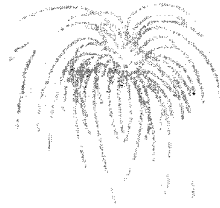


# School Files

Hawaii Real Estate Commission

January 2000

<http://www.state.hi.us/hirec>



*The Real Estate Commission and Staff wish all a Happy New Year!*



*Reminder to CE providers: courses certified for 3 1/3 clock hours must still be taught for 3 1/3 clock hours!*

## Disposition of the Commission's Six CE Courses

In previous years, the Hawaii Real Estate Research and Education Center at the University of Hawaii at Manoa ("Center"), under contract with the Commission, regularly updated six education courses: five continuing education courses and one non-continuing education course. These courses are entitled Basic Real Estate Investment Analysis, Disclosures in Hawaii Residential Transactions, Fair Housing, Introduction to Broker Management, Real Estate Law Update and Ethics, Residential Property Management: Laws and Rules, and Professional Responsibility (a non-CE course).

However, due to the recent termination of contract with the Center, the Center will no longer update the courses listed above. Instead, the Commission approved that these course materials be made available to any CE provider to either update or utilize the materials in order to submit the revised



**THE COMMISSION APPROVED COURSE MATERIALS BE MADE AVAILABLE TO ANY CE PROVIDER**

materials for certification or recertification as appropriate.

It is noteworthy that for providers offering the courses in their current form, they may no longer offer the course as of January 1, 2001. Furthermore, these courses, without update or revision, will not be automatically recertified.

## Application Submission Deadline

During its last REC meeting, the Commission approved a one-month earlier deadline of November 30th for license renewal application submission for the year 2000. Therefore, licensees must submit their completed license renewal application and fees by November 30, 2000.

This is in accordance with the HAW. REV. STAT. § 467-11(b) Supp. (1998), which states

in pertinent part that "the biennial renewal fee and completed renewal application shall be submitted to the department of commerce and consumer affairs on or before the commission prescribed deadline prior to the expiration date of the license."

The earlier deadline is to ensure licensees receive their pocket cards or be notified of any problems by January 1, 2001.

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## Real Estate Industry Conference

The Hawaii Association of Realtors ("HAR") held its "Real Estate Industry Conference" at the Hilton Hawaiian Village on October 29, 1999, hosting approximately 370 attendees. The program featured three outstanding speakers, as well as the presentation of both the Hawaii Realtor of the Year Award and the Distinguished Service Award. Special guests in attendance included: Charles Lamb, Regional Vice-President of the National Association of Realtors ("NAR"); Diana Ball, President of the California Association of Realtors ("CAR"); and Richard Gaylord, incoming President of CAR.

Kicking off the program, University of Hawaii football coach June Jones inspired the audience with a speech focused on "Building a Winning Team." Drawing on his own experiences in the athletic arena, he outlined the key criteria for being successful in any profession, including real estate. Jones emphasized that building a winning team includes: total commitment, the right chemistry, a great leader, and appropriate training.

Following Coach Jones, Richard J. Dahl, President and COO of Bank of Hawaii, explained his perspective on the direction of Hawaii's economy and the real estate industry in the year 2000 and beyond. Dahl predicted significant improvement in Hawaii's economy in 2000 based on: zero inflation, unemployment decline, Asia re-

covery, strengthening yen, increases in westbound tourists and retail and home sales. As a final prediction, he opined that 2000 might even bring a record year for Hawaii tourism.

The third speaker, Roger Scommegna, President of the Enterprise of America, entertained the audience with an enlightening view of how the interactive technology of today will change the way we do business tomorrow, particularly in the real estate industry. Mr. Scommegna has been a leading innovator in real estate marketing for over a decade. He emphasized the importance of the internet to the real estate industry by pointing out that 41% of all adult Americans use the Internet, and that there are 1.2 million real estate listings at the Realtor.com website.

