

LOIS KADOSH: PUBLICATIONS

COURSES APPROVED FOR CONTINUING EDUCATION CREDIT BY THE CALIFORNIA DEPARTMENT OF REAL ESTATE

Energy: Another Negotiating Tool, written for GeoPraxis, Inc. Funded by California ratepayers under the auspices of the California Public Utilities Commission - 2004 to 2006 (1 hour).

Real Estate Ethics, based on the National Association of REALTORS® course, *The Code Of Ethics: Your Promise Of Professionalism*. Adapted for California to meet the mandatory *Ethics* course requirements for licensure renewal as well as those for NAR membership. Sponsored by the California Real Estate Educators' Association – 2001 to 2003 (3 hours).

Work Smart Real Estate, written for **HANDS-ON REAL ESTATE** -1998 to 2000(3 hours).

Agency Relationships And Duties, published by the California Community Colleges Chancellor's Office in 1994, including subsequent revisions (3 hours). Meets *Agency* course requirements of Business and Professions Code Section 10170.5 (a).

Ethics and The Real Estate Professional, written for **Lois Kadosh Seminars** under a grant provided by the West Contra Costa Association of REALTORS® - 1991 to 1993 (3 hours). Meets *Ethics* course requirements of Business and Professions Code Section 10170.5 (a).

Ethics, published by the California Community Colleges Chancellor's Office in 1987, including subsequent revisions until June 2001(3 hours). Meets *Ethics* course requirements of Business and Professions Code Section 10170.5 (a).

Let's Talk Escrow, published by Land Title Company – 1989 to 1991 (3 hours).

The ABC'S of Business Opportunities, published by the California Association of REALTORS® - 1988 to 1990 (3 hours).

Introduction To Business Opportunities, published by the California Community Colleges Chancellor's Office in 1986, including subsequent revisions (6 hours).

BOOKS & OTHER PUBLICATIONS

Revision author of the California Real Estate Practice Instructor and Student Study Guides, published in 2002, 2010 and 2016 by the California Community Colleges Chancellor's Office.

"Ethics." In McGraw-Hill Real Estate Handbook, 2nd ed., pp. 121-141. Edited by Robert Irwin. New York: McGraw-Hill, 1993.

Wrote exercises and test questions for Study Guide For Illinois Continuing Education For Salespersons & Brokers, published by Real Estate Education Company in 1993.

Co-author. California Real Estate Escrow. Chicago: Real Estate Education Company, 1988.

Developed all sample contracts and case studies for the California Real Estate Practice In-

structor's Guide, published by the California Community Colleges Chancellor's Office, 1986.

ARTICLES

"The Real Estate Professional: Understanding Some of The Risks." On the California Community Colleges Real Estate Education website, in www.Experts.com (2018) and in CLA Real Property Law Section August 2018 eNews

"The Paperless Real Estate Transaction: Understanding the Risks." In www.Experts.com (2012), in CEA NEWS, a publication of the California Escrow Association, Volume 48, No.1, Jan/Feb/Mar 2016.

"Practicing Full Disclosure." In the Southern Alameda County Chapter of Women's Council of REALTORS® Newsletter (October, 2011) and www.Experts.com

"Ethics Is Good Business." In the Southern Alameda County Chapter of Women's Council of REALTORS® Newsletter (August, 2011) and www.Experts.com

"Setting The Standards For Professionalism In Real Estate." In Newswire. (February, 1993): pp. 1, 5. San Francisco: Women In Real Estate.

"Integrating Ethics Into The Curriculum." In REEAction. (March/April, 1992): pp. 3, 7. Chicago: Real Estate Education Association.

"Co-existing With Agency." In California Real Estate Update. Vol. 1 (Spring, 1990): pp. 1, 4. Chicago: Real Estate Education Company.

"Community College Continuing Education Course on 'Ethics' Is Revised." In The Infomer. Vol. 14 (October 1990): pp. 7-8. Modesto: California Community Colleges Real Estate Endowment Fund.

"Community College Instructor And Student Guides: Looking Towards The Future." In The Infomer. Vol. 12 (April 1989): pp. 7-8. Modesto: California Community Colleges Real Estate Endowment Fund.

"Reflections From Teaching Technique Workshops On Real Estate Principles." In The Infomer. Vol. 13 (September 1989): pp. 7-8. Modesto: California Community Colleges Real Estate Endowment Fund.