

**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: July 12, 2006

Time: 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: Carol Mae Ball, Chair / Broker / Maui Commissioner  
Annette Aiona, Vice Chair / Broker / Hawaii Island Commissioner  
Louis Abrams, Broker / Kauai Commissioner  
Frances T. Gendrano, Salesperson / Honolulu Commissioner  
Stanley Kuriyama, Broker / Honolulu Commissioner (early departure)  
Trudy Nishihara, Broker / Honolulu Commissioner  
Mark Suiso, Public / Honolulu Commissioner (late arrival)  
Michele Sunahara Loudermilk, Public / Honolulu Commissioner

Calvin Kimura, Supervising Executive Officer  
Neil K. Fujitani, Executive Officer  
Diane Choy Fujimura, Senior Real Estate Specialist  
Ryan Yamashiro, Real Estate Specialist  
Lorene Kimura, Real Estate Specialist  
Cynthia Yee, Senior Condominium Specialist  
Cheryl Leong, Condominium Specialist  
David Grupen, Condominium Specialist  
Shari Wong, Deputy Attorney General  
Karyn Takahashi, Recording Secretary

Others: Myoung Oh, Hawaii Association of REALTORS®  
Alicia Maluafiti, Hawaii Association of REALTORS®  
Esther Han, Case, Lombardi & Petit  
Geoff Mukai, Carlsmith Ball  
Paige Vitousek, Vitousek Real Estate School

Absent: William Chee, Broker / Honolulu Commissioner

Call to Order: Chair Ball called the meeting to order at 9:02 a.m., at which time quorum was established.

Prelicense Education: Evaluation and Education Program

**Vitousek Real Estate School, Salesperson Independent Study On-Line – Letter from Julie Sorey and Vitousek response**

Ms. Vitousek was present to address the committee.

Senior Specialist Fujimura reported that after completing Vitousek Real Estate School's on-line salesperson prelicense course, Ms. Sorey had questions about the exam questions, which schools do not answer to keep the integrity of the exam intact. She also stated the "tutor" for Vitousek Real Estate School did not contact her in a timely manner regarding questions she had on the test.

Chair Ball inquired if there is a prescribed method for students to communicate with the school and instructor. Ms. Vitousek responded yes, by telephone, email and mail.

Senior Specialist Fujimura stated that each school has a different set up for students to communicate with the instructor, and that independent study courses are set up for students to study at their own pace, with quizzes and a final exam. The Hawaii Administrative Rules require that the school provide answers to students' questions or provide assistance as necessary.

Ms. Vitousek stated that if a student calls or emails, her assistant will forward the questions to her and she will respond to them by email. Ms. Vitousek added that she had a 45 minute conversation with Ms. Sorey prior to signing up for the independent study course, and she strongly encouraged Ms. Sorey not to take the independent study course as she believed she would better suited to a classroom environment.

Ms. Vitousek stated that she wouldn't tell Ms. Sorey the answers to the exam questions and that they should know better than to ask—she never discusses the questions.

Chair Ball thanked Ms. Vitousek for appearing at the meeting.

Recess: The meeting was recessed at 9:09 a.m.

Reconvene: The meeting was reconvened at 12:05 p.m.

Commissioner Suiso arrived.  
Commissioner Kuriyama excused.

Chair's Report: No report presented.

Real Estate Specialist's Report: Additions to Agenda

Upon a motion by Commissioner Abrams, seconded by Commissioner Loudermilk, it was voted on and unanimously carried to add the following to the agenda:

10. ARELLO, REEA and Other Organizations
  - c. REEA – DREI – Distinguished Real Estate Instructor

The following was distributed as additional distribution:

4. Continuing Education Administration, Curriculum, Courses, Providers, and Instructors
  - b. Applications
    - 2) Course – “National Flood Insurance Program;”  
Author/Owner: Norman Ashford, National Flood Insurance Program; Provider: Kauai Board of REALTORS; Course Topic: Other –Consumer Protection; Course Hours: 3

#### Minutes

Upon a motion by Commissioner Abrams, seconded by Commissioner Loudermilk, it was voted on and unanimously carried to accept the minutes of the June 14, 2006, Education Review Committee meeting as distributed.

Continuing Education: Administrative Issues

#### **New Salesperson Licensees**

A report on the number of new salesperson licensees for May 2006 was distributed to the Commissioners for their information. The total number of 194 new salesperson licensees in May 2006 reflects the number of licensees who are deemed as having completed the 10 hour continuing education requirement, pursuant to Section 16-99-89(c), Hawaii Administrative Rules.

