

**2005 VA TELEVISED TRAINING BROADCASTS
FOR LENDERS AND REAL ESTATE SALES PERSONNEL**

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 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/lis.htm. These seminars are interactive, so attendees/viewers 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 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.

4. **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*

LOCAL REPRODUCTION AUTHORIZED

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

5. **ACTION**

a. RLCs are requested to reproduce paragraphs 2, 3 and 4 of this circular for distribution to all participating lenders, Lender Appraisal Processing Program (LAPP) SARs, real estate sales personnel and fee appraisers. You should add a contact name and phone number for reservations in paragraph 2. Copies of these releases need not be submitted to Central Office. Stations are encouraged to publicize these broadcasts in any additional ways suitable.

b. Some stations have found that real estate sales personnel are more likely to attend their training broadcast (September 21, 2005) if they are offered continuing education units (CEUs) at no cost. Stations are therefore encouraged to seek authorization for CEUs from local licensing boards for the September 21 broadcast, and to publicize this aggressively with real estate sales personnel within their area of jurisdiction.

c. All stations are asked to make a concerted effort to have a representative of Loan Guaranty present during each broadcast to facilitate discussion and answer questions. When students register they should be reminded to download the handout materials from the Loan Guaranty website to save having the station provide them at each broadcast.

d. A Certificate of Completion for each broadcast will be forwarded by e-mail to each office prior to the broadcast. Many stations have found that these are appreciated by the participants.

6. **RESCISSION**: This circular is rescinded January 1, 2006.

By Direction of the Under Secretary for Benefits

Keith Pedigo
Director, Loan Guaranty Service

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