



General Mortgage Capital Corporation

Your loan, Our solution!

Requirements for All New MLO (Mortgage Loan Originator)

First Week:

Attend Onboarding/Orientation on either Wednesday or Friday 2 PM PST/5PM EST.

Meeting Link:

[Join the meeting now](#)

Meeting ID: 219 975 435 038

First Week and Every Week Onwards:

ATTEND TRAININGS!!

- a. Fill out this form to receive an email with instructions on how to add it to your calendar.

<https://forms.office.com/Pages/ResponsePage.aspx?id=rl1gn1SrdkWDN-AIxLeyzsjiwl4pOkHlCtdW-Md4cWBFUQkJMWjY2StlBSThGUjFQUFRKSIRHMzZFNC4u>

- b. Tuesday Sales training:
 - a. [Join the meeting now](#)
 - b. Meeting ID: 271 755 303 191
 - c. Passcode: FL24ns29
- c. Thursday Encompass Training:
 - a. [Join the meeting now](#)
 - b. Meeting ID: 271 957 976 948
 - c. Passcode: bb2RX9bC
- d. Friday Product Training:
 - a. [Join the meeting now](#)

- b. Meeting ID: 253 712 575 317
 - c. Passcode: Ye6aT7bD
- e. Commit 4 hours a day to study the documents under GMCC MLO Academy on joiningmcc.com
- f. Learn about/Sign up for our Ai tools such as AI Lite and attend training
 - a. [Join the meeting now](#)
 - b. Meeting ID: 240 187 770 910
 - c. Passcode: PtEbkv
- g. Reach out to 5 different people to introduce yourself, mortgage related items, learn about their situation, understand their needs, and find the right program for them.

Second Week:

- a. Source leads for cold calls using AI tools or other tools
- b. Visit realtors or open houses with flyers and business cards to promote yourself
- c. Spent 2 hours a day on marketing in person or social media

Third week:

- a: Summarize your learning experience to see if can fits in your position. What do you need to grow? Know what is your strong point? Give feedback to GMCC internally.
- b: Make a marketing plan, set up your goal.
- c: Stick to it, don't give up, you will reach your goal as long as you are on the **road**.

By End of First Month: Hope you will have 1st loan or even sooner, and more.

By End of Third Month: Management will do evaluation with you-In person or remote.

We are working together to grow and achieve your goal!

Good Luck!

GMCC Management Team