

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: August 9, 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: Trudy Nishihara, Chair Pro Tem / Broker / Honolulu Commissioner
Annette Aiona, Vice Chair / Broker / Hawaii Island Commissioner
Louis Abrams, Broker / Kauai Commissioner
William S. Chee, Broker / Honolulu Commissioner
Frances T. Gendrano, Salesperson / Honolulu Commissioner
Stanley Kuriyama, Broker / Honolulu Commissioner (early departure)
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
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

Absent: Carol Mae Ball, Chair / Broker / Maui Commissioner

Others: Myoung Oh, Hawaii Association of REALTORS®
Ralph Foulger
Carol Egan, All Islands Real Estate School
Esther Han
Vernon T. Tashima
Galen C. K. Leong
Janel Yoshimoto
Timothy Hiu
Ray Iwamoto
Nina Yang
Richard Asato
Ken Chong

Call to Order: Chair Pro Tem Nishihara called the meeting to order at 10:17 a.m., at which time quorum was established.

Chair's Report: Commissioner Ball is excused from the meeting. Prior notification of her non-attendance was received.

Real Estate
Specialist's Report: Additions to Agenda

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

5. Prelicensing Education Administration, Curriculum, Schools, Instructors, and Equivalency
 - a) Administrative Issues
 - 1) All Islands Real Estate School, Carol M. Egan, Principal – Request to conduct joint salesperson and broker classes
 - b) Applications – Instructor – Carol M. Egan, Salesperson and Broker Curricula

The following was distributed as additional distribution:

4. Continuing Education Administration, Curriculum, Courses, Providers, and Instructors
 - a. Administrative Issues – New Salesperson Licensees

Minutes

Upon a motion by Commissioner Abrams, seconded by Commissioner Loudermilk, it was voted on and unanimously carried to accept the minutes of the July 12, 2006, Education Review Committee meeting as distributed.

Continuing Education: Administrative Issues

New Salesperson Licensees

Reports on the number of new salesperson licensees for June and July 2006 were distributed to the Commissioners for their information. The total number of 206 new salesperson licensees in June 2006, and 162 new salesperson licensees in July 2006, reflect 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 Loudermilk, seconded by Commissioner Abrams, it was voted on and unanimously carried to approve the ratification of the following:

<u>Registration/Certification</u>	<u>Effective Date</u>
Course	
"e-Pro" (Nationally Certified Course/Kona Board of REALTORS®)	06/30/06
"Creative Land Planning for Profit" (Nationally Certified Course/Realtors Land Institute Idaho Chapter #42)	07/17/06
"Land 101-Introduction to Land Brokerage" (Nationally Certified Course/Realtors Land Institute Idaho Chapter #42)	07/17/06
"Land Development-Subdividing Land for Any Use" (Nationally Certified Course/Realtors Land Institute Idaho Chapter #42)	07/17/06
Provider	
Kapiolani Community College (Administrator: Edward V. Valdez)	07/21/06

**Course – "Real Estate and Taxes! What Every Agent Should Know;"
 Author/Owner: Dearborn Real Estate Education; Provider: REEF, Inc. dba
 Hawaii Institute of Real Estate; Course Category: Other – Real Estate
 Taxes; Clock Hours: 3**

Upon a motion by Commissioner Loudermilk, seconded by Commissioner Abrams, it was voted on and unanimously carried to recommend approval of "Real Estate and Taxes! What Every Agent Should Know" as a three clock hour continuing education course under the course category Other – Real Estate Taxes.

Evaluation and Education Program

Evaluations (2)

Evaluations of two courses were distributed to the Commissioners for their information.

Senior Specialist Fujimura noted that there were concerns raised by the evaluator about procedures and monitoring of students by the REALTORS Association of Maui (RAM). She stated that she will contact RAM and review their monitoring policies and procedures, and request an explanation regarding the evaluation comments for the "Accredited Buyer's Representative" course.

Prelicense Education: Administrative Issues

Dower School of Real Estate Windward; Letter re combining live classroom and independent study delivery methods for prelicense courses

Due to insufficient information, this matter was deferred to the September Education Review Committee meeting.

All Islands Real Estate School, Carol M. Egan, Principal – Request to conduct joint salesperson and broker classes

Ralph Foulger, former principal of Century 21 Real Estate School, and Carol Egan, current principal of All Islands Real Estate School were present.

Senior Specialist Fujimura reported that Ms. Egan is requesting to conduct a joint salesperson and broker class in October.

