



**MEGA CAPITAL
FUNDING, INC.**

TOP 5 PRACTICAL TIPS FOR BROKERS

To grow your business, close more loans, and build strong client and partner relationships:



MCFUNDING.COM

01

KNOW YOUR NICHE

Specialize in specific loan products (e.g. Non-QM, DSCR, Jumbo, FHA) and become the go-to expert in that space.

02

MASTER YOUR GUIDELINES

Be the broker who knows the matrix inside out. Understanding lender overlays and credit nuances builds trust and saves time.

03

BUILD A RELATIONSHIP W/ YOUR MEGA ACCOUNT EXECUTIVE

Stay in close contact with your Mega AE. A strong relationship can mean faster answers, better support, and more successful closings. Get informed with market conditions, rate trends, and guideline changes that happen fast. Stay sharp with training, newsletters, and lender updates.

04

COMMUNICATE CLEARLY AND OFTEN

Set expectations with clients early. Keep them informed throughout the process to avoid surprises and build confidence. Make the process transparent. Clients appreciate brokers who explain things clearly and act as a trusted advisor.

05

USE TECHNOLOGY TO YOUR ADVANTAGE

Leverage tools like MGenius, Mega's smart loan portal to help streamline the loan process. With just a few clicks, you can browse different loan options, compare rates, and securely submit your documents. Use social media, email marketing, and local networking to stay visible. Share success stories, rate updates, and client testimonials.



Mega Capital Funding, Inc. is Licensed by the California Department of Business Oversight under the California Financing Law License. NMLS #303203, CA-DBO#603-A486, CA-BRE#01233872. For licensing information, go to: www.nmlsconsumeraccess.org