

# THE COMPLETE FHA & VA ORIGINATIONS GUIDE

THE  
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GROUP

Finance ♦ Education ♦ Consulting

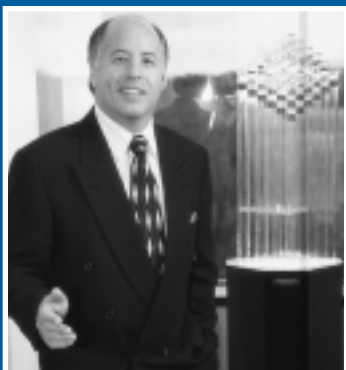


# Be an Important Part of Government Programs That Have Helped Bring The American Dream HOME For Millions of Prospective Home Buyers

In today's competitive market place can you afford to continue to ignore the most lucrative mortgage programs available to mortgage originators across the nation?

## *The Advantages of FHA Programs—*

- ✓ Low cash required—three percent total (none for VA).
  - ✓ Low closing costs—all mortgage insurance can be financed.
  - ✓ No cash reserves required.
  - ✓ Larger seller contributions—up to 6.0% with minimum down.
  - ✓ 100% gifts allowed with minimum down payment mortgage.
  - ✓ Higher ratios—29/41.
  - ✓ Non-owner occupant co-borrowers allowed with minimum down.
  - ✓ Citizenship not required with minimum down.
  - ✓ Appraisals are good for six months.
  - ✓ FHA streamline refinances—no doc refinances for investor properties at owner-occupied rates.
  - ✓ Cash out refinances to 85% with no higher rate.
  - ✓ Condominiums are acceptable with 51% owner-occupancy.
  - ✓ Non-traditional credit histories can be considered.
  - ✓ Credit scores are not mandatory.
  - ✓ Gaining master appraisal expertise can provide an “in” with builders.
  - ✓ It is a government program.
- ✓ FHA loans are assumable at the note rate.



**Dave Hershman is the leading author and speaker for the mortgage industry with two best sellers for the Mortgage Bankers Association of America and national mortgage columns. Thousands in the industry use Dave's synergy marketing methods to produce *More Income With Less Stress* as detailed in his leading sales and marketing audio program and book. These techniques are expertly integrated into the materials contained in his **Complete Mortgage Marketing Kit and Newsletters**. If you are interested in training programs or other Hershman group publications, call 1-800-581-5678 or visit [www.OriginationPro.com](http://www.OriginationPro.com).**