

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 profession. Today, we're changing the way that new brokers (and seasoned veterans) get ahead in their practice. You'll benefit from the leadership of experienced industry educators. Like Kevin Conlon, former Head of Education for the Mortgage and Finance Association of Australia, Head of the Council of Mortgage Lenders, and current Chief Executive of the Equity Release Industry Council.

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 brokerage. You'll be taught by experienced brokers, so you'll learn the ins and outs of the industry. 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?

- **Mortgage broking industry knowledge**
- **Mortgage lending – product and process**
- **Mortgage broking business skills**

## Key benefits

### **Nationally recognised**

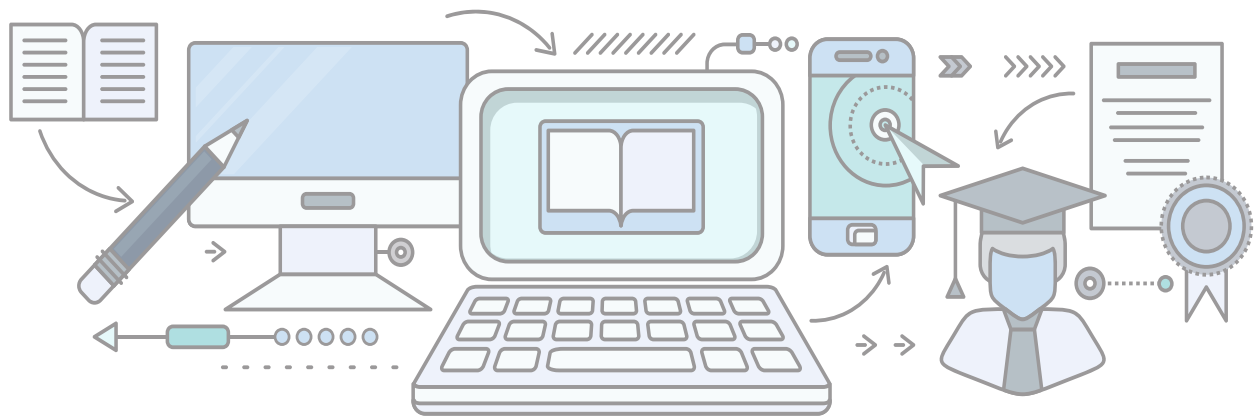
The course meets the requirements of the Australian Qualifications Framework. You'll be able to use it as a pathway to higher level qualifications at tertiary institutions around the country.

### **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 12 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?

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 /

### Mortgage Broking Industry Knowledge

- Identify the market structure
- Understand the regulatory framework
- Differentiate between different types of property ownership
- Use a variety of property valuation methods
- Understand the mortgage process
- Convey to clients guidance about mortgage broking products and services

## Module 2 /

### Mortgage Lending – Product & Process

- Gather client information
- Analyse a client's financial statements
- Determine a client's ability to service debt
- Present finance options to clients
- Explain elements of a loan proposal
- Identify risks associated with a loan proposal
- Prepare supporting loan documentation
- Prepare a loan application

## Module 3 /

### Mortgage Broking Business Skills

- Apply principles of professionalism
- Understand and consider external factors that impact the mortgage market
- Identify the roles and interrelationships of key market participants
- Recognise and exploit market opportunities with other professionals and third parties
- Understand the requirements for operating a compliant practice



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## Jobs and career pathways

With the state of Australia's housing market, and the number of mortgage products out there, there's never been a greater need for quality advice. But as a broker, you won't just be helping people get into their first homes or investment properties. You'll also be helping families grow their businesses, entrepreneurs get their start-ups off the ground, and more. Being a good broker isn't just about closing deals. It's about making sure that your clients get what's right for their needs, and that the administration is handled effectively. Professional brokers may form decades-long relationships with their clients, so you'll also need great people skills.

When you've finished the Certificate IV, you'll be eligible to join one of Australia's peak bodies for finance broking professionals as member. Even if you don't end up working full time as a broker, you could pursue opportunities like:

### Key opportunities include:

- Mortgage administration assistant
- Lending officer
- Loan underwriter
- Client service officer
- Finance broking practice manager



# Industry insights



Employment/positions projection  
**19% growth to 2020**



Earnings (average full time earnings)  
**\$1,400 per week**



Full time vs part time  
**81% full time**

## Finance and mortgage broking – a growing industry

Nearly half of all Aussies with mortgages don't understand basic terms and features to do with their loan. In the last period on record, around 20% made an investment loss they couldn't afford. To put it simply, most Aussies don't understand financial products. This means brokers have a huge role to play in making sure people get the right loans, investments and other products to meet their needs. To make the best possible recommendations for your clients, you need to be prepared.

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. Like getting great results for your clients, and keeping up with the latest products. Not to mention juggling your regulatory responsibilities.

The regulatory environment is becoming more challenging for finance broking professionals. Under Australian law, there can be serious consequences for giving misleading or negligent advice. In fact, every year ASIC takes action against dozens of brokers. You've probably seen a few of the headlines yourself! But the rules are there for a reason. And the good news is, compliance doesn't have to be scary. Monarch Institute's assessments have been created in consultation with an academic board and industry advisory council. They're designed to ensure you don't just know what you have to do to stay compliant, but why.

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

Sources: Labour Market Information Portal, Employment projections, 2017  
Financial literacy statistics: Gateway Credit Union, Mortgage Holder Sentiment Report, 2017  
Australian Financial Attitudes and Behaviour Tracker, Wave 5: March 2017

# 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**

