



MONARCH  
INSTITUTE



FNS50315

# Diploma of Finance and Mortgage Broking Management

- Get the skills that employers really want.
- Unrivalled support. Delivered with care.
- Absolute flexibility. Your way, your terms.

Education for  
the real world

RTO Code - 22530



NATIONALLY RECOGNISED  
TRAINING

# Change lives. Shape futures. Start now.

Monarch Institute delivers highly practical nationally-recognised training for the finance and mortgage broking industry. Today, we're changing the way that new brokers (and seasoned veterans) get ahead in their profession. You'll benefit from the leadership of our trainers who are experienced Finance Brokers and educators.

Your Monarch Institute qualification isn't just a piece of paper you get to tick a box for compliance. It's your invitation to step up to providing solutions for clients with more complex needs. Experienced market practitioners will guide you through the skills required to engage with sophisticated clients and build a successful finance and mortgage broking business. The insider info you can only get when you're fully supported in your learning by people who really know their stuff. It's more than just theory and textbooks. It's an investment in your future - on your terms.

## What does the course cover?

- The mortgage broking industry
- Mortgage broking business management business skills
- The mortgage broking process
- Advanced mortgage broking

## Key benefits

### Real world knowledge and skills

The course includes extensive training in how to work as a Finance or Mortgage Broker. On completion, you will be set up with a Broker Kit that includes all the essentials (templates, forms, references and spreadsheets) - ready to start work.

### Nationally recognised

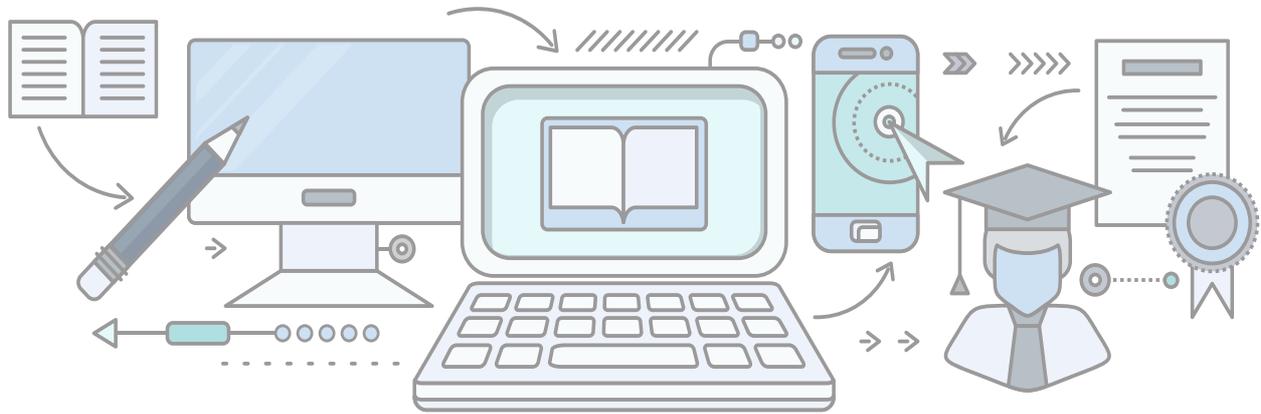
The course meets the requirements of the Australian Qualifications Framework. You may be able to use it as a pathway to higher level qualifications at tertiary institutions around the country.

### Professional membership

The Finance Brokers Association of Australia (FBAA) and the Mortgage and Finance Association of Australia (MFAA) are the peak bodies for finance broking professionals. By completing this qualification, you can apply for membership as an Accredited Finance Mortgage Broker.

### Government funded

If you live in Victoria, you may be eligible for government funding. Get in touch with a course consultant to check your eligibility.



## Study online. With a difference.

This course has been developed to give you absolute flexibility. Study on your couch, on public transport, on your break at work, out in the park – wherever and whenever you like. The best part is, with Monarch Institute, 'online' doesn't mean 'alone'. You'll be backed by our trainers at every step along the way. You'll get:

- Easy-to-follow course materials
- Videos and webinars
- Heaps of support from your course trainers (phone, email, Skype, Zoom)
- A dedicated admin team on hand to guide you
- Online assessments

## What is the course structure?

This course is delivered completely online. This means you'll access your learning and assessment resources via an online portal. You can access this anywhere and anytime.

You'll need to study a total of 16 nationally recognised units, which are spread out over four modules.

We consistently receive feedback from our students telling us the course is very well structured and easy to follow. Of course, if you're having trouble wrapping your head around a concept or assessment piece, you can always reach out to your trainer for support.

## What is the course duration?

This course is designed to be completed within 24 months. Your completion time frame depends on your previous education, work experience, time availability and work rate. You're expected to complete at least one module every six months.