Senior Specialist Fujimura stated that at the beginning of the 2005-2006 biennium four schools submitted written requests to conduct joint classes, and these requests were approved. Subsequently, in 2005, the broker curriculum hours were increased from 46 hours to 80 hours, and this year, 2006, the salesperson curriculum hours were increased from 45 hours to 60 hours. In revising the curricula it was the intent to have the curricula break out into independent prelicense courses, wherein the brokers course would be taught at a higher level throughout.

She added that late last year, Ms. Betty Dower submitted a written inquiry about holding joint classes, and the Committee had reiterated the intent to separate the two curricula, and took no action regarding holding joint classes in those prelicense schools that were approved to do so. Of the four schools that were previously approved to offer joint classes, only the Hawaii Academy of Real Estate and Dower School of Real Estate have offered the joint class. Senior Specialist Fujimura stated that she requested written explanations from Ms. Betty Dower and Mr. Wayne Richardson on how they teach the joint class, which topics in the broker curriculum are taught separately, and what their assessment is of the joint classes. Ms. Dower has responded and she is awaiting Mr. Richardson's response.

Chair Pro Tem Nishihara stated that all schools are given the opportunity to request approval to offer the joint class at the time the school renews its prelicense school registration. Because Century 21 Real Estate School nka All Islands Real Estate School did not submit their request at the time of re-registration, the Committee would have to decide if it is prudent to consider this request now.

Commissioner Abrams stated that he recalls requesting a comparison of the two curriculums.

At this time, Mr. Foulger explained that he did not submit the request to offer joint classes because he knew that the intention of the Commission was to separate the two curriculums; however, he has found that there are so few people signing up for the broker class that it is not cost effective. He added that it is their intent to teach the 60 hour salesperson curriculum and provide a separate 20 hours for the broker candidates.

Chair Pro Tem Nishihara explained that the curriculums were designed so that although some topics may be the same or similar the broker curriculum should be taught at a higher level. She stated that approvals were granted early on for the broker curriculum transition period, but questioned if it would be prudent to approve any joint classes at this time.

Commissioner Aiona inquired on the success rate of individuals completing the joint classes. Commissioner Gendrano reported that she completed a joint class from Dower School of Real Estate last spring and found it to be very educational, but emphasized that success would be dependent on the instructor.

Commissioner Abrams stated that he would be very uncomfortable moving on this issue without being able to review the curriculum and exactly what specific broker curriculum topics will be taught separately in 20 hours. Commissioner Abrams moved to defer decision making on this issue. Commissioner Kuriyama seconded the motion, it was voted on and unanimously carried.

Applications

Instructor – Carol M. Egan, Salesperson and Broker Curricula

Senior Specialist Fujimura reported that Ms. Egan is currently a substitute instructor.

Upon a motion by Commissioner Abrams, seconded by Commissioner Kuriyama, it was voted on and unanimously carried to recommend approval of Carol M. Egan as a prelicense instructor for the salesperson and broker curricula.

Evaluation and Education Program

Abe Lee Seminars; Salesperson Independent Study On-Line (8) Seiler School of Real Estate; Salesperson Independent Study On-Line (4)

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

Administration of
Examinations:

Promissor

Licensing Examination Statistics

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

Exam Monitoring

Specialist Kimura reported that at last month's meeting, the Commissioners had questions regarding the Maui test site—specifically, when the lease expires for the present location and if it was possible for Promissor to change the test center location.

Specialist Kimura reported that Promissor is looking in to moving the test center location subject to cost restraints and they requested a contact person to help locate a possible test site. Commissioner Ball has volunteered to assist Promissor and also has a few locations in mind.

Promissor did not disclose when the current lease will expire.

Prelicense Education: Administrative Issues

All Islands Real Estate School, Carol M. Egan, Principal – Request to conduct joint salesperson and broker classes

It was requested that Ms. Egan provide a written explanation as to how All Islands Real Estate School will teach the its joint class, including a list of each topic that will be covered for the additional 20 hours for broker candidates.

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.

Division and Department Programs – RICO: ARELLO Advanced Investigator & Attorney Workshop, November 14 to 17, 2006

The Real Estate Education Fund budget for the ARELLO Advanced Investigator & Attorney Workshop was distributed to the Commissioners.

Upon a motion by Commissioner Kuriyama, seconded by Commissioner Abrams, it was voted on and unanimously carried to recommend approval of the proposed budget.

Education Evaluation Task Force

The next meeting is scheduled for Wednesday, September 27, 2006.

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

Kentucky Real Estate Commission's Education Survey

A copy of the Kentucky Real Estate Commission's education survey was distributed to the Commissioners for their information.

Open Forum: None.

Next Meeting: Wednesday, September 13, 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

