



U. S. DEPARTMENT OF VETERANS AFFAIRS
Regional Office, Fort Snelling
1 Federal Drive
St. Paul, MN 55111-4050

February 14, 2000

REGIONAL LOAN CENTER MEMORANDUM NO. 00-06

TO: ALL LENDERS

SUBJ: 2000 VA TRAINING BROADCASTS FOR LENDERS AND REAL ESTATE SALES PERSONNEL

PURPOSE

To announce the schedule for the 2000 training broadcasts for lenders and real estate sales personnel.

BACKGROUND

VA Loan Guaranty Service has scheduled four interactive televised training broadcasts for employees of **lenders** during 2000, and one broadcast for **real estate sales personnel**. These free broadcasts may be viewed at any VA Regional Office or Regional Loan Center. Since these seminars are interactive, all attendees will have the opportunity to ask questions.

STUDENT MATERIALS

Student handout materials for each broadcast will be available for download from Loan Guaranty's web page one week before each broadcast. Students who plan to attend a broadcast should download these materials and bring them to the broadcast, as they will not be distributed at the broadcast site. The web address is www.vba.va.gov/bln/loan/train.htm.

SCHEDULE AND CONTENT OF BROADCASTS

March 10, 2000 (11:00 a.m. to 1:00 p.m. Central Time)
Overview of the VA Lender Appraisal Processing Program (LAPP)

This broadcast will be of interest to all LAPP Staff Appraisal Reviewers (SARs) and others involved in the process of appraising for VA home loans. It will not substitute for the required LAPP certification training. Subject areas will include:

- Administrative issues
- Property eligibility
- Appraisal underwriting
- Reconsiderations of value
- Waivers
- Oversight
- Most common deficiencies.

May 17, 2000 (11:00 a.m. to 1:00 p.m. Central Time)
VA Home Loans for Real Estate Sales Personnel

This broadcast will provide an overview of the VA home loan program for real estate professionals. Participants will receive information on:

- Advantages of the VA home loan program for certain homebuyers
- How to offer the program to clients
- Clarification of many myths that surround VA home loans.

July 19, 2000 (11:00 a.m. to 1:00 p.m. Central Time)
Underwriting VA Home Loans

This broadcast will review the VA Credit Standards and underwriting requirements for VA home loans. Topics will include:

- What's new on the VA web site
- Loan Types
- Automated underwriting
- Underwriting issues
- Case scenarios
- Frequently asked questions.

August 9, 2000 (11:00 a.m. to 1:00 p.m. Central Time)
VA Home Loans for Closers and Shippers

This broadcast will provide information on how to close a VA guaranteed loan and ensure prompt issuance by VA of the Loan Guaranty Certificate. Attend this session and get accurate Loan Guaranty Certificates - fast!

The presentation will include (but is not limited to) the following:

- Explanation of VA Lender ID Numbers and VA Loan Numbers
- VA's Regional Loan Centers vs. Regional Offices
- Allowable and unallowable fees
- Calculation and submission of the VA Funding Fee
- Closing documents required and how to complete them
- Requesting the Loan Guaranty Certificate under VA's simple "Modified Guaranty Submission Procedure."

November 14, 2000 (11:00 a.m. to 1:00 p.m. Central Time)
VA Home Loans for Lender Agents, Brokers, and Originators

This broadcast will include the following topics:

- Lender/agent relationship
- Veteran's eligibility
- The loan application process
- Appraisals
- Underwriting issues such as income and credit.

RESERVATION INSTRUCTIONS

We will begin accepting reservations by telephone and e-mail at 8:00 a.m. Central Time two weeks prior to each broadcast. The number to call is **(612) 970-5549** and the e-mail address is **RLCTT@vba.va.gov**. When you call or e-mail, please identify yourself, the name of your employer, your telephone number including area code, how many participants you want to reserve space for, and at which regional office. The St. Paul Regional Loan Center will take reservations for the following Regional Offices:

St. Paul Regional Office
One Federal Drive, Ft. Snelling
Room 298
St. Paul, MN 55111-4050

Des Moines Regional Office
210 Walnut Street
Room 1023
Des Moines, IA 50309-9825

Fargo Regional Office
2101 Elm Street
Room 106
Fargo, ND 58102-2417

Sioux Falls Regional Office
2501 West 22nd Street
Room 107
Sioux Falls, SD 57117-5046

Milwaukee Regional Office
5000 W. National, Bldg. 6
Room D205
Milwaukee, WI 53295-0006

Chicago Regional Office
536 S. Clark Street
Room 480
Chicago, IL 60605-1523

Lincoln Regional Office
5631 S. 48th Street
Room 252
Lincoln, NE 68516-4198

St. Louis Regional Office
400 South 18th Street
Training Rooms C & D, 4th Floor
St. Louis, MO 63103-2676

Wichita Medical Center & Regional Office
5500 East Kellogg
Director's Conference Room
Wichita, KS 67218

We will do our best to reserve space for the number and location you request, but don't delay because we expect the available space to fill up fast.

If you are unable to attend any session, video tapes of all broadcasts may be purchased for \$34.95 each from Multi Video Services by calling (800) 800-DUBS (3827).

/s/D. F. MUNRO
D. F. MUNRO
Loan Guaranty Officer