

Training, Commitment, & Closing Requirements

Training Requirements:

- Mandatory attendance at local in person CEO-hosted bootcamps
- Attend weekly Tuesday Sales Meetings (10:30 AM PST) in person if you are local to San Jose
- Attend Onboarding/Orientation Training Either on Wed or Fri. at 3pm PST
- Complete 4-6 hours daily of study/mastery
- Complete 4-6 hours daily of marketing (AI Lite, AI Videos, social media, realtor outreach)
- Review GMCC's MLO Qualifying Standards
- Be Self-Driven with an entrepreneurial mindset
- Make your lending career a top priority

If you are a new LO (Less than 6 loans closed in past 12 months) and need a mentor:

- Interview with recommended mentor and finalize mentorship terms
- Sign Mentorship Agreement
- Initiate NMLS license transfer to GMCC
- Notify onboarding@gmccloan.com + mentor after transfer request

After joining:

- After Kickoff email: Set up GMCC email account sent by Matthew Terrill
- Complete/Pay Cyber \$500 Package (review, sign, submit payment)
- Follow the 90-day Playbook to close a minimum of one loan
- Be resourceful-use GMCC resources before escalating
- Be accountable for all shared knowledge (take notes & study)
- Attend 5–10 open houses weekly + Realtor tours