

School Files

Hawaii Real Estate Commission

October 2003

<http://www.hawaii.gov/hirec>

EDUCATION EVALUATION TASK FORCE OFF TO A GREAT START

The first meeting of the Commission's Education Evaluation Task Force (EETF) was held on Thursday, September 18, 2003, and attended by members who represent many facets of the real estate industry. The Chair of the EETF is Commissioner Trudy Nishihara, who joined the Commission in July of this year. Trudy is also the vice-chair of the Commission's Education Review Committee.

Topics for a real estate seminar in 2004 and possible continuing education credited seminar were discussed and included agency, disclosures, contract writing, good business practices, condominium laws, multiple offers, ethics, client liability, and career planning in real estate. Ideas for a seminar directed towards all licensees without attaching continuing education credit for attendance included case law reviews, disciplinary cases prosecuted by the Regulated Industries Complaints Office (RICO), case studies involving areas related to the real estate industry such as surveyors, contractors, pest control companies, and federal laws that impact real estate like the "do not call" registry, mechanic's liens etc.

The EETF also discussed an Instructors Development Workshop (IDW) for 2004. Comments included making more IDWs available, having consistent interactive teaching workshops, providing alternative delivery of the workshops, increasing the IDW requirement to improve teaching standards, and increasing the budget so standards may be raised. Concerns raised included the requirements for pre-license instructors not being consistent with the equivalency and requirements for out-of-state licensees who wish to obtain a Hawaii broker's license. Currently, prelicense instructors must meet the broker experience requirements to become a certified Hawaii prelicense instructor.

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The requirements for continuing education for license renewal, reactivation, and restoration were also discussed. There appeared to be general agreement that the current requirement of 10 CE hours for license renewal needs to be increased. There also appeared to be general agreement to expand the choices for obtaining CE credit to include national courses and professional designation courses. Further discussion will follow regarding specific recommendations for license reactivation and license restoration.

Janice Lind, who is working with Wayne Richardson III of RE3 LLC, Real Estate Services, the Commission's consultant to update and revise the broker's curriculum, gave a short presentation on the project. Based on preliminary evaluation, the current broker's curriculum of 46 hours may be increased dramatically to 75 hours, and include post-licensing courses in specialty categories such as CCIM, IREM, time share, property management, and how to manage a brokerage. Ms. Lind and Mr. Richardson will be working with the EETF's ad hoc committee for the broker's curriculum.

Currently in the works is the finalization of the contract to hire ProSchools, Inc. as the consultant to develop the Commission's 2004 mandatory core course. Once this is completed, ProSchools, Inc. will be working with the EETF's ad hoc committee for the core course to get direction and feedback on the core course content. An alternative delivery method for the core course (i.e. on-line) is part of the requirements for this project. When available on-line, the core course will be easily accessible for those licensees in locations where courses are not plentiful, and will assist those licensees who wish to reactivate or restore their license.

The EETF will be addressing many important issues in the 2003-2004 biennium, and in the biennium following. Recommendations will be submitted to the Commission for final decision. As always, if you have any comments or ideas, please submit them to the Commission at hirec@dcca.hawaii.gov.

DCCA MOVING TO NEW HOME



The Department of Commerce and Consumer Affairs (DCCA) will move into a new home the week of November 24, 2003. To accommodate the move to the newly named King Kalakaua Building at 335 Merchant Street (the "post office building"), the Professional and Vocational Licensing Division, which includes the Real Estate Branch, will be closed November 24, 25, and 26, 2003. We will reopen for normal business 7:45 a.m., Friday, November 28, 2003. (DCCA will be closed on Thanksgiving, Thursday, November 27, 2003).

The Real Estate Branch will be located on the third floor of the King Kalakaua Building, in room 333. Our telephone number will remain as (808) 586-2643 and our new address will be: 335 Merchant Street, Room 333, Honolulu, HI 96813.

NEW BROKER'S CURRICULUM

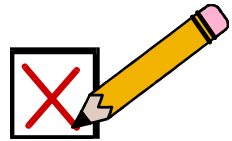
Wayne Richardson III, president and principal broker of RE3 LLC, Real Estate Services, and his associate, Janice Lind, were selected at the June 27, 2003, Real Estate Commission monthly meeting as the consultant to revise and update the 20+ year old broker's curriculum. They are currently in the middle of this important project and submitted an initial report at the Commission's Education Review Committee meeting held on Kauai on September 10, 2003.



It already looks like there may be an increase in the amount of hours required for broker's prelicense education. The current required 46 hours is just one more hour than the 45 hours required of the salesperson's prelicense curriculum. The end result of the broker's curriculum revision may almost double the amount of required prelicense hours, plus include post-licensing requirements. One idea put forth is the requirement of post-license continuing education courses in management for license renewal for brokers; or a broker's office management "course" may be added to the broker's curriculum as a separate module.

To provide a perspective of where Hawaii sits in the national picture, we occupy the bottom 27% for number of prelicense education hours required for salespersons and brokers. Hawaii's continuing education requirement of only 10 hours every biennium puts us in the bottom 21%. At the other end of the spectrum is California, where salespersons are required to amass 135 hours of prelicense education, and brokers must accumulate an additional 225 hours and have 2 years of salesperson experience.

COURSE AND INSTRUCTOR EVALUATION



At its monthly Education Review Committee (ERC) meeting held on October 8, 2003, the ERC agreed to initiate a real estate course and instructor evaluation system as soon as possible. Subject to approval by the full Commission at its monthly meeting on October 31, 2003, the course and instructor evaluation system will include a prescribed evaluation form, a schedule of monitors who will attend and evaluate the course and instructor, and submit the written evaluation to the Commission. Monitors may include Real Estate Branch staff, Education and Evaluation Task Force members, Commissioners, and others.

