

INSTRUCTIONS

CYBER 500 PLAYBOOK

Listen, Follow and Execute Your Way to Massive Success

DAY 1: Get your Toolbox In Order (Bookmark to Favorites in your Browser)

ESSENTIAL TOOLBOX

Note: ALL Logins: User ID- Your GMCC Email PW – Your GMCC Email PW

NON-NEGOTIABLE - "BOOKMARK" ALL LINKS BELOW	
DAILY TOOLS	
WWW.JOINGMCC.COM	Essential Tools/Info
GMCC AI CHATBOT	Powerful Q&A (fast answers navigating GMCC resources & programs) (Free)
AI Scenarios (PPT) & AI Scenarios (Guidelines)	These two options require a \$20 Subscription to ChatGPT Open AI (Click the link)
SINGLE SIGN ON:	Fast Access to Daily Tools (Pricing, Marketing, Processing, IT, AI)
AI ADVISOR APP Download & Training	Fast Chat Help, Marketing, Weekly Meetings, Bootcamps & More
ROADMAP TO GET HELP	Learn to close your first loan & More
PRICING	
ICE (EPPS) Pricing Engine	ONLY Full Doc, Agency, Prime Jumbo & Nebula Product (FD,DSCR,Bk Stmt)
LOANNEX Pricing Engine	ONLY Non-QM, HELOCs, HELOANs, Massive (No DTI)
PORTFOLIO RATE SHEETS	QM & Non-QM Jumbo Programs (Not found in Pricing Engines)
MARKETING	
AI VIDEOS	Request Instructions, Examples
AI LITE (Fast Easy Effective)	AI Marketing tool designed to quickly "Expand" Your Realtor Referral Base
AI ADVISOR APP (see above link)	Send Hot Flyers from your iPhone or Apple Device
FILLABLE FLYERS	Library of Marketing Flyers (See Instructions on Adding your Contact info)
ADD- CONTACT INFO - TO MARKETING	Instructions: Fast/Easy Guide – Add your Info/picture/QR Code to flyers

DAY 1: Get your Calendar In Order

WEEKLY TRAININGS

Add Manually or Request (ICS Calendar files)via this [Link](#)

NON-NEGOTIABLE - TRAININGS			
NOTE: You MUST enter your FIRST & LAST NAME when joining the Meetings or be "DENIED" ACCESS			
Tuesdays	10:30 a.m. PST	(Weekly) 1 hour	Sales & Marketing Training In Person: SJ Office – 690 Saratoga Ave. #200, San Jose, CA Teams: Click Link To Join
Wed/Fri	2:00 p.m. PST	(One Time) 1 hour	New MLO -Orientation/Onboarding Training Teams: Click To Join
Fridays	1:00 p.m. PST	(Weekly) 1 hour	AI Training Teams: Click to Join
OPTIONAL - TRAININGS (Your Call)			
Mondays	10:30 a.m. PST	(Bi-Weekly) 1 hour	First 90-Days (Q&A) Teams: Click To Join
Thursdays	10:30 a.m. PST	(Weekly) 30 Min.	Encompass (Q&A) Teams: Click to Join

WEEK 1 - PLAYBOOK

- Setup:
 - Ensure - GMCC Email '*Operational*' (Mobile too)
 - Ensure - GMCC Email '*Signature*' (All Apps: Desktop, Web version, Mobile App Outlook)

- Attend/ Take Notes/ Execute:
 - "*All Non-Negotiable*" *Weekly Trainings* (See Calendar)
 - "*New MLO -Orientation/Onboarding Training*" (See Calendar)
 - Complete/Return "*10 Question Quiz*" (Look for email from Ping Duan after Onboarding Training)

- Store Key Contacts
 - Grow@GMCCloan.com
 - Onboarding@GMCCloan.com
 - Production@GMCCloan.com

- Add
 - [AI Advisor App](#) – to your Apple Devices (iPhone, iPad, ...)

- Review/Master
 - [AI Chatbot](#) (24/7 assistance with all things GMCC)
 - "[How to Close First Loan](#)"
 - "[Roadmap to Get Help](#)"

- Marketing:
 - Try Out: Follow [Instructions & Execute Adding Your Info](#) to "[Buy Without Sell](#)" Flyer
 - Order: Business Cards (Email BShen@gmccloan.com)

- Pricing Loans – Study, test, explore
 - [LoanNex](#), (Non-QM & HELOCs, HELoans)
 - [ICE \(EPPS\)](#), (Prime, Agency, Jumbo & Nebula)
 - [Portfolio Rate Sheets](#) (Very Important Programs)

90-DAY PLAYBOOK

DAILY - PLAYBOOK

Study [Hot Programs](#)

- Use the AI Chatbot:
 - Ask “What are GMCC’s Hottest Programs (Why)”
 - Study / Save the answer.....
 - Experiment with your questions
- Note: these Programs will change as new programs are added so this is under (daily tasks)

Marketing [AI Advisor App](#)

(Download link in Toolbox on Page 1)

Send Flyers to **(10)** Realtors/Referral Partners/Leads

Marketing [AI Lite](#)

(Attend Friday Trainings)

Send - Flyers to **(5)** Listing Agents.

Call - follow up with each Listing Agent (Asking for an appointment)

Marketing [AI Videos](#)

Create- **(5)** AI Videos (follow instructions under GMCC Essential Toolbox (page 1)

Post- (1) AI Video [Daily](#) to [ALL](#) Social Media Sites you are participating in

Examples: *Linkedin, Facebook, WeChat, Experience.com, Instagram, Little Redbook, TikTok....*

WEEKLY - PLAYBOOK

Attend “All **Non-Negotiable**” Weekly Trainings/Meetings

Take Notes! Participate! Ask!

WEEKEND - PLAYBOOK:

Visit **Open Houses** (Every Weekend)

Min. **(5-10)** every weekend.

90 DAY MARK - PLAYBOOK:

Close a Minimum of **(1)** Loan

Signed *GMCC contract* is in order (email accounting@gmccloan.com)

NMLS is exclusive (or, if perhaps you will require management extension alert Grow@gmccloan.com)

Make sure your *AI Lite Subscription is Renewed* (this initial 30 months is a trial)