Concluding the luncheon, outgoing HAR President Helen Lindemann was presented with farewell gifts and special tribute was made in memory of the late Marcus Nishikawa. Nishikawa served as Chair of the Real Estate Commission, President of HAR, Director of NAR and Chair of NAR's Convention Committee. It was announced that NAR made a charitable contribution to the American Cancer Society, in Nishikawa's honor. Concluding the program, Yukio Takeya presented the Distinguished Service Award to Helen Price and Ann Davidson presented the 1999 Realtor of the Year Award to Norman Noguchi.

## Y2K Not a Problem

The new millenium is upon us, and many are still concerned with how the new year will effect licensees and providers. The licensing branch which processes hundreds of applications a week is confident of full Y2K compliance.

ASI, the national testing service for broker and salesperson's examinations, launched the Year 2000 preparation program as early as 1997. Allen Ulmer, ASI customer relations representative, states, "ASI has performed extensive testing and contingency planning to minimize and hopefully eliminate any service disruptions due to Y2K." However, to provide an extra

measure for safety and to minimize any possible inconvenience to testing candidates due to Y2K issues, ASI is arranging to schedule the first test date in 2000 to be on January 7<sup>th</sup>.

ASI's test center calendar is provided in this issue for notice of exam closing dates (closing dates are indicated with a circle). Also printed is an ASI corporate calendar detailing the days that ASI will be closed for business during the year. Providers are encouraged to share this information with anticipated test-takers, so they can plan in advance a convenient exam date.



### What's Happening at the Real Estate Branch?

The Real Estate Branch welcomes our newest addition, Janelle Sarae! Janelle is a graduate of Aiea High School. She left RICO (Regulated Industries Complaints Office) in November 1999, to join the Real Estate Branch family. She is currently assisting the condominium specialists with condominium associations and is enjoying her new job. Janelle is newly married and plans on having many children in the near future. Congratulations and welcome aboard!



## TEACHING TIPS

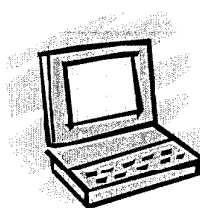
Things to keep in mind when using the chalkboard:

- Keep the writing on the board visible for as long as possible;
- Give the students time to copy the board, before you ask questions on the topic;
- Erase only when you run out of room. Then erase only the oldest or least important work first;
- Erase to prevent confusion and avoid implicating between different topics;
- Check to see how effective you are by asking students questions or using a video-tape to record the presentation.

## Increase in REC Website Use

Did you know that the Real Estate Commission's website (<http://www.state.hi.us/hirec>) increased in hits by 100 percent since the beginning of the year? The Commission encourages the use of the internet to access information and download applications. Look at what's currently available on our web:

Advertising Information  
Agendas  
AOAO Registration Form  
Broker Experience Application  
Change Form  
CHO list  
CMA list  
Commissioners' Biography  
Condominium Bulletin  
Condominium Education Calendar  
Condominium Project Registration  
Condominium Reference Library  
Continuing Education Application Forms  
Corporate License Application  
Education Master Calendar  
General License Information  
How to Reactivate/Restore



License Statistics  
Links  
Meeting Schedule  
1999 Annual Report  
Office Location Form  
Prelicense Application Forms  
Prelicensing Education Equivalency Form  
Prelicense School Schedule  
Questions and Answers on Condo Reserve  
Real Estate Bulletin  
REC Awards  
REC Minutes  
Recovery Fund  
School Files  
Tax Message  
Temporary Principle Broker Article

### Speaking of the Web, Did you know...

The Department of Commerce and Consumer Affairs has a new website (<http://www.state.hi.us/dcca>). Make sure you visit!

## Specialists' Office for the Day Sessions

The Commission, in an effort to educate and assist neighbor island licensees and real estate educators with their individual issues of concern, conducted the Neighbor Island Outreach Specialists' Office for the Day Sessions. Real estate specialists, condominium specialists, and the Commission's Executive Officer held three Specialists' Office for the Day sessions on Kauai, Maui, and Hawaii Island during the months of October and November 1999.