The evaluation form is being finalized and will be ready shortly. The initial selection of courses to be evaluated will include the continuing education provider core courses. We are fortunate to have eight continuing education provider-developed core courses that licensees may choose from. In addition to these already approved core courses is the Commission's core course which is steadily wending its way through the procedures necessary for final contract acceptance. The Commission is targeting February 2004 for the unveiling of its core course.

The evaluation procedures will include a notification letter to the provider or school that a monitor will attend a specific session for purposes of evaluation and monitoring. The monitor will be identified. The monitor will evaluate the instructor and the course and submit the evaluation to the Commission. The Commission will review all evaluations and will contact the provider or school and provide feedback.

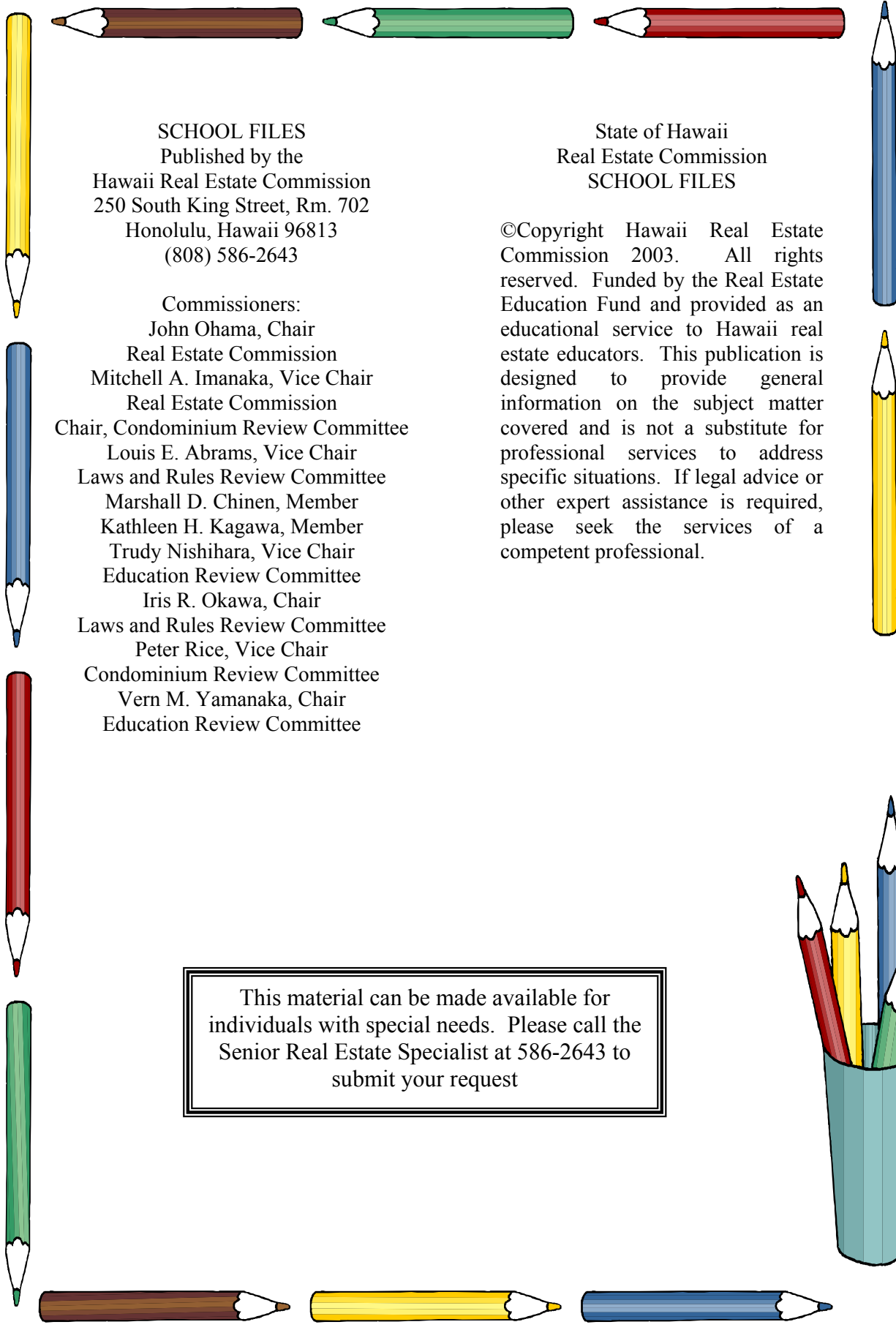
ANNOUNCEMENTS



Ryan Yamashiro will be joining the Real Estate Branch on November 3, 2003, as a Real Estate Specialist. Ryan comes to the Real Estate Branch from the Regulated Industries Complaints Office (RICO) where he was a supervising investigator with RICO's Consumer Resource Center. Please welcome Ryan aboard!

Alan Taniguchi, Executive Officer, will be leaving the Real Estate Branch to become the full-time Executive Officer for the Boxing Commission, in addition to other responsibilities as an executive officer for the Professional and Vocational Licensing Division. The transition will begin shortly. Alan has been with the Real Estate Branch for the past three years. Which licensees are easier to handle, real estate or boxing? Only Alan will be able to answer that, but give him a few months to make this determination.

Due to the move, the Real Estate Commission meeting scheduled for Wednesday, November 26, 2003, is rescheduled to Monday, December 1, 2003, 1:00 p.m. The meeting will be held at the King Kalakaua Building, 335 Merchant Street, first floor, Queen Liliuokalani Conference Room. Please check the web site, www.hawaii.gov/hirec, for updates on future meetings.



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This material can be made available for individuals with special needs. Please call the Senior Real Estate Specialist at 586-2643 to submit your request

