

# LOIS KADOSH: PUBLICATIONS

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

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*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 1990, 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**

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

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

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

## **ARTICLES**

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"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 REEAAction. (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.