



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

November 19, 2004

In Reply Refer To: 325/261
Information Letter 26-04-18

**TO: ALL VA PROGRAM PARTICIPANTS DOING BUSINESS IN OHIO,
DELAWARE, INDIANA, MICHIGAN, NEW JERSEY AND PENNSYLVANIA**

SUBJ: 2005 VA TRAINING BROADCASTS FOR PROGRAM PARTICIPANTS

1. **PURPOSE:** To announce the schedule for the 2005 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 2005, and one broadcast primarily for real estate sales personnel. These free broadcasts may be viewed at most VA Regional Offices or at any Regional Loan Center (RLC), but simple advance reservations are necessary to ensure the broadcast will be available at the location of your choosing. For those with a fast Internet connection and no firewall problems, these broadcasts are also available in "streaming video" format over the Internet. Details regarding this viewing option are available on Loan Guaranty's website, www.homeloans.va.gov/lc.htm. These seminars are interactive, so attendees/viewers will have the opportunity to ask questions.

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, WE CANNOT GUARANTY THAT THE BROADCAST WILL BE AVAILABLE FOR VIEWING AT THAT SITE.

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 planning 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:

Lender Appraisal Processing Program (LAPP) and the NEW Staff Appraisal Reviewer Web Based Training Course - February 9, 2005 (12:00 noon – 2:00 p.m. Eastern Time). This broadcast is for anyone who orders, processes, or reviews VA Appraisals.

Proposed versus new construction

Common errors and misconceptions

HUD Approved projects and Home Owners Associations

Manufactured housing

New Staff Appraisal Reviewer (SAR) computer based training module

Closing the Loan Package - March 16, 2005 (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 *being Audited*

Processing the Loan Package - April 13, 2005 (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 a VA appraisal? What types of properties can be purchased?

Loan Related Issues for Active Duty Personnel - May 11, 2005 (12:00 noon – 2:00 p.m. Eastern Time). The current world situation has caused more Reservists and National Guard Members to be called to active duty, and more troops to be deployed. Topics will include:

Eligibility

VA's Funding Fee

Income issues

Occupancy

Powers of Attorney and Alive & Well Certifications

Credit Underwriting Panel Discussion – June 22, 2005 (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. Presenters will include VA staff as well as lenders, covering:

Problem credit cases

Self employment

Grossing up

Many other issues

Real Estate Professional Outreach – September 21, 2005 (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