## What are the entry requirements?

There are no formal entry requirements. Just bring your drive, motivation and passion for the industry. That said, if this is your first time studying at this level, we'll need to check your levels of English and maths before you enrol. People with disabilities are encouraged and supported to apply.

## Course costs

**Monarch's courses are competitively priced.**

Check our website for the most up-to-date prices at [www.monarch.edu.au/courses](http://www.monarch.edu.au/courses) or call us on **1300 738 955**.

This training is delivered with Victorian and Commonwealth Government funding for eligible students. Please check the eligibility requirements on our website, or get in touch to discuss your funding options.

# Course modules

## Module 1

### The Mortgage Broking Industry

- Understand how the industry works
- Understand the regulatory requirements of working as a Finance Broker
- Develop in depth knowledge of credit products and services
- Identify client needs
- Explore sales and marketing activities for Finance Brokers

## Module 2

### The Mortgage Broking Process

- Prepare mortgage broking forms and documents
- Undertake client financial assessments and research finance options
- Present finance options to clients
- Prepare loan applications
- Process and assess loan applications
- Settle loan applications

## Module 3

### Mortgage Broking Business Management

- Apply principles of professional practice
- Develop and nurture relationships with clients and professional referrers
- Identify and assess Risks.
- Prepare a Risk Management Plan

## Module 4

### Advanced Mortgage Broking

- Identify clients complex needs
- Prepare complex broking options
- Implement complex loan structures
- Understand performance monitoring and review of mortgage broking business
- Understand the critical aspects of successful mortgage broking





**Get the skills that employers really want.**



**Unrivalled support.  
Delivered with care.**



**Absolute flexibility.  
Your way, your terms.**



## Jobs and career pathways

Mortgage broking is a significant industry, contributing \$2.9 billion to the Australian economy each year and supporting the employment of more than 27,100 full-time equivalent workers. With mortgage brokers settling more than half of all residential loans, there's never been a greater need for quality credit assistance. But as a broker, you won't just be helping people to purchase homes or investment properties. You'll also be helping them to grow their businesses, build personal wealth, and more. Being a good broker isn't just about closing deals. It's about assisting clients to navigate the loan approval process and making sure that they get what's right for their needs. Professional brokers form meaningful and enduring relationships with their clients. More than 70 per cent of brokers' business is referred from existing clients so, you'll also need great people skills.

Successfully completing the qualification is a key requirement to work as a Finance or Mortgage Broker but it opens up many other work opportunities such as:

### Key opportunities include:

- Mortgage administrator
- Lending officer
- Loan underwrite
- Client services officer
- Credit assessor
- Loan settlements officer
- Finance broking practice manager

Sources: Deloitte Australian Mortgage Report, 2020  
Labour Marketing Information Portal, 2020  
Australian Financial Attitudes and Behaviour Tracker, Wave 5: March 2018

# Industry insights



Employment/positions projection  
**4.6% growth to 2024**



Earnings (average full time)  
**\$2,231 per week**



Flexible career options  
**83% full time**

## Finance and mortgage broking – a growing industry

The mortgage industry is evolving and growing. Increased regulatory scrutiny and digital disruption continue to drive change in finance and mortgage broking businesses. Shifting consumer preferences have led to online application processing and automated settlement procedures. Mortgage brokers have been freed from some of the more simple tasks they once performed for their clients to focus on value-add activities such as loan structuring and providing ongoing credit assistance to their clients.

Mortgage brokers continue to drive competition and deliver better outcomes for consumers. Borrowers today have superior service, greater choice and higher levels of satisfaction.

## Getting ready to raise the bar

Dealing with clients with complex needs requires that you understand the challenges faced by small to medium-sized enterprises, and that you possess reliable loan structuring skills.

The Diploma of Finance & Mortgage Broking Management will assist you to raise the bar on your performance in order to engage effectively with sophisticated clients and build a successful finance and mortgage broking business.

# Why choose Monarch Institute?

**You need a different learning experience.  
We're ready to deliver.**

## Expertise

- ✓ Courses developed with leading academics and industry associations
- ✓ Delivered by brilliant trainers who work with corporate leaders
- ✓ Learn from professionals using real world case studies

## Flexibility

- ✓ Fit study around work, family, life.
- ✓ Start immediately, or down the track
- ✓ Flexible payment options

## Support

- ✓ Dedicated team of trainers and support staff on hand to guide you
- ✓ Up to date, easy to understand course materials
- ✓ Assessment turnaround in 5-7 business days with comprehensive trainer feedback

## Enrol today

Commence your FNS50315 Diploma of Finance and Mortgage Broking Management with Monarch Institute today to successfully launch your career.



To discuss the course that's right for you call  
**1300 738 955**



To find out more information email  
**info@monarch.edu.au**



To enrol, visit our website  
**www.monarch.edu.au**

