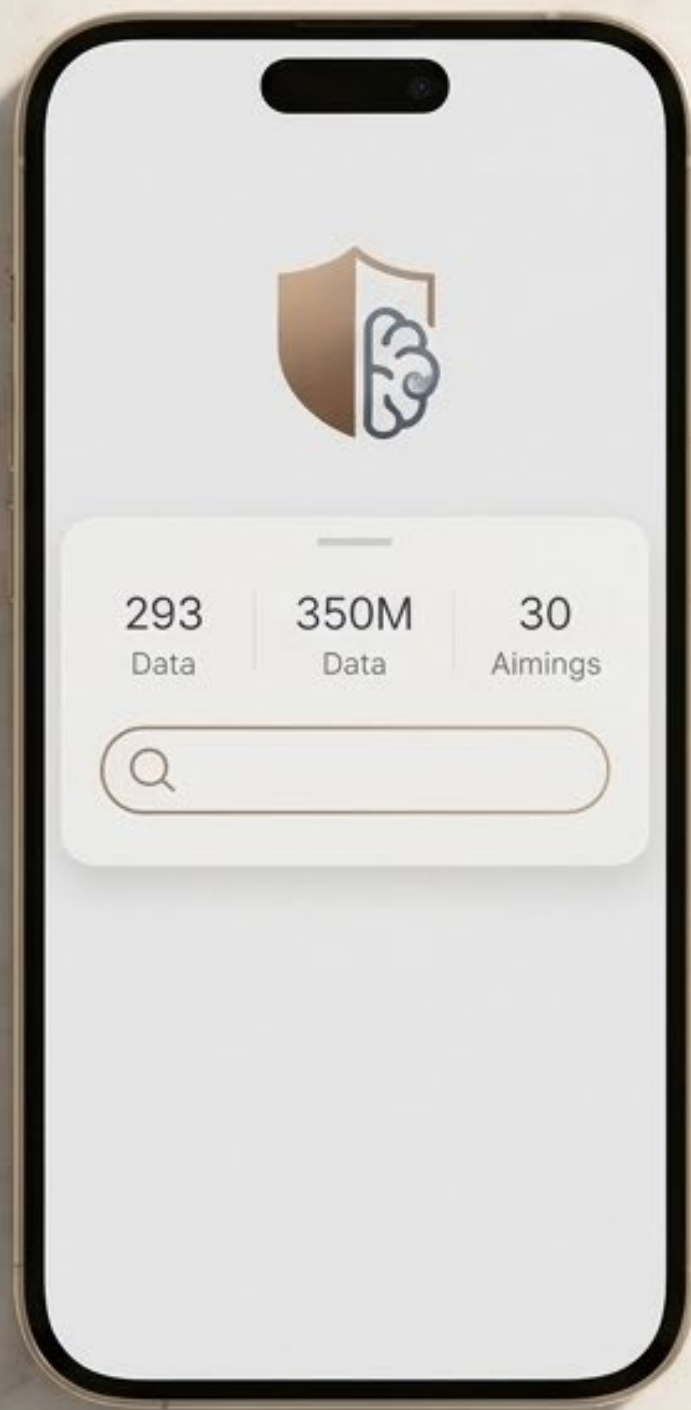


Your AI Chief of Staff

Week 1 of the AI Bootcamp

EXP SoCal · Wednesday, July 15

Hosted by Joshua Sun & Tim Joe
(Village Mortgage)



You are leaving today with a superpower on your phone.

By the end of today, you will execute something with AI you didn't think was possible. It happens on your phone, and you will use it again tomorrow.

The Concierge Team

Joshua Sun

Marketing · AI ·
Relationships

Tim Joe

Lending (120+ Lenders) ·
Total Fulfillment

Bambi

Your AI Concierge.
Stuck? She's got you.

We are here to elevate your systems, whether you ever send us a loan or not.

What This Program Is

Built on the Tony Robbins & Dean Graziosi AI Advantage Bootcamp — rebuilt for realtors.