Licensees and real estate educators were invited to attend the sessions to discuss questions about licensing laws and rules, licensing applications, broker experience certificate applications, examination administration, continuing education, new legislation, Commission procedures, edu-

cational programs, and other related topics. Also, the condominium specialist was available to discuss questions about boards, associations, meetings, condominium managing agents, condominium association registration, condominium hotel operators, fidelity bonding, the condominium property regime statute, public reports, project registrations, new legislation, reserves, and other condominium-related topics.

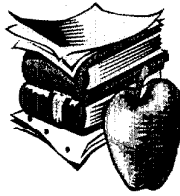
Thanks to the newspaper advertisement of the event, more walk-ins appeared than anticipated. The event was a success, and therefore, the Commission is continuing to conduct the Specialists' Office for the Day Sessions to personally service the neighbor island licensees and real estate educators for 2000.

(continued on page 5)

## Don't throw out 90-Day Calendar Included in this Issue

Phew, just passed the licensure examination! Don't forget... the Hawaii Administrative Rules §16-99-29 require applicants who pass the salesperson or broker examination to apply for the person's active or inactive license within ninety calendar days after the date of the examination; otherwise, the person shall be deemed an unsuccessful applicant and shall be subject to examination again.

To keep track of the 90-day application submission deadline, a chart is included in this issue entitled 90-day deadline for 2000. Please refer to the chart to ensure submission of a complete application within the prescribed deadline.



## Approved Education Applications

Prelicense Schools: Premier Realty 2000 Inc.  
(Prelicense Broker Curriculum) (previously approved for salesperson curriculum)

## Continuing Education Course Recertification

- "Alternative Financing for Today's Market"  
(Provider: Dower School of Real Estate).
- "How to Manage Residential Property" (Provider: Gretchen Duplanty).
- "Hot Spots in Real Estate Contracts" (Provider: Gretchen Duplanty).
- "Listing Problem Areas" (Provider: Gretchen Duplanty).
- "Representing the Foreign Client" (Provider: Gretchen Duplanty).
- "Condominium Laws and Issues" (Provider: Gretchen Duplanty).
- "Land Use and Permit Requirements-Residential Applications"  
(Provider: Dower School of Real Estate).
- "Escrow, Title & Appraisals" (Provider: Abe Lee Seminars).
- "Timeshare Real Estate - I - Introduction (Provider: Lynn W. Carlson).

## Approved Prelicense Instructors

Steven W. Gilbert (Salesperson and broker curricula)  
Kenneth D. H. Chong (Salesperson curriculum)

## Hawaii Association of REALTORS® 2000 Member Board Presidents

Hawaii Island Board of REALTORS®  
Christopher A. Brillhante, GRI  
Brilhante-Hawaii, Inc.  
1342 Kilauea Ave.  
Hilo, HI 96720-4208  
Phone: (808) 935-1121  
Fax: (808) 969-7842

Molokai Board of REALTORS®  
Stephanie Coble  
Intersource Realty, Inc.  
P.O. Box 212  
Maunaloa, HI 96770  
Phone: (808) 552-2991  
Fax: (808) 552-2991

Kona Board of REALTORS®  
M.E. Johnson  
The Prudential West Hawaii Realty  
75-5995 Kuakini Hwy., Ste P  
Kailua Kona, HI 96740  
Phone: (808) 327-3151  
Fax: (808) 327-3166

Honolulu Board of REALTORS®  
PJ Moore (Chairman of the Board)  
The Property Managers, Ltd.  
4819 Kilauea Avenue, Suite 6  
Honolulu, HI 96816-0000  
Phone: (808) 735-5551  
Fax: (808) 735-2658

Maui Board of REALTORS®  
Cathryn Y. Paxton-Hines, CRB, CRS, GRI  
Equity One Real Estate  
Old Kahului Railroad Building  
101 Kaahumanu Ave., #G  
Kahului, HI 96732-0000  
Phone: (808) 877-9077  
Fax: (808) 877-4954

