

FNS40815

Certificate IV in Finance and Mortgage Broking

- 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

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 industry educators.

Your Monarch Institute qualification isn't just a piece of paper you get to tick a box for compliance. It's your ticket to a stellar career in finance & mortgage broking. You'll be taught by experienced market practitioners, so you'll learn the ins and outs of the industry. Gain insights that 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**
- **The mortgage broking process**
- **Mortgage broking business management**

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

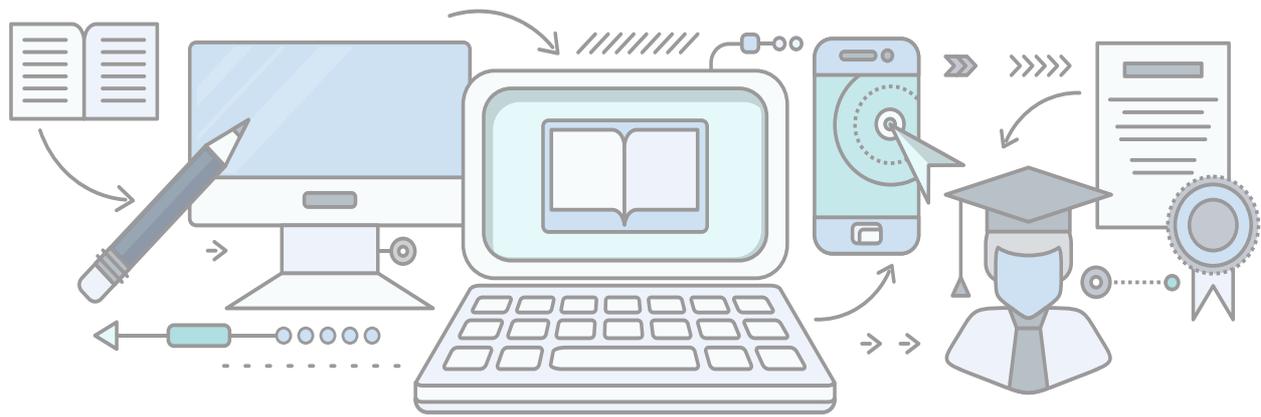
The course meets the requirements of the Australian Qualifications Framework. You may be able to use it as a pathway to higher level qualifications at tertiary institutions around the country.

Professional membership

The Finance Brokers Association of Australia (FBAA) is one of the peak bodies for finance broking professionals. By completing this qualification, you can apply for membership as a finance and 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
- Access to a student Facebook group

What is the course structure?

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

You’ll need to study a total of 13 nationally recognised units, which are spread out over three 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 was designed to be completed within 18 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 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



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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 Certificate IV is a key requirement for gaining membership to some of Australia's peak bodies for finance and mortgage broking professionals. Even if you don't end up working full time as a broker, the Certificate IV in Finance and Mortgage Broking could enable you to pursue opportunities like:

Key opportunities include:

- Mortgage administrator
- Lending officer
- Loan underwriter
- Client services officer
- Credit Assessor
- Loan Settlements Officer
- Finance broking practice manager

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

Nearly half of all Australians with a mortgage don't understand the basic terms and features of their home loan. To put it simply, most Aussies don't understand financial products. This means brokers have a critically important role to play in making sure people get the right loans and other credit advice to meet their needs.

Being a great broker isn't just about securing a deal for your client, or getting the paperwork right. Your success is measured by how your clients feel about their experience. In other words, how likely they are to recommend you to others. Your real-world education at Monarch Institute will incorporate communication and client service challenges, plus priceless personal insights from your trainers.

Getting ready to raise the bar

You'll face a lot of challenges as a professional broker. Getting great results for your clients. Keeping up with the latest products. Not to mention juggling and meeting your regulatory responsibilities.

The regulatory environment is becoming more challenging for all finance and banking professionals. Under Australian law, there can be serious consequences for not providing consumers with the right advice. Monarch Institute will guide you through the regulatory requirements so you can ensure regulatory compliance.

Your future in the finance and mortgage broking industry is bright. Whether you're new to the field, or taking a step up to start providing credit advice, you'll love learning with Monarch Institute.

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

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 FNS40815 Certificate IV in Finance and Mortgage Broking with Monarch Institute today to take the next step forward in 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

