

FNS50322

# Diploma of Finance and Mortgage Broking Management

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



NATIONALLY RECOGNISED  
TRAINING

RTO: 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 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**
- **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

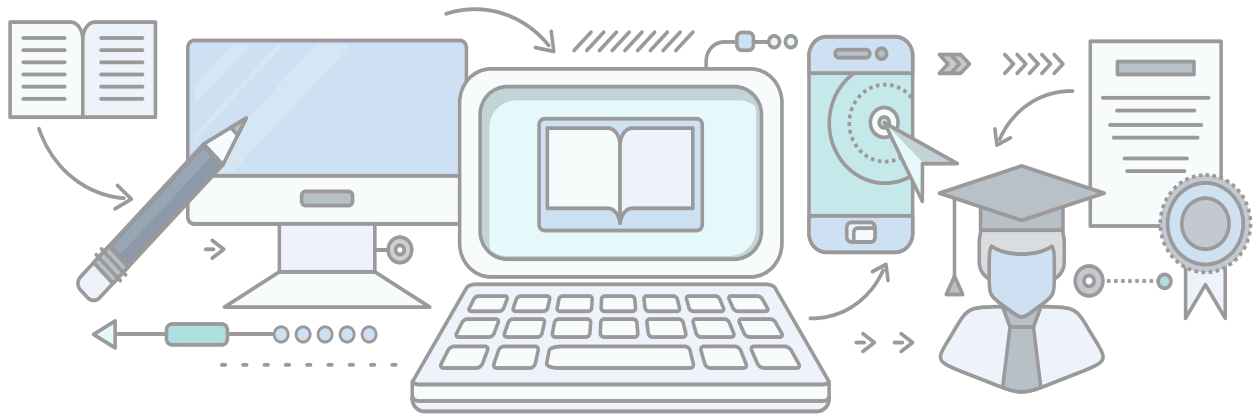
The course meets the requirements of the Australian Qualifications Framework. You may be able to use it as a pathway to higher level qualifications at tertiary institutions around the country.

### 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, 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 15 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?

Most students complete this qualification in nine to 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](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 / Operating a Finance Business

- FNSINC411 Conduct work according to professional practices in the financial services industry
- FNCSUS511 Develop and maintain professional relationships in financial services industry

## Module 2 / Finance Regulation and Licensing

- FNSFMK515 Comply with financial services regulation and industry codes of practice

## Module 3 / Financial Products and Client Needs

- FNSINC412 Apply and maintain knowledge of financial products and services
- FNSFMB412 Identify client needs and present broking options

## Module 4 / The Financial Process

- FNSFMB411 Prepare loan application on behalf of clients

## Module 5 / Getting Ready for Settlement

- FNSFMB511 Implement credit contracts in preparation for settlement

## Module 6 / Assess Credit Applications

- FNSFMB512 Identify and develop credit options for clients with special financial circumstances
- FNSFMB513 Present broking options to clients with special financial circumstances
- FNSFMB514 Implement complex loan structures

## Module 7 / Ethics and Professional Development

- FNSINC504 Apply ethical frameworks and principles to make and act upon decisions
- BSBPEF501 Manage personal and professional development

## Module 8 / Risk Management

- FNSRSK511 Undertake risk identification
- FNSRSK512 Assess risks
- BSBOPS403 Apply business risk management processes



## 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. 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, 2021  
Labour Marketing Information Portal, 2021  
Australian Financial Attitudes and Behaviour Tracker, Wave 5: March 2020



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



**Unrivalled support.  
Delivered with care.**



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

## 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.

## Industry insights



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



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



Flexible career options  
**83% full time**

# 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 FNS50322 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**