Kauai Board of REALTORS®  
Lucille M. Shannon, GRI  
Lucy Shannon Realty  
6139 Kala Kea Place  
Kapaa, HI 96746-8643  
Phone: (808) 822-7477  
Fax: (808) 822-7479

(Specialists Office for the Day continued from pg. 3)

**Dates and locations for the upcoming Specialist of the Day are as follows:**

Friday, March 10, 2000  
Kona Board of REALTORS®  
75-240 Nani Kailua Dr.  
Kailua-Kona, HI

Monday, February 28, 2000  
Kauai Board of REALTORS®  
4359 Kukui Grove #103  
Lihue, HI

Friday, March 17, 2000  
Maui Board of REALTORS®  
33 Lono Ave., Ste 450  
Kahului, HI

Please arrange an appointment between 8:30 a.m. and 3:30 p.m. by calling 586-2645/6 or dial toll free from the neighbor islands: Hawaii 974-4000 ext. 6-2645 or 6-2646; Kauai 274-3141 ext. 6-2645 or 6-2646; and Maui 984-2400 ext. 6-2645 or 6-2646. You may also write to: Real Estate Commission, 250 South King Street, Room 702, Honolulu, HI 96813.

Dates, times and locations are subject to change. Please call prior to the date listed to confirm.

*Happy  
Valentine's  
Day!*



**Survey Indicates Satisfaction with Testing Experience**

Immediately following each examination, ASI routinely surveys each candidate's testing experience. The results of the survey indicate a vast majority of candidates as having a positive testing experience from July 1, 1999 through September 30, 1999.

ASI's exit survey questioned satisfaction with the testing process, and the breakdown of 330 examinees revealed: 43.03% were very satisfied, 49.70% were satisfied, 4.85% were of no opinion, 2.12% were dissatisfied, and 0.30% were very dissatisfied.

The evaluation was based on the following categories: the reservation process, test center's personnel, registration process, ease of finding the location, and conducive testing atmosphere, testing system's ease of use and operation.

State of Hawaii  
Real Estate Commission  
SCHOOL FILES

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This material can be made available for individuals with special needs. Please call Senior Real Estate Specialist at 586-2645 to submit your request.

SCHOOL FILES  
Published by the  
Hawaii Real Estate Commission  
250 South King Street, Room 702  
Honolulu, HI 96813  
(808) 586-2645

Commissioners:

- Alvin Imamura, Chair,  
Real Estate Commission
- Nora Nomura, Vice-Chair  
Real Estate Commission
- Michael Ching, Chair  
Laws & Rules Review Committee
- Iris Okawa, Vice-Chair  
Laws & Rules Review Committee
- Charles Aki, Chair,  
Education Review Committee
- John Ohama, Vice-Chair,  
Education Review Committee
- Alfredo Evangelista, Chair  
Condominium Review Committee
- Mitchell A. Imanaka, Vice-Chair,  
Condominium Review Committee
- Patricia Choi, Member  
Real Estate Commission

