



GMCC CYBER 500 PACKAGE

[3 Month Kick Start]

GMCC Provides the Playbook for Proven Success

ALL NEW LOAN OFFICERS

Standard Eligibility

- **Minimum Production History:** 12 closed loans within the last 12 months

Or Mentorship Agreement may be required to ensure success.

7 Playbook Requirements for Success

- ☐ 1. **Close 1 Loan** [Min.] within First 3 Months [if Locked may be OK /or Management Exception]
- ☐ 2. **Attend 1 “Onboarding/Orientation Training”** [within 10 days]
- ☐ 3. **Complete 10-Question Quiz** [GMCC Basics] – after attending Onboarding/Orientation Training
- ☐ 4. **Review/Study “How to Close First Loan”** Instructions in www.Joingmcc.com
- ☐ 5. **Attend Weekly Tuesday Sales & Marketing Meetings** [10:30 a.m. PST] In-person preferred
- ☐ 6. **Complete Assigned Marketing Tasks:** *These are the Key to Your Success!*
 - **Marketing** Assigned in the Tuesday Sales & Marketing Meetings
 - **AI Advisor APP** (Download/Use/Master)
 - Send flyers to 10 Realtors, Referral Partners, Leads [Per Day]
 - **AI Listing Marketing App:**
 - Market to 5 Listing Agents [Per Day]
 - Visit Realtors at **5-10** Open Houses [Per Weekend]
 - **Realtor Presentation:** **1** in-person Realtor Presentation [Per Month]
 - **AI Videos** [Post Your **5** AI Videos to Social Media]

- ☐ 7. **\$500 Cyber 500 Package Fee** – Paid Upfront (Setup Fee)

Included in \$500 this fee:

- ✓ **1-Yr. - LoanNex Subscription** – GMCC’s Non-QM Pricing Engine - *\$240 Value*
- ✓ **3-Mo. - AI Marketing App** [AI Lite] – *\$90 Value*
- ✓ **5-AI Social Media Videos** – *\$100 Value*
 - Your voice & image
 - Just read a few lines to capture your voice pattern
- ✓ **GMCC AI Advisor App** – Downloadable to Apple devices
- ✓ **Training Fee** – *\$220 Value*

IMPORTANT INSTRUCTIONS:

1. Billing is processed via **ACH or CC** through **Bill.com** (please look for a separate email).
2. Loan Officers **must email a copy of the payment confirmation** to initiate their subscriptions.
Please send payment confirmation to Laurie@gmccloan.com & JRigg@gmccloan.com
3. LoanNex and AI Lite will **not** automatically be renewed. The MLO must manually request renewal of **AI Lite after 3 months** and **LoanNex after 1 year**.

☐ **\$240 LoanNex Subscription** – *Refundable* **after** closing one non-QM loan that is locked through LoanNex:
Send Email to: Accounting@gmccloan.com with Loan # for full refund

Failure to meet the 8 Playbook Requirements for Success

- ✓ Can lead to automatic termination [unless granted a management exception]

By signing below, I acknowledge that I have read, understand, and agree to the Terms and Conditions of the Cyber Package.

☐ **Signature:** _____
Name (Printed): _____
Date: _____

General Mortgage Capital Corporation: 1350 Bayshore Hwy Ste 740, Burlingame CA 94010: Ph: **866-462-2929** (866-GMCC-WAY) and **650-340-7800** /Email: **info@gmccloan.com**; NMLS – **254895** / CFL: **60DBO-66060**

Real Estate Broker, CA Department of Real Estate: CA DRE: **01509029**

Disclosures and Licensing: <https://www.gmccloan.com/Disclosures.html> For all state licensing information go to: www.nmlsconsumeraccess.org

Licensed by The Department of Financial Protection and Innovation under the California Finance Lenders Act; Licensed by the NJ Dept of Banking and Insurance; Licensed Mortgage Banker-NYS Department of Financial Services Rhode Island Licensed Lender; Texas: Any consumer complaints please click below:https://www.sml.texas.gov/wp-content/uploads/2021/07/rmlo_81_200_c_recovery_fund_notice.pdf

Illinois: <https://www.ilga.gov/legislation/ilcs/ilcs5.asp?ActID=1196&ChapterID=20>

Programs are subject to change without notice; Additional conditions may apply. All Loans are subject to underwriting approval and credit review, this does not represent credit approval

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)