#### Applications

#### **2005-2006 Continuing Education Providers and Courses Ratification List**

Upon a motion by Commissioner Abrams, seconded by Commissioner Loudermilk, it was voted on and unanimously carried to approve the ratification of the following:

<u>Registration/Certification</u> Provider	<u>Effective Date</u>
Leeward Community College-OCWED (Administrator: Michael Tagawa)	05/16/06

**Course – “National Flood Insurance Program,” Author/Owner: Norman Ashford, National Flood Insurance Program; Provider: Kauai Board of REALTORS; Course Category: Other – Consumer Protection; Clock Hours: 3**

Upon a motion by Commissioner Abrams, seconded by Commissioner Loudermilk, it was voted on and unanimously carried to recommend approval of “National Flood Insurance Program” as a three clock hour continuing education elective course under the course category Other – Consumer Protection.

**Course – “Fair Housing;” Author/Owner: Dearborn Real Estate Education; Provider: REEF, Inc. dba Hawaii Institute of Real Estate; Course Categories: Real Estate Law, Technology and the Licensee; Clock Hours: 3**

Upon a motion by Commissioner Loudermilk, seconded by Commissioner Aiona, it was voted on and unanimously carried to recommend approval of “Fair Housing” as a three clock hour continuing education course under the course category Other – Consumer Protection.

**Course – “Introduction to Commercial Real Estate Sales;” Author/Owner: Dearborn Real Estate Education; Provider: REEF, Inc. dba Hawaii Institute of Real Estate; Course Categories: Investment, Risk Management; Clock Hours: 3**

Upon a motion by Commissioner Abrams, seconded by Commissioner Loudermilk, it was voted on and unanimously carried to recommend approval of “Introduction to Commercial Real Estate Sales” as a three clock hour continuing education elective course under the course categories Investment and Risk Management.

Evaluation and Education Program

**Evaluations (3)**

Evaluations of three courses, of which one was an internet based course, were distributed to the Commissioners for their information.

Prelicense Education: Evaluation and Education Program

**Abe Lee Seminars; Salesperson Independent Study On-Line (5)  
Seiler School of Real Estate; Salesperson Independent Study On-Line (2)**

Copies of evaluations of independent study courses from the following prelicense schools were distributed to the Commissioners for their information:

1. Abe Lee Seminars
2. Seiler School of Real Estate

**Vitousek Real Estate School; Salesperson Independent Study On-Line –  
Letter from Julie Sorey and Vitousek response**

Upon a motion by Commissioner Loudermilk, seconded by Commissioner Nishihara, it was voted on and unanimously carried to recommend Staff to send a letter to Ms. Vitousek and Ms. Sorey regarding concerns expressed and reiterating rules for independent study courses.

Administration of  
Examinations:

Promissor

**Licensing Examination Statistics**

Examination statistics for May 2006 were distributed to the Commissioners for their information.

Exam Monitoring

**Maui Test Center**

A monitoring of the Maui test center was conducted on May 3, 2006. A copy of the evaluation was distributed to the Commissioners for their information.

Chair Ball stated that this is not the first time that concerns were raised about the Maui test site. Specialist Kimura stated that she forwarded this evaluation to Promissor and is waiting for a response. Specialist Kimura will be providing Promissor's response to the Commission upon receipt.

Commissioner Nishihara stated that this test site does not seem to be an appropriate place to hold an exam. Specialist Kimura responded that this is a relatively new test site and she will also find out when Promissor's contract with this test site expires.

Educator's Forum: **Hawaii Association of REALTORS®** – No discussion presented.

**Hawaii Association of Real Estate Schools (HARES)** – No discussion presented.

**Public and Private Institutions of Higher Education** – No discussion presented.

Program of Work: **Neighbor Island Outreach**

The next neighbor island outreach is scheduled to be held on Maui—date and place to be determined.

**Interactive Participation with Organizations – Hawaii REALTOR Journal – schedule of authors**

The revised schedule of authors and submission deadlines for the *Hawaii REALTOR Journal* was distributed to the Commissioners.

**Program of Work, FY07**

The copy of the FY07 Program of Work and Budget were distributed to the Commissioners. SEO Kimura explained the program of work and covered a few key points.

ARELLO, REEA and Other Organizations: ARELLO, REEA and Other Organizations

**REEA Reports**

Copies of reports of the Real Estate Educators Association conference held on June 10-14, 2006 were distributed to the Commissioners for their information.

**ARELLO Communication and Education Excellence Awards for 2006**

Request for submissions and procedures to submit entries for the ARELLO Communication and Education Excellence Awards for 2006 were distributed to the Commissioners.

**REEA – DREI – Distinguished Real Estate Instructor**

Information regarding the Real Estate Educators Association's Distinguished Real Estate Instructor (DREI) designation was distributed to the Commissioners for their information.

Open Forum: None.

Next Meeting: Wednesday, August 9, 2006  
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 Ball adjourned the meeting at 12:18 p.m.

Reviewed and approved by:

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Diane Choy Fujimura  
Senior Real Estate Specialist

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Date

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