Implementation, not information.

Faster pace.

You'll actually build.

Your 6-Week Itinerary



Set Up — Your AI
Chief of Staff



Your Voice —
Sound exactly
like you



Automate — It
works while you
show houses



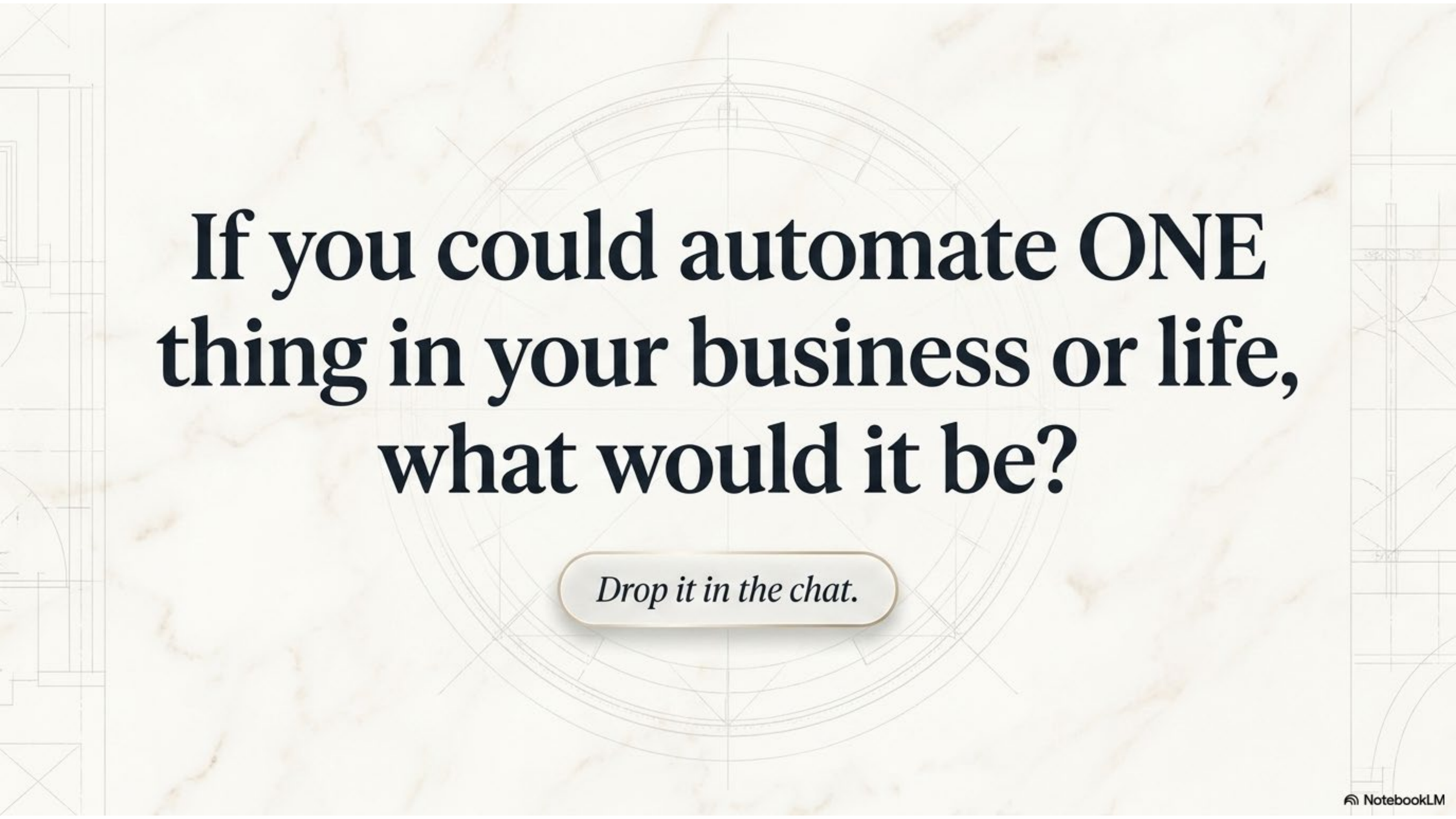
Activate — Put it
to work



Business Brain —
It knows your
whole business



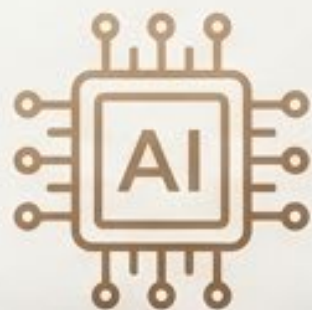
Scale — Your own
AI tools, your
new normal



If you could automate ONE thing in your business or life, what would it be?

Drop it in the chat.

The Tool Stack Blueprint



Claude

The Brain

- Install on Laptop AND Phone (same account).
- Used ChatGPT, Gemini, or Grok? Bring your profile over today.



Wispr Flow

The Voice

- Install today for seamless voice dictation.

Claude vs. ChatGPT

Why Claude today? You can't go wrong — but Claude was built for business.



Consumer-first model.

Often cheaper.

Good for general queries,
but can drift in tone.



The Business Brain.

Best writer in the industry.

Strictly follows structural
instructions and tone constraints.

Today we're all on Claude.

Task + Context = The Whole Game

Task Alone

Write a follow-up.

Result: Generic

Task + Context

Write a follow-up to the buyer who toured the Arcadia Craftsman Saturday, loved the yard, but was worried about the commute.

