executive session pursuant to Section 92-5(a)(1), HRS, 'To consider and evaluate personal information, relating to individuals applying for professional or vocational licenses cited in section 26-9 or both;' and pursuant to Section 92-5(a)(4), HRS, 'To consult with the board's attorney on questions and issues pertaining to the board's powers, duties, privileges, immunities, and liabilities.'

Upon a motion by Commissioner Faulkner, seconded by Commissioner Wada, it was voted on and unanimously carried to move out of executive session.

Mr. Scott Sherley was present to answer any questions related to the provider application of Hawaii First Realty LLC. Mr. Sherley reported that his courses will be

offered through Hawaii First Realty LLC. He will instruct those courses which he has authored and Mr. Emery will teach the courses which he has authored.

Upon a motion by Commissioner Wada, seconded by Commissioner Arakaki, it was voted on and unanimously carried to approve Hawaii First Realty LLC as a continuing education provider.

Continuing Education Instructor Evaluation Committee

A report of the October 12, 2017 meeting was distributed for informational purposes.

Prelicense Education: Administrative Issues

2017-2018 Continuing Education Providers and Courses Ratification List

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

<u>Registration/Certification</u>	<u>Effective Date</u>
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School(s)

Maui Real Estate Academy LLC, dba Hawaii Real Estate Academy	09/13/2017
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Administration of
Examinations:

PSI

Licensing Examination Statistics – October 2017

Examination statistics for October 2017 were distributed to the Commissioners for their information.

School Pass/Fail Rates – October 2017

School pass/fail rate statistics for October 2017 were distributed to the Commissioners for their information.

School Summary by Test Category – October 2017

Copies of the October 2017 test category summary reports, by school, were distributed to the Commissioners for their information.

Test Development

Report – PSI Exam Review

A written report of the September 26, 2017 PSI Exam Review meeting was distributed. Specialist Endo reported that the existing exam questions were reviewed and new items were written for both the salesperson and broker exam. A detailed review of the content outline was conducted which resulted in a modification to the weight of the content outline for both the salesperson and broker exams.

Upon a motion by Commissioner Faulkner, seconded by Commissioner Ginoza, it was voted on and unanimously carried to approve the modification to the content outline as distributed.

Report – PSI Educator's Forum, 9/27/17

A written report of the September 27, 2017 Educator's Forum hosted by PSI was distributed for informational purposes.

Program of Work: Annual Report, Quarterly Bulletin, and School Files

Senior Specialist Fujimura reported that the November 2017 issue of the *Real Estate Commission Bulletin* has been mailed to all current licensees and a copy is available on the Commission's website: www.hawaii.gov/hirec.

Budget and Finance Report: Real Estate Education Fund

Upon a motion by Commissioner Faulkner, seconded by Commissioner Wada, it was voted on and unanimously carried to accept the Real Estate Education Fund report for the period ending June 30, 2017.

Next Meeting: Wednesday, December 6, 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.
Queen Liliuokalani Conference Room
King Kalakaua Building
335 Merchant Street, First Floor
Honolulu, Hawaii

Adjournment: With no further business to discuss, Chair Cobb adjourned the meeting at 11:37 a.m.

Reviewed and approved by:

/s/Diane Choy Fujimura

Diane Choy Fujimura
Senior Real Estate Specialist

November 9, 2017

Date

[X]

Minutes approved as is.

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Minutes approved with changes, see minutes of _____

DCF:tn/