



DEPARTMENT OF VETERANS AFFAIRS
Regional Office
1240 East Ninth Street
Cleveland OH 44199

April 18, 2000

In Reply Refer To: 325/26
Information Letter 26-00-13

TO: All Real Estate Sales Brokers Doing Business in Delaware, Indiana, Michigan, New Jersey, Ohio, and Pennsylvania

SUBJ: May 17, 2000 Training Broadcast for Real Estate Sales Personnel

1. **PURPOSE.** To announce the upcoming May 17, 2000 broadcast for real estate sales personnel. This will be an excellent opportunity to gain insight into how to expand your customer base and income potential.
2. **BACKGROUND.** VA Loan Guaranty Service has scheduled an interactive televised training broadcast for **real estate sales personnel**. This broadcast is designed exclusively for those real estate sales professionals who have been retained to assist veteran buyers and sellers in understanding how to make the most of their VA home loan entitlement. These free broadcasts may be viewed at any VA Regional Office or Regional Loan Center. Attendees should make reservations by calling the contact person at the most convenient office. At that time, attendees will be given the room number where the broadcast may be viewed. Since these seminars are interactive, all attendees will have the opportunity to ask questions.
3. **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 <http://homeloans.va.gov/broadcast.htm>.

4. **SCHEDULE AND CONTENT OF BROADCAST**

May 17, 2000 (12:00 noon to 2:00 p.m. Eastern Time) VA Home Loans for Real Estate Sales Personnel. This broadcast will provide an overview of the VA guaranteed home loan program for real estate professionals. Discussion in this program **will not** involve information related to Property Management sales brokers. 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.

- Discussion of the Compromise Sale program for borrowers in default of their existing VA home loan

5. List of Broadcast Locations in or near Delaware, Indiana, Michigan, New Jersey, Ohio, and Pennsylvania.

VA Regional Office

<u>Address</u>	<u>Contact Name</u>	<u>Phone Number</u>
VA Regional Office 1240 E. 9 th Street Cleveland, OH 44199	Paulette Mack	(216) 522-3614
VA Regional Office 575 N. Pennsylvania St. Indianapolis, IN 46204	Wardah Bakr	(317) 226-7811
Philadelphia Regional Office & Insurance Center 5000 Wissahickon Ave. Philadelphia, PA 19144	Carole Harlow	(215) 842-2000, Extension 4590
VA Regional Office 477 Michigan Ave. Detroit, MI 48226	Carol Queen	(313) 226 4225.
VA Regional Office 20 Washington Pl. Newark NJ 07102	Linda Tolentino	(973) 645-3404
VA Regional Office Moorhead Federal Office Building 1000 Liberty Avenue Pittsburgh PA 15222	Maureen Bolden	(412) 395-6985

6. Your interest and participation in our program is greatly appreciated.

/s/

JAMES L. BRUBAKER, JR.
Loan Guaranty Officer