



U.S. DEPARTMENT OF VETERANS AFFAIRS
Regional Office, Fort Snelling
1 Federal Drive
St. Paul, MN 55111-4050
www.vba.va.gov/rostpaul.htm

November 29,

2004

REGIONAL LOAN CENTER MEMORANDUM NO. 04-14

To: Lenders, Fee Appraisers, and Real Estate Personnel

SUBJ: 2005 VA Televised Training Broadcasts For Lenders, Real Estate Sales Personnel and Fee Appraisers

**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/lc.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. SCHEDULES AND CONTENT OF BROADCASTS

**Lender Appraisal Processing Program (LAPP) and the
NEW Staff Appraisal Reviewer Web Based Training Course
February 9, 2005 (11:00 a.m. – 1:00 p.m. Central Time)**

This broadcast is for anyone who orders, processes, or reviews VA Appraisals. Topics will include:

- ❖ 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 (11:00 a.m. – 1:00 p.m. Central 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 (11:00 a.m. – 1:00 p.m. Central 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 (11:00 a.m. – 1:00 p.m. Central 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 (11:00 a.m. – 1:00 p.m. Central 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 (11:00 a.m. – 1:00 p.m. Central 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. RESERVATION INSTRUCTIONS

We will begin accepting reservations by telephone and e-mail at 8:00 a.m. Central Time two weeks prior to each broadcast. The number to call is **(612) 970-5549** and the e-mail address is **RLCTT@vba.va.gov**. When you call or e-mail, please identify yourself, the name of your employer, your telephone number including area code, how many participants you want to reserve space for, and at which regional office. The St. Paul Regional Loan Center will take reservations for the following Regional Offices:

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VA Regional Office
One Federal Drive, Ft. Snelling
Room 136
St. Paul, MN 55111-4050

VA Regional Office
210 Walnut Street
Room 1023
Des Moines, IA 50309-9825

Fargo Medical and Regional Office Center
2101 Elm Street
Room 106
Fargo, ND 58102-2417

VA Medical and Regional Office Center
2501 West 2nd Street
Room 107
Sioux Falls, SD 57117-5046

VA Regional Office
2122 W. Taylor Street
Chicago, IL 60612

VA Regional Office
5500 East Kellogg
Director's Conference Room
Wichita, KS 67218

VA Regional Office
5631 S. 48th Street
Room 144
Lincoln, NE 68516-4198

VA Regional Office
400 South 18th Street
Training Rooms C & D, 4th Floor
St. Louis, MO 63103-2676

VA Regional Office
5400 West National Avenue
Room 301B
Milwaukee, WI 53214

If you plan to view the broadcast via the “streaming video” format, it isn’t necessary to contact our office for a reservation.

We will do our best to reserve space for the number and location you request.

Since the broadcasts will run during the lunch hour, you may want to bring along a bag lunch. Also, please be aware you will be responsible for parking expenses if applicable to your location.

/s/D. F. MUNRO
D. F. MUNRO
Loan Guaranty Officer