



**DEPARTMENT OF VETERANS AFFAIRS**  
**Regional Office**  
**210 Franklin Road S.W.**  
**Roanoke, VA 24011**

January 21, 2005

**LOAN GUARANTY INFORMATION LETTER #26-05-01**

TO: ALL LENDERS and FEE APPRAISERS

SUBJ: 2005 VA TELEVISED TRAINING BROADCAST FOR LENDERS AND REAL ESTATE PROFESSIONALS

**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.

**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 any VA Regional Loan Center (RLC) or most VA Regional Offices. Attendees can make reservations by calling the contact person at the most convenient regional office or RLC (and learn where the broadcast can be viewed). 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/ls.htm](http://www.homeloans.va.gov/ls.htm). These seminars are interactive, so attendees/viewers 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 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](http://www.homeloans.va.gov/train.htm).

**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

**CONTACT INFORMATION**

Attendees can make reservations to view the broadcast at the Roanoke Regional Loan Center or Regional Office of choice by contacting one of the following individuals:

Roanoke Regional Loan Center/Washington DC Regional Office – 800-933-5499, Carolyn Shovely ext 3158, Del Ryan ext 3152 or Jeanne Cooley ext 3145

Baltimore Regional Office- James Jenkins- 410-230-4560 ext 2022

Huntington Regional Office- Hugh Alley- 304-399-9251

Louisville Regional Office- Debby Epperson- 502-582-5876 ext 206

Tidewater Virginia Area- Don Nunnally-757-441-6762 ext 20

**Reminder:** The Roanoke Regional Loan Center has a web site. Our URL is: <http://www.vba-roanoke.com>. This information letter is available as a down load from our web site.

Sincerely,

/s/

DAVID J. DAVIS  
Loan Guaranty Officer