

**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: April 11, 2007

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  
William S. Chee, Broker / Honolulu Commissioner  
Frances T. Gendrano, Salesperson / Honolulu Commissioner  
Trudy Nishihara, Broker / Honolulu Commissioner  
Mark Suiso, Public / Honolulu Commissioner  
Michele Sunahara Loudermilk, Public / Honolulu Commissioner  
Stanley Kuriyama, Broker / Honolulu Commissioner

Calvin Kimura, Supervising Executive Officer  
Neil 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

Others: Myoung Ho, Hawaii Association of REALTORS®  
Anne Deschene, Hawaii Association of REALTORS®  
Nancy Reese-Sato

Call to Order: Chair Ball called the meeting to order at 9:47 a.m., at which time quorum was established.

Chair's Report: Chair Ball stated 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/or to consult with the Commission's attorney on question and issues pertaining to the Commission's powers, duties, privileges, immunities, and liabilities in accordance with Section 92-5(a)(4), HRS.

Real Estate  
Specialist's Report:

Announcements, Introduction, Correspondence, and Additional Distribution

The following was distributed as additional distributions:

3. Senior Real Estate Specialist's Report
  - a. Announcements, Introduction, Correspondence, and Additional Distribution
4. Continuing Education Administration, Curriculum, Courses, Providers, and Instructors
  - a. Administrative Issues – Continuing Education and Equivalency Statistics – 3<sup>rd</sup> Qtr FY 07
5. Prelicensing Education Administration, Curriculum, Schools, Instructors, and Equivalency
  - a. Administrative Issues – Continuing Education and Equivalency Statistics – 3<sup>rd</sup> Qtr FY 07

SEO Kimura reported that fiscal year 2008 is just around the corner and requested submission of suggestions and recommendations for the fiscal year 2008 program of work.

Minutes of March 14, 2007, Meeting

Upon a motion by Commissioner Nishihara, seconded by Commissioner Kuriyama, it was voted on and unanimously carried to accept the minutes of the March 14, 2007, Education Review Committee meeting as distributed.

Continuing Education: Administrative Issues

**Continuing Education and Equivalency Statistics – 3<sup>rd</sup> Qtr FY 07**

Continuing Education statistics for the first three quarters of fiscal year 2007 were distributed to the Commissioners for their information.

Continuing Education Core Course

Senior Specialist Fujimura reported that the State Procurement Office has begun using their new Hawaii Electronic Procurement System (HEPS) and the quotations previously received to assist the Real Estate Commission in developing its mandatory core course curriculum for the 2007-2008 biennium can no longer be considered as we are required to utilize the HEPS system.

Staff has not been trained on the usage of HEPS; however, Senior Specialist Fujimura reported that she was invited to a demonstration/mini training session and the request for quotations for the mandatory core course was used as a demo and was placed into the HEPS system.

Senior Specialist Fujimura reported that HEPS has a list of registered vendors categorized by service provided and the request for quotation will initially go out to registered vendors domiciled in Hawaii only. If within seven days (April 17, 2007) there are no quotations received, the request will then go out to national vendors. Any qualified business can become a registered vendor by going to the State Procurement Office website and registering their business.

ARELLO Certification Program

Information and FAQ's gathered from ARELLO.net regarding ARELLO's certification program was distributed to the Commissioners. SEO Kimura stated that everyone should be aware of and understand ARELLO's certification process. He reported that other professional areas utilize the ARELLO certification program, other than real estate, for distance education.

Upon a motion by Commissioner Abrams, seconded by Commissioner Loudermilk, it was voted on and unanimously carried to refer this information to the Education Evaluation Task Force.

Prelicense Education: Administrative Issues

**Prelicense Education and Equivalency Statistics – 3<sup>rd</sup> Qtr FY 07**

Prelicense and equivalency statistics for the first three quarters of fiscal year 2007 were distributed to the Commissioners for their information.

Program of Work: Evaluation and Education Program

**Abe Lee Seminars; Salesperson Independent Study On-Line (5)  
Seiler School of Real Estate; Salesperson Independent Study On-Line (4)  
Vitousek Real Estate School (1)**

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
3. Vitousek Real Estate School

Administration of  
Examinations:

Promissor

**Licensing Examination Statistics – February 2007**

Examination statistics for February 2007 were distributed to the Commissioners for their information.

**School Summary Reports – February 2007**

A copy of the February 2007 performance summary report, by school, was distributed to the Commissioners for their information. The report is derived from statistics for first time test takers.

Commissioner Kuriyama inquired if the statistical information received from Promissor is tracked. Senior Specialist Fujimura replied it is not tracked as we rarely get complaints.

Commissioner Nishihara stated that the EETF was to work on an audit system; however, nothing has been formalized. Senior Specialist Fujimura added that current staff responsibilities leaves no time to monitor prelicense courses.

Commissioner Kuriyama stated that because we are being provided the information, we should track the schools' performance. SEO Kimura stated that we could bring it up with the testing company to provide an analysis of each school. Commissioner Abrams stated that he would be more concerned about the instructors. Regarding the confidentiality of the statistics, Commissioner Abrams stated that it may be an OIP issue or it could be a provision in Promissor's contract.

Commissioner Kuriyama stated that if students are underperforming consistently some action should be taken regarding the school.

Commissioner Suiso stated that it needs to be determined if schools are producing good licensees versus producing students that are just able to pass the test.

After discussion, the Commissioners requested information on the following:

1. If there is a prohibition and/or confidentiality clause regarding disseminating Promissor's score reports.
2. Promissor to provide an analysis of each school's performance.

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: Annual Report, Quarterly Bulletin, and School Files

**April 2007 Bulletin to be distributed**

Senior Specialist Fujimura reported that the April 2007 issue of the real estate *Bulletin* is being printed and will be distributed shortly. This issue is available for viewing on our web site: [www.hawaii.gov/hirec](http://www.hawaii.gov/hirec).

Neighbor Island Outreach

**Kauai**

The next neighbor island outreach is scheduled for June 15, 2007, on Kauai, at the Kauai State Office Building.

Next Meeting: Wednesday, May 9, 2007  
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 10:18 a.m.

Reviewed and approved by:

/s/ Diane Choy Fujimura  
Diane Choy Fujimura  
Senior Real Estate Specialist

May 9, 2007  
Date

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