Result: High-impact, personalized, sounds like you

Instructions vs. Memory

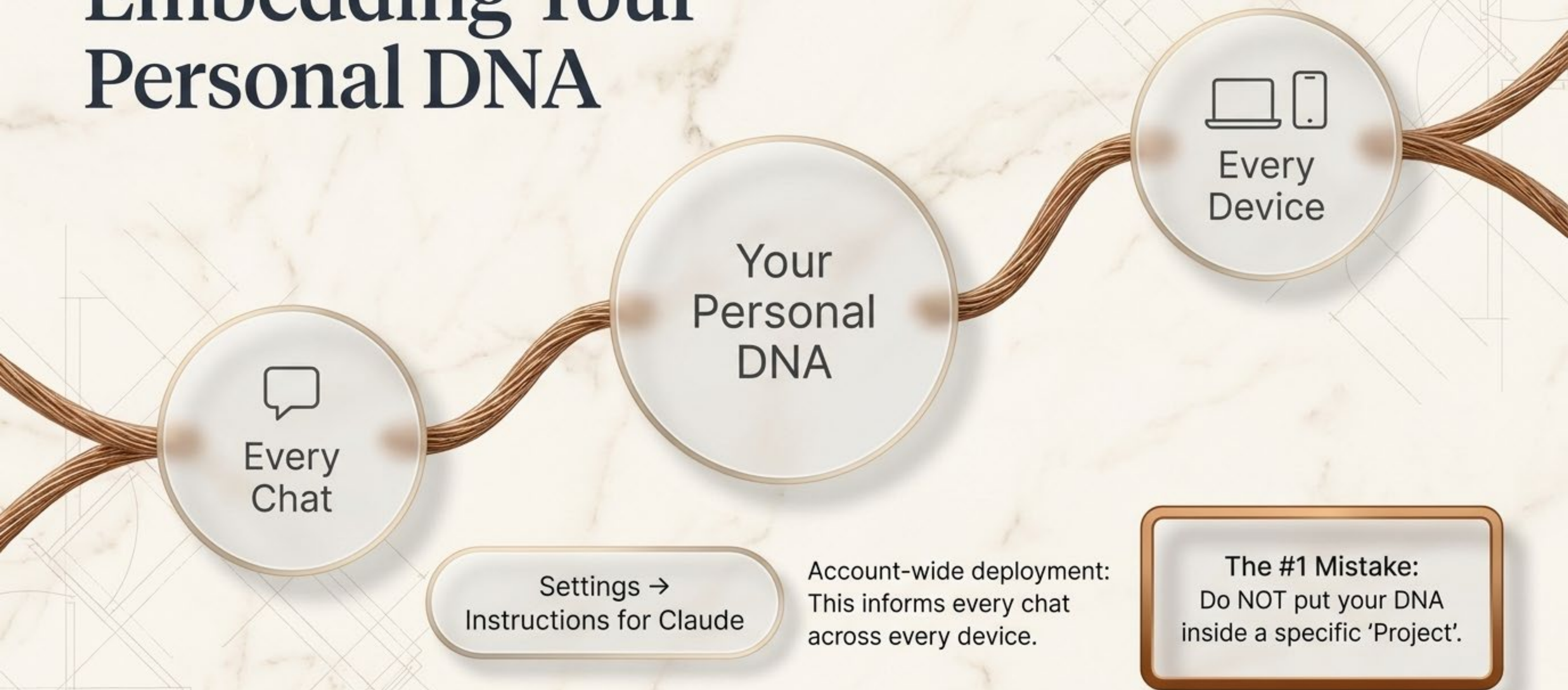
Instructions for Claude

- STATIC. You write it.
- Applies to every chat and device instantly.
- This is your core DNA.
- Never changes unless you explicitly edit it.

Memory

- DYNAMIC. Claude learns it passively from your daily chats.
- You must toggle it ON.
- You can view and edit the learned facts as it goes.

Embedding Your Personal DNA



Projects — Organize Your World

Put 95% of your chats inside a Project.



Buyers



Sellers



Business Ops



Family



Health

Next week: your second brain.

Use It Right Now — The Difficult Listing Agent

The Manual Grind

The message that makes
your stomach drop.

Stressing over the perfect
reply to a difficult agent.

Guessing your blind spots.

