

MENTORSHIPS

Level 7 Lender/ Licensed in 49 States



General Mortgage
Capital Corporation
gmccloan.com

This mentorship program is designed to help new Mortgage Loan Originators (MLOs) at GMCC develop their professional skills and successfully close their first loans.

The number of mentees per mentor and the time commitment from both sides are flexible and subject to discussion and mutual agreement, based on:

- Mentee's dedication, initiative, and self-study efforts
- Mentor's workload, availability, and level of engagement

MENTEE - REQUIREMENTS

- GMCC Cyber \$500 Pkg ([Link](#)) executed
- 90-Day Playbook ([Link](#))
- GMCC MLO Qualifying Standards ([Link](#))
- GMCC MLOs are Self-Driven”
(Have an entrepreneurial spirit)
- Your Lending Career is your **TOP** priority
- Be Resourceful: Use all GMCC Resources **before** asking a mentor or Production.
 - a. **Admiral** AI-chat feature ([Link](#))
 - b. **AI Advisor** Mobile App ([Link](#))
 - c. **EPPS** ([Link](#)) & **LoanNex** ([Link](#))
 - d. **GMCC AI Suite**, ([Link](#))
 - e. **GMCC Training Portal (PPTs)**, XMLs ([Link](#))
 - f. YouTube ([Link](#)), Google ([Link](#)), ChatGPT ([Link](#))
 - g. **Production Team** ([Link](#))
- Be accountable for all knowledge/information shared (**Take Notes & Study**)
- Be Accessible: Responding promptly & professionally

Training Commitments

- **Weekly** -Tuesday Sales Meetings
-10:30 AM PST mandatory ([Link](#))
- **Daily: 2-4 hours** - Study/ Mastery
- **Daily: 2-4 hours** - Marketing
[AI Lite](#), [AI Videos](#) Social Media, Direct Realtor Outreach
- **Weekly**: 5-10 open houses, Attend Realtor Tours
- **Meet**: mentor guidance/ timelines
- **Attend ALL In-Person Bootcamps** at or near your closest branch

MENTOR - REQUIREMENTS

- Seasoned MLO, actively closing loans every month
- Be current on GMCC programs, processes & AI Suites
- Attend Tues. 10:30 AM PST meetings
- Willing/capable of guiding new MLOs

Mentorship Commitment

- **Hands-on** guidance through **first loan**
- Several hours per week or month guidance (**On Agreed Upon dates/Times**)
- Be available and responsive

Additional Notes

- Commission splits & file counts are **flexible & Negotiated** between Mentor/Mentee
- General guideline: 50/50 split, 5-10 files (especially for brand new MLOs)

GMCC will not onboard new MLOs without available mentors

NEXT STEPS

- **Joint meeting for Branch Managers and Mentors**
- **Review framework and finalize structure**

Seasoned MLOs who are actively closing loans each month are encouraged to participate.

Participate Here

[Click Here](#)



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