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*Introduction*

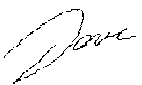
In today’s world, knowledge can spell the difference between success and failure. With professional competition crowding the mortgage market via the Internet, from mega-conglomerates and through real estate and builder owned companies—today’s mortgage originator cannot afford to waste time or the opportunity to ignore a large segment of the market place.

The *Complete FHA & VA Originations Guide* is more than a compilation of rules and forms. It is a complete compilation of guidelines, forms, formulas AND marketing strategies and materials. What good is the knowledge of government programs if you do not know where to go to find the loans? What good is the knowledge of where to go if you do not have letters to help produce response? The complete originations guide will help you understand ***AND*** act. This is the goal of this publication.

The printed guide is accompanied by government documents on a diskette—recent Mortgagee Letters, The New FHA 4000.1 Handbook, VA Lenders Handbook and more. Keep in mind that these guides and the forms they contain change constantly. A true student of the industry keeps up with changes consistently so that they can stay ahead of the curve. People like to do business with experts—not with sales people.

Adding FHA and VA expertise to your product line opens up a whole new world for your success. From low-to-moderate income borrowers to streamline refinances, these are truly powerful tools. Learn and use this knowledge not only to become more successful. Use these tools to help bring the dream of homeownership to immigrants and those citizens who will really appreciate the blessing we have in America.

Good luck!



Dave Hershman

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