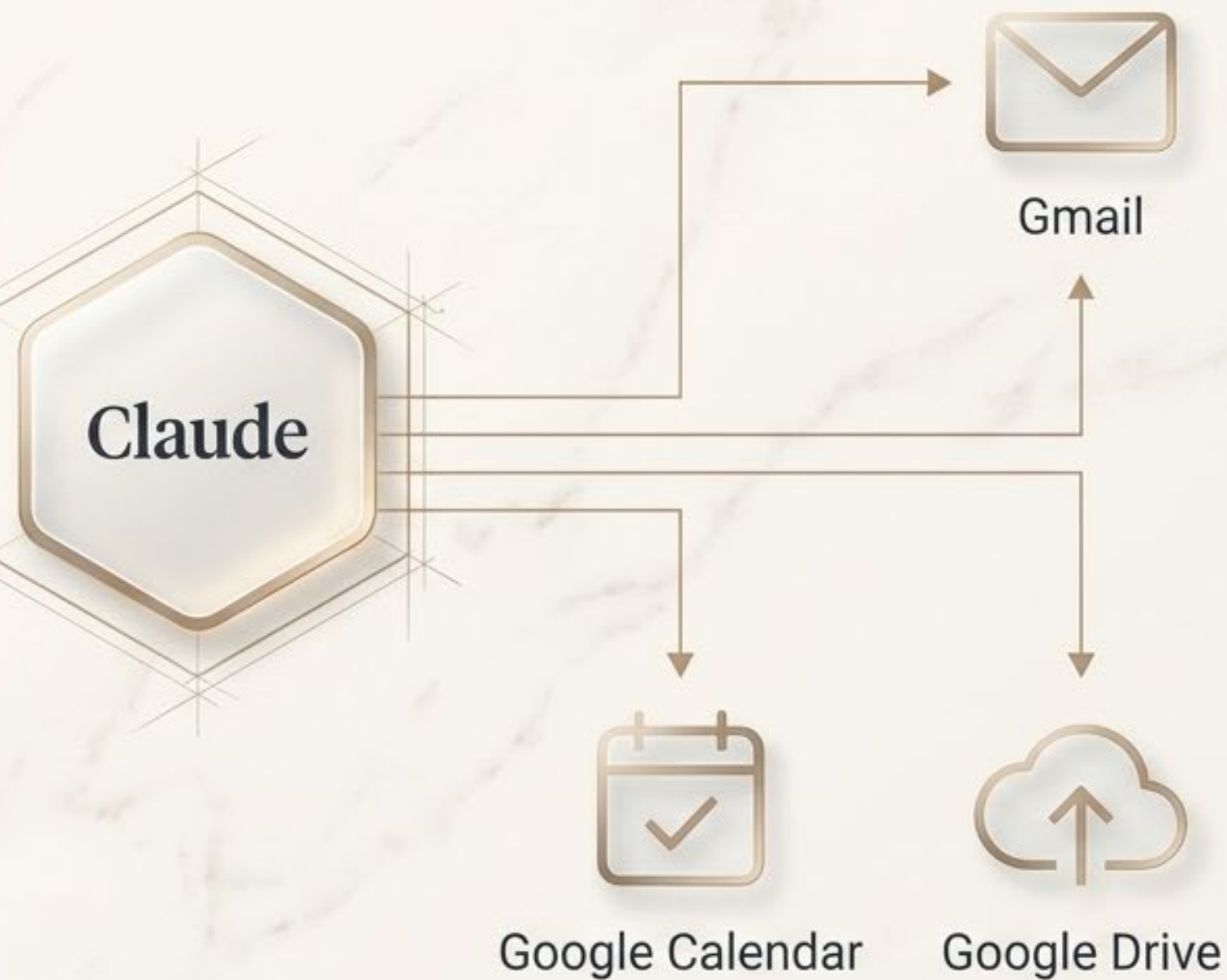
The AI Chief of Staff

Paste the hard message into
your “Sellers” project.

Get a calm, strong reply
generated instantly,
highlighting exactly what you
might be missing.

Next time they flare up, the project already remembers — you don’t have to re-explain.

Connecting Your World



Execution Rules

- Set these up on your laptop, not your phone.
- Use the official Anthropic connectors.

Choosing Your Model

**Default model = your daily driver.
Switch to the most powerful one
for a big thinking job.**

We go deeper into specific model selection in Week 3.

The Asymmetry of AI

\$20/month to start · \$100
when you fully lean on it.



You are not paying a cost; you are buying back your time.



Infinitely cheaper than hiring an employee.



Zero bad days.

The Go-Faster Lane

joshuasuncapital.com/aitools



Watch

Moonshots (Peter Diamandis)



Read

Substack



Follow

Alex Finn



Build

Claude Code

Two Habits



Ask Claude first.



**Print Screen is your
best friend.**

Screenshot

Paste

"Here's where
I'm stuck".

Be Selfish for a Year

Be selfish for one year, so you can
be selfless for the rest of your life.

Block 1-2 hours a week. Consistency beats intensity.

WEEK

MON

TUE

WED

THU

1

2

3

4

10

11

12

17

20

29

The 5-Degree Shift

After 100 miles:
You are somewhere
completely different.

After 100 yards:
You won't notice.

Teach What You Learn

Once you learn this, you can teach it.

Your
Sphere

Your
Clients

Your
Church

Seminars

Social +
Newsletters

Value builds relationships. Relationships build business.

Your First Directive: Letter From Future You

1. Finish inputting your Personal DNA tonight.
2. Ask Claude to write a letter from you, one year in the future, having achieved your ultimate goal.



If it feels generic, your DNA needs more detail.

Feedback + Stay Connected

**Text me your name
+ email right now.**

858-216-6091 | joshloans26@gmail.com

*This is my first cohort —
your feedback shapes every week.*

Preparing for Week 2

See it in action — a live look at real AI tools built for realtors: Guide Home (helps convert buyer leads and win more referrals), a texting app, and a home inspection app.

Next week: memory + Notion, going deeper on your Chief of Staff, and we start building your own apps.

Who should be in this room?