

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: January 10, 2018

Time: Upon adjournment of the Condominium Review Committee meeting, which is upon adjournment of the Laws and Rules Review Committee meeting, which convened at 9:30 a.m.

Place: REALTORS® Association of Maui
441 Ala Makani Place
Kahului, **Maui** 96732

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
Aleta Klein, Broker / Honolulu Commissioner
Sean Ginoza, Broker / Hawaii Island Commissioner

Neil K. Fujitani, Supervising Executive Officer
Diane Choy Fujimura, Senior Real Estate Specialist
Shari Wong, Deputy Attorney General
Tammy Norton, Recording Secretary

Others: Wayne Cober, Soleil Management
Gerald Enriques, Regulated Industries Complaints Office
Brett Fahnestock, Peake & Levoy
Marsha Shimizu, Hawaii Association of REALTORS®

Absent: Michael Pang, Broker / Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 9:56 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.

Commissioner Pang was excused from the meeting. Prior notification of his non-attendance was received.

Real Estate Specialist's Report: Minutes of Previous Meeting

Upon a motion by Commissioner Klein, seconded by Commissioner Ginoza, it was voted on and unanimously carried to accept the minutes of the December 6, 2017, Education Review Committee meeting.

Continuing Education: Administrative Issues

2017-2018 Continuing Education Providers and Courses Ratification List

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

Course(s)

"Code of Ethics in Action: Real-Life Applications" (3 credits) 11/27/2017
(ARELLO/The CE Shop, Inc.)

"Let's Get Engaged: Unleashing the Lead-Generating Power of LinkedIn" 12/21/2017
(3 credits) (Debra Jason)

Applications

Course – "Ironclad Transactions"; Author/Owner – Beth Holiday; Provider: Hawaii Business Training; Course Category: Contracts; Clock Hours: 3

It was commented that some of the PowerPoint slides are very dense with written content and suggested amending these slides to "talking points" so that attendees can follow the instructor's comments.

Specialist Fujimura noted that the last IDW presented by Beth Holiday was excellent. Her PowerPoint slides are dense, but she does not necessarily read from the slides and is able to get the point across. The PowerPoint is used as a handout for reference.

Upon a motion by Commissioner Klein, seconded by Commissioner Lee, it was voted on and unanimously carried to approve "Ironclad Transactions" as a three-credit hour continuing education course, under the course category contracts.

Course – "Interesting Income Tax Aspects of Home Ownership"; Author/Owner: Chris Bird Seminars, Inc.; Provider: Hawai'i Association of REALTORS®; Course Categories: Other – Tax; Clock Hours: 3

Commissioner Faulkner requested the inclusion of a disclaimer stating real estate licensees should consult the appropriate professional for specific tax-related information and advice.

Ms. Marsha Shimizu of the Hawaii Association of REALTORS® was present and reported that the course "Interesting Income Tax Aspects of Home Ownership" is offered in other states. The course material will be revised to reflect the new tax rates that were just announced. The course will provide licensees with an understanding of the income tax aspects of home ownership. Ms. Shimizu also noted that they will include a disclaimer on the front of the materials as requested.

Commissioner Lee moved to approve "Interesting Income Tax Aspects of Home Ownership" as a three-credit hour continuing education elective course, under the course category other - tax, subject to including a disclaimer stating real estate licensees should consult the appropriate professional for specific tax-related information and advice. Commissioner Ginoza seconded the motion. The motion was voted on and unanimously carried.

Course – "Broker Generation"; Author/Owner: Interact CE; Provider: Hawai'i Association of REALTORS®; Course Categories: Technology and the Licensee, Other – Seller Agency, Fair Housing, Safety; Clock Hours: 10

Ms. Shimizu stated that the "Broker Generation" course is owned by Interact CE. The course is an interactive gamification course. Similar programs are used a lot in colleges and incorporates game scenarios in the learning process. The course creates real estate scenarios which allows the student to role play as an agent and apply what they learn in the virtual classroom. The student completes classwork and gains points which allows them to enter into more scenario situations. There are also quizzes throughout the course. It is not envisioned that a licensee will complete all 10 hours at one time, but all 10 hours must be completed before the licensee is able to receive credit. Ms. Shimizu further noted that there are already 5 or 6 states that have approved and offered the course for continuing education credit.

Commissioner Cobb questioned if Interact CE would look at offering an interactive course for core credit. Ms. Shimizu responded that she has been in contact with the author regarding the possibility of doing a core interactive course.

Commissioner Faulkner stated that he found it refreshing to see a change in direction for education.

Upon a motion by Commissioner Klein, seconded by Commissioner Faulkner, it was voted on and unanimously carried to approve "Broker Generation" as a ten-credit hour continuing education course, under the course categories technology and the licensee, and other – seller agency, fair housing, safety.

Administration of
Examinations:

PSI

Licensing Examination Statistics – December 2017

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

School Pass/Fail Rates – December 2017

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

School Summary by Test Category – December 2017

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

Program of Work:

Annual Report, Quarterly Bulletin, and School Files

Senior Specialist Fujimura reported that the January 2018 School Files will be distributed shortly and a copy will be made available on the Commission's website: www.hawaii.gov/hirec.

Ad Hoc Committee on Education (ACE)

The meeting has been rescheduled to January 31, 2018. The vendor was unable to make the January 11, 2018 meeting date.

Next Meeting: Wednesday, February 14, 2018
 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 10:17 a.m.

Reviewed and approved by:

/s/Diane Choy Fujimura

Diane Choy Fujimura
Senior Real Estate Specialist

January 22, 2018

Date

[X] Minutes approved as is.
[] Minutes approved with changes, see minutes of _____