### 90-Day Deadline for 2000

January		February		March		April		May		June	
Test Date	90th Day	Test Date	90th Day	Test Date	90th Day	Test Date	90th Day	Test Date	90th Day	Test Date	90th Day
1/7/00	4/6/00	2/1/00	5/1/00	3/1/00	5/30/00	4/1/00	6/30/00	5/1/00	7/30/00	6/1/00	8/30/00
1/8/00	4/7/00	2/2/00	5/2/00	3/2/00	5/31/00	4/3/00	7/2/00	5/2/00	7/31/00	6/2/00	8/31/00
1/10/00	4/9/00	2/3/00	5/3/00	3/3/00	6/1/00	4/4/00	7/3/00	5/3/00	8/1/00	6/3/00	9/1/00
1/11/00	4/10/00	2/4/00	5/4/00	3/4/00	6/2/00	4/5/00	7/4/00	5/4/00	8/2/00	6/5/00	9/3/00
1/12/00	4/11/00	2/5/00	5/5/00	3/6/00	6/4/00	4/6/00	7/5/00	5/5/00	8/3/00	6/6/00	9/4/00
1/13/00	4/12/00	2/7/00	5/7/00	3/7/00	6/5/00	4/7/00	7/6/00	5/6/00	8/4/00	6/7/00	9/5/00
1/14/00	4/13/00	2/8/00	5/8/00	3/8/00	6/6/00	4/8/00	7/7/00	5/8/00	8/6/00	6/8/00	9/6/00
1/15/00	4/14/00	2/9/00	5/9/00	3/9/00	6/7/00	4/10/00	7/9/00	5/9/00	8/7/00	6/9/00	9/7/00
1/18/00	4/17/00	2/10/00	5/10/00	3/10/00	6/8/00	4/11/00	7/10/00	5/10/00	8/8/00	6/10/00	9/8/00
1/19/00	4/18/00	2/11/00	5/11/00	3/11/00	6/9/00	4/12/00	7/11/00	5/11/00	8/9/00	6/12/00	9/10/00
1/20/00	4/19/00	2/12/00	5/12/00	3/13/00	6/11/00	4/13/00	7/12/00	5/12/00	8/10/00	6/13/00	9/11/00
1/21/00	4/20/00	2/14/00	5/14/00	3/14/00	6/12/00	4/14/00	7/13/00	5/13/00	8/11/00	6/14/00	9/12/00
1/22/00	4/21/00	2/15/00	5/15/00	3/15/00	6/13/00	4/15/00	7/14/00	5/15/00	8/13/00	6/15/00	9/13/00
1/24/00	4/23/00	2/16/00	5/16/00	3/16/00	6/14/00	4/17/00	7/16/00	5/16/00	8/14/00	6/16/00	9/14/00
1/25/00	4/24/00	2/17/00	5/17/00	3/17/00	6/15/00	4/18/00	7/17/00	5/17/00	8/15/00	6/17/00	9/15/00
1/26/00	4/25/00	2/18/00	5/18/00	3/18/00	6/16/00	4/19/00	7/18/00	5/18/00	8/16/00	6/19/00	9/17/00
1/27/00	4/26/00	2/19/00	5/19/00	3/20/00	6/18/00	4/20/00	7/19/00	5/19/00	8/17/00	6/20/00	9/18/00
1/28/00	4/27/00	2/21/00	5/21/00	3/21/00	6/19/00	4/21/00	7/20/00	5/20/00	8/18/00	6/21/00	9/19/00
1/29/00	4/28/00	2/22/00	5/22/00	3/22/00	6/20/00	4/22/00	7/21/00	5/22/00	8/20/00	6/22/00	9/20/00
1/31/00	4/30/00	2/23/00	5/23/00	3/23/00	6/21/00	4/24/00	7/23/00	5/23/00	8/21/00	6/23/00	9/21/00
		2/24/00	5/24/00	3/24/00	6/22/00	4/25/00	7/24/00	5/24/00	8/22/00	6/24/00	9/22/00
		2/25/00	5/25/00	3/25/00	6/23/00	4/26/00	7/25/00	5/25/00	8/23/00	6/26/00	9/24/00
		2/26/00	5/26/00	3/27/00	6/25/00	4/27/00	7/26/00	5/26/00	8/24/00	6/27/00	9/25/00
		2/28/00	5/28/00	3/28/00	6/26/00	4/28/00	7/27/00	5/30/00	8/28/00	6/28/00	9/26/00
		2/29/00	5/29/00	3/29/00	6/27/00	4/29/00	7/28/00	5/31/00	8/29/00	6/29/00	9/27/00
				3/30/00	6/28/00					6/30/00	9/28/00
				3/31/00	6/29/00						



