

## How to Become a Mortgage Broker

The demand for qualified and ethical mortgage and financial professionals is growing, as more and more consumers turn to brokers as a trusted source for housing and/or business finance.

At Walker & Miller, we aim to give you the best start to your career by offering you, as part of our Certificate IV course, a comprehensive overview of the mortgage industry and what is involved in being a Finance Broker including the **Steps to Becoming a Mortgage Broker**:



### Step 1 Undertake the Education

- Certificate IV in Finance and Mortgage Broking (ASIC's Minimum Requirement)
- Diploma of Finance and Mortgage Broking Management

### Step 2 Join a Professional Association:

All lenders require membership in one of the following:

- MFAA (Mortgage & Finance Association of Australia)
- FBAA (Finance Brokers Association of Australia)

### Step 3 Obtain Lender Accreditation

Consider joining an Aggregator/Dealer group

A broker has to obtain accreditation with lenders in order to sell their products. Many brokers join an aggregator (a wholesaler for the finance industry) to access the group's wide panel of lenders and maintain their accreditations. These groups provide many additional services such as software technology/lenders portal, enabling you to search and compare and access the lending products.

### What about licensing?

Yes, if you engage in credit activities you will need an Australian Credit License (ACL) or authorisation from a licensee before commencing business. As a new broker, it is likely that you will become an authorised Credit Representative of the licensee organised by your chosen aggregator group.

Additional compliance requirements include: Professional indemnity insurance, police & credit checks and membership of the Credit (or Finance) Ombudsman service or similar.

### Where do I start?

Take your first step by enrolling in the Certificate IV or the Full Diploma (Cert IV + Diploma) course today.

Ring our customer service team on: **1300 136 947** or email us at [info@brokertraining.com.au](mailto:info@brokertraining.com.au)

## The Certificate IV (FNS40815)

Written by industry specialists, this **FNS40815 Certificate IV in Finance and Mortgage Broking** course is your comprehensive introduction to the mortgage broking industry. Our course is nationally accredited and meets ASIC's minimum education requirement.

The course will teach you how to

- identify and present broking options to clients
- structure and prepare loan applications
- meet your compliance requirements

Upon completion you will have the practical skills, knowledge and tools necessary to start your career as a successful mortgage broker!

## The Diploma (FNS50315)

The **FNS40815 Diploma of Finance and Mortgage Broking Management** is fast becoming the new industry standard and is now required by the MFAA (Mortgage and Finance Association of Australia) and many top aggregators and lenders.

The Diploma will teach you how to:

- Identify and present broking options to clients with complex needs
- Structure commercial, business, property and leasing finance
- Analyse financial statements and determine and manage risk exposure

## Full Diploma Program (Cert IV + Diploma)

Our Full Diploma which includes both the Certificate IV and Diploma courses saves you money and enables you to fast track your mortgage broking career!

## What are my options?

We offer the choice of Distance Education, Face to Face Workshops or Recognition of Prior Learning (RPL) programs to help you obtain one or both courses in the easiest way possible.

Workshops are held regularly in Sydney, Melbourne, Brisbane and Perth. Our training calendar can be found on our website: [www.brokertraining.com.au](http://www.brokertraining.com.au) .

To discuss what option is best for you, find out more information or to enrol, contact our friendly training team on:

**Phone 1300 136 947**

**Email [info@brokertraining.com.au](mailto:info@brokertraining.com.au)**