

FACT SHEET

Becoming a Mortgage Broker: The Essential Information You Need to Know



The National Finance Institute



What does the course cover?

If you have been asking yourself, "Is mortgage broking the right career option for me?" then this 3 hour session is for you.

You will learn about all the requirements to begin operating as a mortgage broker. Not only does this session cover legislative requirements, but also the 'secrets of success' as a mortgage broker.

Find out answers to the following important questions:

- What personal attributes are required to be a successful mortgage broker?
- Should I start as an employee, contractor, franchisee or self-employed?
- How much working capital/reserve funds should I set aside?
- How long will it be before I start earning a regular income?
- What are the benefits of joining the Mortgage Industry Association of Australia (MIAA) and/or the Finance Brokers Association of Australia (FBAA)?
- What can a mortgage broker expect to earn in their first year and subsequent years?
- What are the advantages and disadvantages of aggregators, franchises and independent operators?
- What equipment will I need to get started as a mortgage broker?

The trainer will direct you to further sources of information about the Mortgage Broking Industry, from credible research firms and government departments. You will leave the session with all the information needed to make the decision about becoming a mortgage broker.

- Find out more on the important function that aggregators and franchisors play in the Mortgage Broking Industry
- Learn about the licensing and regulatory requirements of becoming a mortgage broker
- Find out how to become accredited with the lending institutions
- Discover the 'secrets' to becoming a successful mortgage broker.

Who has this session been developed for?

This session has been developed for people external to the Mortgage Broking Industry who are considering becoming mortgage brokers.

How long will this course take to complete?

This session is three hours duration.

When are the courses scheduled?

Courses are conducted twice per year in capital cities.

What materials/equipment do I need?

A workbook is supplied at the commencement of the course. You only need to bring a pen.

How much does this course cost?

\$85 per person.

How do I book in for a course?

Please call Client Services on 1300 765 400 – we'd be delighted to hear from you.

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