**REAL ESTATE COMMISSION  
MEETING SCHEDULE  
2000**

Laws & Rules Review Committee – 9:00 a.m. Education Review Committee - 10:00 a.m. Condominium Review Committee – 1:00 p.m.	Real Estate Commission 9:00 a.m.
Wednesday, January 12, 2000	Friday, January 28, 2000
Wednesday, February 9, 2000	Friday, February 25, 2000
Wednesday, March 8, 2000	Wednesday, March 24, 2000
Wednesday, April 12, 2000	Friday, April 28, 2000
Friday, May 10, 2000	Friday, May 26, 2000
Wednesday, June 14, 2000	Friday, June 30, 2000
Wednesday, July 12, 2000	Friday, July 28, 2000
Wednesday, August 9, 2000	Friday, August 25, 2000
Wednesday, September 13, 2000	Friday, September 29, 2000
Wednesday, October 11, 2000	Thursday, October 26, 2000
Wednesday, November 15, 2000	Thursday, November 30, 2000
Thursday, December 14, 2000	Friday, December 15, 2000

All meetings (unless specifically noted) will be held in the ***Kapuaiwa Room, Second Floor, HRH Princess Victoria Kamamalu Building, 1010 Richards Street, Honolulu, Hawaii***

Meeting dates, locations and times are subject to change without notice. Please call the Real Estate Commission Office, at 586-2643, to confirm the dates, times and locations of the meetings. This material can be made available for individuals with special needs. Please call the Executive Officer at 586-2643 to submit your request.



Suite 300  
 Three Bala Plaza West  
 Bala Cynwyd, PA  
 19004-3481



(610) 617-9300

2000

ASI - Non - Testing Days

January						
S	M	T	W	T	F	S
	2	③	④	⑤	⑥	⑦
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

**January**  
**1 Saturday**  
 New Year's Day - no testing  
**3 Monday**  
 New Year's - no testing

**December**  
**25 Monday**  
 Christmas - no testing  
**30 Saturday**  
 New Years - no testing

July						
S	M	T	W	T	F	S
	2	③	④	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

February						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29				

**4 Tuesday**  
 no testing - Y2K buffer

**5 Wednesday**  
 no testing - Y2K buffer

**6 Thursday**  
 no testing - Y2K buffer

**17 Monday**  
 Martin Luther King, Jr. - no testing

August						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

March						
S	M	T	W	T	F	S
		1	2	3	4	
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

**May**  
**27 Saturday**  
 Memorial Day - no testing

**29 Monday**  
 Memorial Day - no testing

September						
S	M	T	W	T	F	S
				1	②	
3	④	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

April						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

**July**  
**3 Monday**  
 Independence Day - no testing

**4 Tuesday**  
 Independence Day - no testing

**September**  
**2 Saturday**  
 Labor Day - no testing

October						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

May						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	⑲	30	31		

**4 Monday**  
 Labor Day - no testing

**November**  
**23 Thursday**  
 Thanksgiving - no testing

**24 Friday**  
 Thanksgiving - no testing

**25 Saturday**  
 Thanksgiving - no testing

November						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	⑲	⑳	㉑
26	27	28	29	30		

June						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

**December**  
**23 Saturday**  
 Christmas - no testing

December						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	⑲	㉑	26	27	28	29
30	31					

Printed by Test Center Operations on 10/13/99

Suite 300  
Three Bala Plaza West  
Bala Cynwyd, PA  
19004-3481



(610) 617-9300

## 2000 HOLIDAY SCHEDULE

NEW YEAR BREAK	MONDAY, JANUARY 3
MARTIN LUTHER KING JR. DAY	MONDAY, JANUARY 17
MEMORIAL DAY	MONDAY, MAY 29
INDEPENDENCE DAY	MONDAY, JULY 3
INDEPENDENCE DAY OBSERVED	TUESDAY, JULY 4
LABOR DAY	MONDAY, SEPTEMBER 4
THANKSGIVING DAY	THURSDAY, NOVEMBER 23
DAY AFTER THANKSGIVING	FRIDAY, NOVEMBER 24
CHRISTMAS BREAK	MONDAY, DECEMBER 25