



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

February 3, 2003

In Reply Refer To: 325/261
Information Letter 26-03-06

**TO: ALL VA LENDERS, LAPP SARS AND REAL ESTATE SALES
BROKERS DOING BUSINESS IN DELAWARE, INDIANA, MICHIGAN,
NEW JERSEY, OHIO AND PENNSYLVANIA**

SUBJ: 2003 VA TRAINING BROADCASTS FOR PROGRAM PARTICIPANTS

1. **PURPOSE.** To announce the schedule for the 2003 interactive satellite training broadcasts for lenders and real estate sales personnel. These broadcasts are intended to supplement, but not replace, the training provided on the local level by all stations.
2. **BACKGROUND.** VA Loan Guaranty Service has scheduled five interactive televised training broadcasts for employees of lenders during 2003, and one broadcast for real estate sales personnel. These free broadcasts may be viewed at any VA Regional Office or Regional Loan Center (RLC), but simple advance reservations are necessary to ensure the broadcast will be available at the location of your choosing.
3. **RESERVATIONS FOR VIEWING.** Attendees located in the states of DELAWARE, INDIANA, MICHIGAN, NEW JERSEY, OHIO AND PENNSYLVANIA can make reservations for viewing the broadcasts at one of the locations listed below. To make reservations, you may send an e-mail to vahomesite@vba.va.gov. Include your name, number of attendees, broadcast title and date, and your intended viewing site. You may also call the Cleveland Regional Loan Center at 1-800-729-5772, option 1, then option 0 to make reservations or for more information about these broadcasts.

**PLEASE NOTE THAT SATELLITE TRAINING AT THE LOCATIONS LISTED IN THIS
RELEASE REQUIRES ADVANCE REGISTRATION. IF THERE HAS BEEN NO PRE-
REGISTRATION FOR A PARTICULAR SITE AT LEAST 48 HOURS PRIOR TO A BROADCAST,
THE BROADCAST WILL NOT BE TELEVISED AT THAT SITE.**

For those who have fast Internet connections and no firewall problems, these broadcasts will also be available in "streaming video" format over the Internet. For details regarding this viewing option, please watch for announcements on Loan Guaranty's website, www.homeloans.va.gov/L&S.htm. Since these seminars are interactive, all attendees/viewers will have the opportunity to ask questions.

4. **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. The web address is www.homeloans.va.gov/train.htm.

5. **SCHEDULE AND CONTENT OF BROADCASTS**

Refinancing VA Home Loans - February 12, 2003 (12:00 noon – 2:00 p.m. Eastern Time).

With interest rates at their lowest levels in 40 years, the activity in refinancing is at an all time high!

Topics will include:

- Interest Rate Reduction Refinance Loans (IRRRLs)
- Cash-out Loans
- Construction-Permanent Home Loans

Basic Processing and Originating VA Home Loans - March 12, 2003 (12:00 noon – 2:00 p.m. Eastern Time). Want to improve your market share? Learn how you can do just that by speeding up your ability to explain and process VA mortgage loans. Topics to be covered include:

- Basics of Eligibility: What is Eligibility? Who's Eligible? How do I find out? What Can a VA Loan be used for?
- Pre-Qualification Basics: Credit & Income; Common Scenarios and Frequently Asked Questions.
- Fees and Charges: What's allowable and what is not.
- Property and the VA Appraisal: What is the purpose of the VA appraisal? What types of properties can be purchased?

Post-Closing & Quality - April 23, 2003 (12:00 noon - 2:00 p.m. Eastern Time). Attend this broadcast and *save your company time and money*:

- Obtain *accurate* Loan Guaranty certificates *quickly*
- *Eliminate* the need for *status requests*
- Take the *anxiety* out of *Post Audits*

Credit Underwriting for VA Home Loans - May 14, 2003 (12:00 noon – 2:00 p.m. Eastern Time). It's *approved!* Tips and hints on mastering VA Credit Standards to arrive at well supported underwriting decisions quickly and efficiently.

- Problem credit cases
- Self employment
- Trailing spouses
- Grossing up
- Many other issues

Underwriting Appraisals for Staff Appraisal Reviewers - July 16, 2003 (12:00 noon – 2:00 p.m. Eastern Time). This broadcast is for anyone who orders, processes, or reviews VA Appraisals.

What's New?

- Property Eligibility
- Minimum Property Requirements
- Proposed Construction
- Appraisal Review Guidelines
- Common Problems and Concerns

The VA Home Loan Program for Real Estate Professionals - September 17, 2003 (12:00 noon – 2:00 p.m. Eastern Time). Thousands of real estate professionals are making money participating in VA's Home Loan Program. Attend this session and find out how you can too.

- Increase your pool of potential customers.
- VA loans are fast & easy to process!
- Help America's vets obtain the dream of home ownership.

6. LIST OF BROADCAST LOCATIONS IN OR NEAR DELAWARE, INDIANA, MICHIGAN, NEW JERSEY, OHIO, AND PENNSYLVANIA.

VA Regional Office
1240 E. 9th Street
Cleveland, OH 44199

VA Regional Office
575 N. Pennsylvania St.
Indianapolis, IN 46204

VA Regional Office
477 Michigan Ave.
Detroit, MI 48226

Philadelphia Regional
Office & Insurance Center
5000 Wissahickon Ave.
Philadelphia, PA 19144

VA Regional Office
20 Washington Pl.
Newark NJ 07102

VA Regional Office
Moorhead Federal
Office Building
1000 Liberty Avenue
Pittsburgh PA 15222

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

/s/

JAMES L. BRUBAKER, JR.
Loan Guaranty Officer